

**Wiener osiguranje Vienna Insurance Group**

**Annual report  
for 2018**

## **Contents**

Management Board report	1
Responsibilities of the Management Board for the preparation and approval of the annual financial statements and the Management Board report	6
Statement of financial position	14
Statement of comprehensive income	15
Statement of changes in equity	16
Statement of cash flows	17
Notes to the financial statements	18
Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency	120
Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules	134

## Management Board report

The Management Board is submitting its Management Board report together with the audited financial statements for the year ended 31 December 2018.

Wiener osiguranje Vienna Insurance Group d.d. (the “Company”) is a joint stock company offering life and non-life insurance products, with headquarters in Zagreb, Slovenska 24. The major shareholder of the Company and the parent company is Vienna Insurance Group AG Wiener Versicherung Gruppe (“VIG” or “the Group”). The ultimate parent company is Wiener Städtische Wechselseitiger Versicherungsverein – Vermögensverwaltung – Vienna Insurance Group.

Taking into account market circumstances, strong competition and the need for further development and stronger market position, VIG as the main shareholder of the Company and of the related company Erste osiguranje Vienna Insurance Group d.d. (“Erste VIG”), decided to start the merger process during 2018.

As a consequence, Erste VIG was legally and operationally merged into the Company as of 7 May 2018. Prior to the merger Erste VIG was a life insurance company domiciled in Croatia, with VIG as major shareholder and the Company as minority shareholder.

The Company’s membership to the Group is not only demonstrated by using the „family-name “Vienna Insurance Group, but also by promoting its values as part of the strategic corporate governance of the Company.

### Part of Vienna Insurance Group

VIG: “We focus on providing our customers in Austria and CEE with custom products and services tailored to their needs. Our strategy is geared towards long-term profitability and steady earnings growth, making us a reliable partner in rapidly changing times.”

Over 25,000 employees work for VIG, at around 50 companies in 25 countries. We develop insurance solutions in line with personal and local needs, which has made us one of the leaders in the insurance industry in Austria and Central and Eastern Europe (CEE).

#### Expertise and Stability

The Vienna Insurance Group is an international insurance group headquartered in the Austrian capital. After the fall of the Iron Curtain in 1989, VIG expanded rapidly from a purely Austrian business into an international group. VIG is synonymous with stability and expertise in providing financial protection against risks. The Group’s origins date back to 1824. Almost two centuries of experience, coupled with a focus on our core competence of providing insurance coverage, forms a solid and secure basis for the Group’s 20 million-plus customers.

#### Focus on Central and Eastern Europe

Besides Austria, VIG places a clear emphasis on Central and Eastern Europe as its home market. The Group generates more than half of its premium income in CEE. VIG’s operations are also focused on this region. This primarily reflects the forecasts for economic growth in CEE, which is predicted to be twice as high as in Western Europe, as well as the current level of insurance density, which is still well below the EU average.

#### Local market presence

For VIG, protecting customers financially against risk is a responsibility. The Group pursues a multi-brand strategy based on established local markets as well as local management. Ultimately, the Group’s success and closeness to its customers is down to the strengths of each individual brand and local know-how.

#### Strong Finances and Credit Rating

VIG has an A+ rating with stable outlook from well-known rating agency Standard & Poor’s, meaning that it remains the top-rated company on the Vienna Stock Exchange’s index of leading shares, the ATX. The Vienna Insurance Group is listed in both Vienna and Prague. Wiener Städtische Versicherungsverein – a stable core shareholder with a long-term focus – owns around 70% of VIG’s shares. The remaining shares are in free float.

## Management Board report (continued)

### The Company

In 2018, the Company recorded one of its best business years since VIG entered the Croatian market in 1999, with stable premium development, as well as stable profit generation. Through almost 90 sales points located across the country, approximately 450 sales employees and strong external sales channels and web-sales, as well as the support of the strategic partner Erste & Steiermärkische Bank d.d., the Company's goal is to constantly provide clients with complete insurance cover and to make claims handling faster and more efficient. With stability based on core competences, the Company is a conscious insurer. The Company always strives for reliability and trustworthiness in dealings with customers and business partners, employees and shareholders.

The business results for 2018 are indicator of further strengthening of the position of the Company. As one of the top four leading insurers, the Company is aware of its role as promoter of the modern insurance culture on the Croatian insurance market, which has been recognized by the public. After the award in 2017 of the Croatian Chamber of Economy with „Zlatna kuna 2017”, in 2018 the Company was again nominated for this prestigious award and additionally was awarded by the Croatian Security Management Association in the category "Social Responsibility in the Community". Besides the sponsoring of non-governmental organizations, the Company is also taking care about the cultural promotion.

In 2018, the Company received ISO standard ISO 9001:2015 certificate for quality management system.

With over 650 motivated and educated employees, the Company demonstrates its readiness to achieve great performance also in the next years.

### Business performance

In 2018, the Company reported net profit of HRK 42 million, which reflects stability in operations of the Company, strict cost management and conservative investment policy. Although implemented the growth strategy, the Company was following selective underwriting policy in order to be even more earning oriented, regardless of possible premium losses. This management principle will be followed also in the following years.

The Company wrote gross premiums of HRK 766.1 million, representing an increase by 29.2% in comparison to 2017, which positioned the Company on fourth place among insurance companies in Croatia, with a total market share of 7.8%. In life insurances, the Company realizes increase in premium by 49.3% and holds third place with market share of 13.5%. In non-life insurances, the Company records growth in gross written premiums by 10.9% with market share of 5.1%. As in previous years, the largest share in total premium relates to life insurance (61.5%) and motor insurance (14.3%). The share of motor insurances business further reduced because of the unsatisfying situation of the market in this line of business. The liberalization of the motor third party liability market in Croatia seems to be stabilized. The Company is making a lot of effort in careful monitoring and reacting on market trends, strictly following the profitability strategy. In order to offset the negative impacts of these market trends in car insurances, the Company very successfully puts focus on more profitable lines of business.

The other non-life insurances recorded positive trend while the corporate business further intensively grew by 41%.

In 2018, net policyholder claims and benefits incurred amounted to HRK 499.6 million, which is, compared to the previous year, an increase of HRK 126.4 million or 33,9%. The Company entered this year in a group-wide anti-fraud initiative and started the implementation of a structured fraud management process, expecting additional profit potentials. Total acquisition, administrative and other operating expenses amounted to HRK 239.8 million, which is a decrease of HRK 15.1 million or 6.7%, compared to the previous year.

As of 31 December 2018, the Company's total assets amounted to HRK 4.4 billion, which is, compared to the previous year, an increase of HRK 1 billion or 29.4% and reflects the merger of Erste VIG.

The Company has strong capital base and was in compliance with all regulatory capital requirements during 2018. Strong capital base provides security to our policyholders.

In the course of 2018, the Company did not buy back any shares and has no subsidiaries.

## Management Board report (continued)

### Business performance (continued)

Keeping stability in operations, as well as the growth and profitability strategy sustainable also in future asks for further development of the digitization process of sales and portfolio management. The Company introduced in 2018 IT projects in many segments of business, in order to adapt to the global digital transformation and to optimize business processes in the field of Business Intelligence, Document Management System, Client Relation Management and Sales support (apps WOPIS).

In the course of 2018, the Management Board introduced project of elaborating 5 Year Strategy, defining four main initiatives related to premium growth, work force productivity, cost optimization and digitization, with the main target of profitable growth. The Supervisory Board approved the Strategy, which already started to be implemented.

After very successful sales of the complementary health insurance product and further development of the voluntary health insurance, in 2018, the Company launched also the supplementary health insurance product.

Besides the health insurance as one of the strategic lines of business, the Company will be also focused on regular life insurances, corporate and SME business, as well as the further development of the bank assurance.

In order to maintain financial stability and security, business objectives of the Company are focused on further increase of profitability of the Company, through growth of premium income and market share, in combination with new underwriting measures and reduction of overall operating costs.

### Risk management

The management of risks to which the Company is exposed in its ordinary business is conducted on regular basis. Risk management allows for identification, analysis, quantification and control of risks. The main risks to which the Company is exposed to are insurance risks, credit risk, market risks (price risk, interest rate risk and foreign exchange risk), liquidity risk, operational risks, strategic risks and reputational risks. In each risk category, the Company undertakes measures for management and control of risks in order to limit the risks to acceptable level. Exposure to these risks is shown in the notes to the financial statements.

Solvency II is in force since the beginning of 2016 and implemented by all member states of the EU. In the last years, the Company has been part of the Group-wide "Solvency project" during which standardized guidelines, calculation and reporting solutions and advanced risk management processes were developed and implemented with the assistance of experts from the Group companies. Solvency II takes into consideration all risks, to which the Company is exposed in its business activities. The most important role is given to the market and insurances risks. Therefore, the Company will also in 2018 pay particular attention to the assessment of all risks to which the balance sheet positions and especially the financial investments are exposed.

### Croatian insurance market

According to statistical data from the Croatian Insurance Bureau, in 2018 total gross written premium of the insurance companies increased by 8.8% compared to 2017. The main factors, which influenced the insurance business on the Croatian market were a growing number of innovative entrepreneurs leading small-and-medium-sized, sophisticated, and internationally-competitive companies across many industry sectors in Croatia. Croatian goods continued to gain export market shares, while soaring tourist arrivals boosted the export of services.

In 2018, 20 insurance companies operating on the Croatian insurance market (out of which two were merged with other companies in the course of the year) recorded a gross written premium of HRK 9.855 million. Non-life segment experienced growth of 9.9% and life segment growth of 6.6% in comparison to 2017.

## Management Board report (continued)

### Social responsibility

Corporate Social Responsibility is the continuing commitment by business to ensure sustainable development, behave ethically and contribute to economic development while improving the quality of life of the workforce and of the local community and the society at large. It includes meeting quality requirements in internal operations – in dealing with employees, as well as externally – in dealing with shareholders, policyholders, partners, the regulator and the community.

The Company therefore considers an obligation to provide support for cultural and social concerns through social projects (Social Active Day) and donations and sponsorships to community. Also in 2018, in the context of the Social Active Day the Company was mainly focused on education about safety of children online. The number of employees participating in various social activities and the awareness for environmental issues is increasing year by year.

The project (O)siguran online about the safety of children online was recognized by the VIG. The Company got the Günter Geyer Award 2018 for Social Conscience. Since 2012, the accolade is awarded annually to three Group companies, which have provided outstanding service to the community through their social activities, or those of their employees.

For 2018, the Company will report on its non-financial aspects within the consolidated disclosure of the Group, based on the EU Directive (2014/95/EU) regarding disclosure of non-financial and diversity information. The consolidated Group sustainability report will be available from 17 April 2019 at [www.vig.com](http://www.vig.com)

### Corporate Governance

The Company considers responsible Corporate Governance to be a prerequisite for the creation of sustainable values, growth and creation of values to shareholders, policyholders and other stakeholders.

The Company implements both external and internal regulations, as well as the regulations of its parent company, Vienna Insurance Group, provided these are not in conflict with the regulations in force in the Republic of Croatia and it also monitors the alignment of its organizational structure, to be able to modify and adjust promptly if needed.

The shareholders exercise their voting rights in the General Assembly, which is convened by the Management Board after the Supervisory Board approves the decisions that are to be adopted by the Assembly based on the Statute and law. The Assembly in particular decides on the appointment of the Supervisory Board members, the annual financial statements, profit distribution, appointment of the Company's auditor.

The Management Board is responsible for the management of the Company's activities and represents the Company toward third parties. It ensures that the Company operates in line with risk management regulations, that is secures and maintains an adequate level of capital, manages control functions, the performance of external and internal audit, draws up financial and other reports in line with accounting regulations and standards and reports to the Croatian Financial Services Supervisory Agency.

The Management Board, during the course of 2018 and up to the date of the signing of this report, comprised:

Jasminka Horvat Martinović	President from 1 May 2018, Member until 1 May 2018
Tamara Rendić	Member
Božo Šaravanja	Member
Snježana Bertonceļj	Member from 7 May 2018
Walter Leonhartsberger	President until 1 May 2018, Member from 1 May until 19 June 2018

The Supervisory Board monitors the performance of the Company's activities, appoints and recalls members of the Management Board, participates in the development of annual financial reports, submits a written supervisory report to the General Assembly, represents the Company before the Management Board and grants prior approval to Management Board decisions when this is prescribed by law or the Statute of the Company.

## Management Board report (continued)

### Corporate Governance (continued)

The Supervisory Board set up from amongst its members and members appointed by the Supervisory Board, an Audit Committee which fulfils statutory task, i.e. correct and transparent disclosure of information.

The Supervisory Board, during the course of 2018 and up to the date of the signing of this report, comprised:

Peter Franz Höfinger	Chairman
Wolfgang Petschko	Deputy Chairman
Zoran Dimov	Member
Johann Franz Josef Bichler	Member until 31 December 2018
Philippe Bardas	Member until 12 February 2018
Ingrid Riedl	Member from 12 February 2018
Katarina Kraljević	Member from 1 January 2019

Efficient cooperation has been established between the Company's Management Board and the Supervisory Board, as well as its committees. The Management Board reports regularly (through quarterly and annual reports) to the Supervisory Board about the Company's operations, performance and financial plan realization.

15 March 2019

  
Jasminka Horvat Martinović  
*President of the Management Board*

  
Tamara Rendić  
*Member of the Management Board*

  
Snježana Bertonić  
*Member of the Management Board*

  
Božo Šaravanja  
*Member of the Management Board*

WIENER OSIGURANJE  
VIENNA INSURANCE GROUP d.d.  
ZAGREB  
7

## Responsibilities of the Management Board for the preparation and approval of the annual financial statements and the Management Board report

Pursuant to the Croatian Accounting Law, the Management Board is responsible for ensuring that financial statements are prepared for each financial year in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union, which give a true and fair view of the state of affairs and results of the Company for that period.

The Management Board is responsible for implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

After making enquiries, the Management Board has a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason, the Management Board continues to adopt the going concern basis in preparing the financial statements.

In preparing those financial statements, the responsibilities of the Management Board include ensuring that:

- suitable accounting policies are selected and then applied consistently;
- judgements and estimates are reasonable and prudent;
- applicable accounting standards are followed, subject to any material departures disclosed and explained in the financial statements; and
- the financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Management Board is responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the Company and must also ensure that the financial statements comply with the Croatian Accounting Law. The Management Board is also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Management Board of the Company is responsible for the preparation and fair presentation of Supplementary information prepared in accordance with the Regulation on the Structure and Content of the Annual Financial Statements of Insurance and Reinsurance Companies (Official Gazette 37/16) and Ordinance on Amendments to Regulation on the Structure and Content of the Annual Financial Statements of Insurance and Reinsurance Companies (Official Gazette 96/18), as well reconciliation between financial statements and Supplementary information.

The Management Board is responsible for preparation and content of the annual financial statements and the Management Board report in accordance with the article 21 of the Accounting Act.

For and on behalf of Wiener osiguranje Vienna Insurance Group d.d., as at 15 March 2019:



Jasminka Horvat Martinović  
*President of the Management Board*



Tamara Rendić  
*Member of the Management Board*



Snježana Bertoncek  
*Member of the Management Board*

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Božo Šaravanja  
*Member of the Management Board*



## **Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance group d.d.**

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the financial statements of Wiener osiguranje Vienna Insurance Group d.d. ("the Company"), which comprise the statement of financial position of the Company as at 31 December 2018, and the statements of comprehensive income, cash flows and changes in equity of the Company for the year then ended, and notes, comprising significant accounting policies and other explanatory information (further referred to as "the financial statements").

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Company as at 31 December 2018 and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union ("EU IFRS").

#### ***Basis for Opinion***

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

#### ***Key Audit Matters***

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



## Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance Group d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### Merger of Erste osiguranje Vienna Insurance Group d.d. – common control transaction

Please refer to page 62 Note 11.

Key audit matter	How our audit addressed the matter
<p>As disclosed in Note 2e and Note 11 of the financial statements, in May 2018 Wiener osiguranje Vienna Insurance Group d.d. ("Wiener osiguranje") acquired sister company Erste osiguranje Vienna Insurance Group d.d. ("Erste osiguranje"). Pursuant to the merger agreement Erste osiguranje transferred all of its assets and liabilities to Wiener osiguranje.</p> <p>Ultimate owner of both companies at the date of the merger was Vienna Insurance Group AG, hence the transaction represented a business combination involving entities under common control. As such, it was exempt from the accounting treatment prescribed in IFRS 3 <i>Business Combinations</i>. In the absence of specific guidance, entities involved in common control transactions should select an appropriate accounting policy, to be applied consistently, using the hierarchy described in IAS 8 <i>Accounting Policies, Changes in Accounting Estimates and Errors</i>. Wiener osiguranje used book value accounting in the financial statements, with no restatement of comparatives.</p> <p>This transaction was determined to be our key audit matter due to its magnitude and complexity involved in developing an appropriate accounting policy taking into account all pertinent facts and circumstances.</p>	<p>Our audit procedures in this area included, among others:</p> <ul style="list-style-type: none"><li>▪ Examining the merger agreement between Wiener osiguranje and Erste osiguranje in order to obtain an understanding of the transaction, including, among other things, date of the merger, the entity being merged and the consideration transferred (if any);</li><li>▪ Assessing the reasonableness of the accounting policies applied to this business combination under common control, including the evaluation of whether it was consistent with those applied for similar transactions in the past;</li><li>▪ Tracing the historical carrying amounts of Erste osiguranje's assets and liabilities to the relevant corresponding financial statements of that entity;</li><li>▪ With the assistance from our IT specialists assessing whether the transfer of the accounting records from Erste osiguranje, as the result of the merger, was performed adequately by:<ul style="list-style-type: none"><li>- Gaining the understanding of the relevant data transfer process and implemented process controls;</li><li>- Assessing the completeness and accuracy of the data by reconciling the balances brought forward from Erste osiguranje to Wiener osiguranje's accounting records.</li></ul></li><li>▪ Assessing the completeness and correctness of the merger-related disclosures included in Note 2e and Note 11 to the financial statements.</li></ul>



## Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance Group d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### Measurement of life- and non-life insurance provisions

As at 31 December 2018, technical provisions amounted to HRK 3,323,166 thousand representing 89,5% of the Client's total liabilities (31 December 2017: HRK 2,457,899 thousand, 88.4%).

Please refer to pages 37 and 39 (Significant accounting policies), page 40 (Accounting estimates and judgements), Note 6 Principal assumptions that have the greatest effect on recognised insurance assets, liabilities, income and expenses and Note 23 Technical provisions.

##### Key audit matter

Insurance provisions represent the Company's single largest liability in its statement of financial position. Measurement thereof is associated with significant estimation uncertainty as it requires management to exercise judgment and develop complex and subjective assumptions. These assumptions are used as inputs into a valuation model that uses standard actuarial methodologies.

At each reporting date, the Company is required to perform a liability adequacy test (hereinafter, 'LAT') with an aim to determine whether its recognized insurance provisions are adequate. The test is based on the comparison of the management's current estimates of the present value of the future cash flows arising from the in-force insurance contracts with the stated amounts of related provisions. In case the LAT test shows that the amounts of insurance provisions are insufficient, the deficiency is recognized in profit or loss.

For life assurance provisions, the key assumptions used in the above cash flow projections include those in respect of expected expenses, surrenders, maturity and mortality rates, investment yields and discount rates.

##### How our audit addressed the matter

Our audit procedures in this area included, among others:

- Evaluating the methodology applied by the Company in measuring insurance provisions against relevant regulatory and financial reporting requirements. Also, assessing the consistency of valuation methodologies applied in the reporting period;
- Testing the design, implementation and operating effectiveness of selected key process controls and also, assisted by our own IT specialists, testing general IT controls;

Supported by our own actuarial specialists:

- Reconciling the claims data underlying the actuarial projections to source systems and, on a sample basis, tracing the data used to the underlying policy and claims documentation;



## Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance Group d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### Measurement of life- and non-life insurance contract liabilities (continued)

Key audit matter	How our audit addressed the matter
<p>For non-life insurance business, particular complexity is associated with the management's assessment of the amount of the expected ultimate cost of claims incurred but not yet reported as at the reporting date ('IBNR') as well as reported but not yet settled ('RBNS'). A range of methods may be used and in many cases standard actuarial methods need adjustments specific to the circumstances and such adjustments also require the application of judgment. Management estimates the IBNR amounts using a complex model, with key assumptions including those in respect of the applicability of historical trends to project the pattern of future reporting of incurred claims and their settlement. The Company uses the number and amounts of incurred and already reported losses, average cost per claim and claim frequency data to develop its estimate of these claim reserves.</p> <p>As part of the process, the Company also needs to assess whether past claims experience is a reasonable predictor of future experience. Relatively minor changes in management's assumptions can have a significant effect on the recognized amounts of insurance provisions. The completeness and accuracy of the data underlying the actuarial projections is also an area of our audit focus. In view of the above-mentioned factors, we consider measurement of life- and non-life insurance provisions to be a key risk in our audit.</p>	<ul style="list-style-type: none"><li>▪ Performing our own independent estimation of claims liabilities for selected lines of business, on a sample basis, by, inter alia:<ul style="list-style-type: none"><li>- Assessing whether key assumption of surrenders, maturity and mortality rates (for life assurance) as well as claims frequency and severity (for non-life business) used by management in the LAT tests were properly extracted from the Company's experience studies;</li><li>- Performing a retrospective assessment of the Company's LAT test model by comparing the predictions of the previous year's model with actual outcomes;</li><li>- Independently recalculating the non-life IBNR claim reserve, and comparing the recalculated amounts to those recorded by the Company with explanations sought for any significant differences;</li></ul></li><li>▪ Evaluating the reasonableness of the IBNR and RBNS claim reserves by performing the comparison of the actual experience to previously expected results;</li><li>▪ Assessing the Company's disclosures in respect of insurance provisions against the requirements of the relevant financial reporting standards.</li></ul>



## **Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance Group d.d. (continued)**

### **Report on the Audit of the Financial Statements (continued)**

#### ***Other Information***

Management is responsible for the other information. The other information comprises the Management Board report included in the Annual Report of the Company, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

With respect to the Management Board report, we also performed procedures required by the Accounting Act in Croatia ("Accounting Act"). Those procedures include considering whether the Management Board report has been prepared in accordance with the requirements of Article 21 of the Accounting Act.

Based solely on the work required to be undertaken in the course of the audit of the financial statements and procedures above, in our opinion:

- the information given in the Management Board report for the financial year for which the financial statements are prepared, is consistent, in all material respects, with the financial statements;
- the Management Board report has been prepared, in all material respects, in accordance with the requirements of Article 21 of the Accounting Act;

In addition, in light of the knowledge and understanding of the entity and its environment obtained in the course of the audit, we are also required to report if we have identified material misstatements in the Management Board report. We have nothing to report in this respect.

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

Management is responsible for the preparation of the financial statements that give a true and fair view in accordance with EU IFRS, and for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

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

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



## **Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance Group d.d. (continued)**

### **Report on the Audit of the Financial Statements (continued)**

#### ***Auditors' Responsibilities for the Audit of the Financial Statements***

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

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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



## Independent Auditors' Report to the shareholders of Wiener osiguranje Vienna Insurance group d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

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

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

### Report on Other Legal and Regulatory Requirements

We were appointed by those charged with governance on 28 February 2018 to audit the financial statements of Wiener osiguranje Vienna Insurance Group d.d. for the year ended 31 December 2018. Our total uninterrupted period of engagement is 2 years, covering the periods ending 31 December 2017 to 31 December 2018.

We confirm that:

- our audit opinion is consistent with the additional report presented to the Audit Committee of the Company dated 15 March 2019;
- for the period to which our statutory audit relates, we have not provided any non-audit services (NASs), hence we have not provided any prohibited non-audit services referred to in Article 44 of the Audit Act. We also remained independent of the audited entity in conducting the audit;

Pursuant to the Regulation on the Structure and Content of the Annual Financial Statements of Insurance and Reinsurance Companies (Official Gazette 37/16, 96/18) published by the Croatian Financial Services Supervisory Agency, the Management Board of the Company has prepared the supplementary information set out on pages 120 to 133 ("the Schedules"), which comprise an alternative presentation of the statement of financial position as of 31 December 2018, and of the statements of comprehensive income, changes in equity and cash flows for the year then ended, and a reconciliation ("the Reconciliation"), set out on pages 134 to 143, of the Schedules with the financial statements set out on pages 14 to 119. The Management Board of the Company is responsible for the Schedules and the Reconciliation. The financial information in the Schedules is derived from the financial statements of the Company set out on pages 14 to 119 on which we have expressed an unmodified opinion as set out above.

**KPMG Croatia d.o.o. za reviziju**  
Croatian Certified Auditors  
Eurotower, 17th floor  
Ivana Lučića 2a  
10000 Zagreb  
Croatia

**KPMG Croatia**  
d.o.o. za reviziju  
Eurotower, 17. kat  
Ivana Lučića 2a, 10000 Zagreb

15 March 2019

  
Goran Horvat  
Director, Croatian Certified Auditor

## Statement of financial position

as at 31 December

	<i>Note</i>	<b>2018</b>	2017
		<b>HRK'000</b>	HRK'000
<b>Assets</b>			
Property and equipment	12	94,613	76,507
Investment property	13	80,785	49,047
Intangible assets			
Deferred acquisition costs	14	25,600	24,836
Other intangible assets	15	28,637	18,202
Held-to-maturity investments	16	975,880	929,490
Available-for-sale financial assets	16	1,969,082	1,182,029
Financial assets at fair value through profit or loss	16	664,809	543,792
Loans and receivables	16	191,797	179,908
Reinsurers' share of technical provisions	17	200,601	205,581
Deferred tax asset	18	7,787	6,597
Inventories		38	23
Insurance and other receivables	19	134,990	134,614
Current income tax prepayment	36c)	-	2,450
Cash	20	23,272	10,278
		<u>          </u>	<u>          </u>
<b>Total assets</b>		<b>4,397,891</b>	3,363,354
		<u>          </u>	<u>          </u>
<b>Shareholders' equity</b>			
Share capital	21a)	235,795	235,795
Capital reserves	21b)	50,453	50,453
Legal and statutory reserve	21c)	4,213	4,188
Other reserves	21d)	172,560	122,838
Fair value reserve	21f)	99,928	74,546
Retained earnings		123,604	95,279
		<u>          </u>	<u>          </u>
<b>Total equity</b>		<b>686,553</b>	583,099
		<u>          </u>	<u>          </u>
<b>Liabilities</b>			
Technical provisions	23	3,323,166	2,457,899
Discretionary profit participation provision	24	50,715	40,145
Provisions for liabilities and charges	25	8,717	9,592
Deferred tax liability	18	21,935	16,364
Current income tax liability	36c)	915	-
Insurance and other payables	26	305,890	256,255
		<u>          </u>	<u>          </u>
<b>Total liabilities</b>		<b>3,711,338</b>	2,780,255
		<u>          </u>	<u>          </u>
<b>Total liabilities and equity</b>		<b>4,397,891</b>	3,363,354
		<u>          </u>	<u>          </u>

The accounting policies and other explanatory notes on pages 18 to 119 form an integral part of these financial statements.

## Statement of comprehensive income

for the year ended 31 December

	Note	2018 HRK'000	2017 HRK'000
Gross premiums written	27	767,073	594,122
Written premiums ceded to reinsurers	27	(129,144)	(118,176)
<b>Net premiums written</b>		<b>637,929</b>	475,946
Change in the gross provision for unearned premiums	27	(14,577)	(2,262)
Reinsurers' share of change in the provision for unearned premiums	27	4,209	(11,165)
<b>Net earned premiums</b>		<b>627,561</b>	462,519
Fees and commission income	28	32,054	33,635
Financial income	29	147,795	143,081
Other operating income	30	5,430	9,978
<b>Operating income</b>		<b>812,840</b>	649,213
Claims and benefits incurred	31	(549,101)	(461,136)
Reinsurers' share of claims and benefits incurred	31	49,474	87,941
<b>Net policyholder claims and benefits incurred</b>		<b>(499,627)</b>	(373,195)
Acquisition costs	32	(129,409)	(111,003)
Administrative expenses	33	(96,495)	(96,389)
Other operating expenses	34	(13,892)	(17,334)
Financial expenses	35	(20,989)	(17,082)
<b>Profit before income tax</b>		<b>52,428</b>	34,210
Income tax expense	36a)	(10,475)	(6,314)
<b>Profit for the year</b>		<b>41,953</b>	27,896
<b>Other comprehensive income for the year</b>			
<i>Items that may be reclassified subsequently to profit or loss</i>			
Change in fair value of available-for-sale financial assets, net of amounts realised and net of deferred tax		(25,842)	11,454
<b>Total comprehensive income for the year</b>		<b>16,111</b>	<b>39,350</b>
<b>Earnings per share</b>		<b>HRK</b>	<b>HRK</b>
Basic and diluted earnings per share	22	112	75

The accounting policies and other explanatory notes on pages 18 to 119 form an integral part of these financial statements.

## Statement of changes in equity

	Share capital	Capital reserves	Legal and statutory reserve	Other reserves	Fair value reserve	Retained earnings	Total
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
At 1 January 2017	235,795	50,453	4,188	122,838	63,092	89,563	565,929
<b>Total comprehensive income for the year</b>							
<i>Profit for the year</i>	-	-	-	-	-	27,896	27,896
<i>Other comprehensive income</i>							
Change in fair value of available-for-sale financial assets, net of amounts realised and impairment (Note 21 f)	-	-	-	-	13,968	-	13,968
Deferred tax on change in fair value of available-for-sale financial assets, net of amounts realised and impairment (Note 21 f)	-	-	-	-	(2,514)	-	(2,514)
<i>Total other comprehensive income</i>	-	-	-	-	11,454	-	11,454
<b>Total comprehensive income for the year</b>	-	-	-	-	11,454	27,896	39,350
<b>Transactions with owners recognised directly in equity</b>							
Dividends for 2016 (Note 21 e)	-	-	-	-	-	(22,180)	(22,180)
<b>At 31 December 2017</b>	<b>235,795</b>	<b>50,453</b>	<b>4,188</b>	<b>122,838</b>	<b>74,546</b>	<b>95,279</b>	<b>583,099</b>
At 1 January 2018	235,795	50,453	4,188	122,838	74,546	95,279	583,099
Acquired on merger with Erste osiguranje Vienna Insurance Group d.d. (Note 11)	-	-	25	51,222	51,224	18,691	121,162
Elimination of investment in Erste osiguranje Vienna Insurance Group d.d. (Note 11)	-	-	-	(1,500)	-	(8,606)	(10,106)
Acquired on merger with Erste osiguranje Vienna Insurance Group d.d., net of elimination (Note 11)	-	-	25	49,722	51,224	10,085	111,056
<b>Total comprehensive income for the year</b>							
<i>Profit for the year</i>	-	-	-	-	-	41,953	41,953
<i>Other comprehensive income</i>							
Change in fair value of available-for-sale financial assets, net of amounts realised and impairment (Note 21 f)	-	-	-	-	(31,515)	-	(31,515)
Deferred tax on change in fair value of available-for-sale financial assets, net of amounts realised and impairment (Note 21 f)	-	-	-	-	5,673	-	5,673
<i>Total other comprehensive income</i>	-	-	-	-	(25,842)	-	(25,842)
<b>Total comprehensive income for the year</b>	-	-	-	-	(25,842)	41,953	16,111
<b>Transactions with owners recognised directly in equity</b>							
Dividends for 2017 (Note 21 e)	-	-	-	-	-	(23,713)	(23,713)
<b>At 31 December 2018</b>	<b>235,795</b>	<b>50,453</b>	<b>4,213</b>	<b>172,560</b>	<b>99,928</b>	<b>123,604</b>	<b>686,553</b>

The accounting policies and other explanatory notes on pages 18 to 119 form an integral part of these financial statements.

**Statement of cash flows***for the year ended 31 December*

	Note	2018 HRK'000	2017 HRK'000
<b>Cash flows from operating activities</b>			
Profit for the year before tax		52,428	34,210
<b>Adjustments for:</b>			
Depreciation, write off losses and net impairment losses on investment property and property and equipment	12,13	6,464	9,396
Amortisation of other intangible assets	15	4,699	2,715
Change in deferred acquisition costs	14	(764)	(433)
Depreciation of small inventory		50	85
Net impairment losses on financial assets	35	253	(287)
Net impairment losses on insurance and other receivables	19,30,34,35	(1,136)	(991)
Net fair value gains on financial assets	29	(26,927)	(35,112)
Net foreign exchange losses	35	16,203	7,433
Dividend income	29	(1,384)	(1,218)
Interest income	29	(112,321)	(102,932)
Interest expense	35	638	1,791
Profit on disposal of property and equipment	30,34	(631)	(75)
Profit on disposal of investment property	29	(1,269)	(17)
Net change in provisions for liabilities and charges	25	256	2,081
Other intangible assets write off	13,34	-	957
<b>Changes in operating assets and liabilities</b>			
Net decrease in held-to-maturity investments		10,058	6,750
Net increase in available-for-sale financial assets		(93,201)	(96,531)
Net decrease / (increase) in financial assets at fair value through profit or loss		45,280	(18,481)
Net decrease in loans and receivables		5,945	40,017
Net (increase) / decrease in investment property		(37,472)	1,192
Net decrease in reinsurance share in technical provisions		7,410	295,696
Net decrease / (increase) in receivables and other assets		1,429	(256,449)
Net decrease in assets held for sale		-	1,009
Net increase in technical provisions		45,615	104,937
Net decrease in insurance and other payables		(4,594)	(49,436)
Interest received		133,019	117,855
Interest paid		(663)	(4,014)
Dividend received		1,384	1,218
Income tax paid		(6,311)	(12,303)
<b>Net cash from operations</b>		<u>44,460</u>	<u>49,063</u>
<b>Cash flow from investing activities</b>			
Purchases of property and equipment		(6,715)	(5,227)
Purchases of other intangible assets		(14,733)	(9,311)
Proceeds from sale of property and equipment		1,260	290
<b>Net cash used in investing activities</b>		<u>(20,188)</u>	<u>(14,248)</u>
<b>Cash flows from financing activities</b>			
Repayment of subordinated debt		-	(15,087)
Dividends paid	21e)	(23,713)	(22,180)
<b>Net cash used in financing activities</b>		<u>(23,713)</u>	<u>(37,267)</u>
Acquired on merger of Erste osiguranje Vienna Insurance Group d.d.	11	12,435	-
<b>Net increase/(decrease) in cash and cash equivalents</b>		<u>12,994</u>	<u>(2,452)</u>
Cash and cash equivalents at 1 January		<u>10,278</u>	<u>12,730</u>
<b>Cash and cash equivalents at 31 December</b>	20	<u><u>23,272</u></u>	<u><u>10,278</u></u>

The accounting policies and other explanatory notes on pages 18 to 119 form an integral part of these financial statements.

# Notes to the financial statements

## 1 Reporting entity

Wiener osiguranje Vienna Insurance Group d.d. (the “Company”) whose registered address is at Slovenska ulica 24, Zagreb is a joint stock company incorporated and domiciled in Croatia.

The Company is a composite insurer offering life and non-life insurance products in Croatia, regulated by the Croatian Financial Services Supervision Agency (“HANFA” or “the Agency”).

The Company’s major shareholder (97.82% of voting rights) is Vienna Insurance Group AG Wiener Versicherung Gruppe, which is a joint stock company, incorporated and domiciled in Austria, Vienna and ultimate parent company is Wiener Städtische Wechselseitiger Versicherungsverein – Vermögensverwaltung – Vienna Insurance Group, mutual insurance association, founded and domiciled in Vienna, Austria.

As of 7 May 2018, following a decision of the majority shareholder, a related company Erste osiguranje Insurance Group d.d. (“Erste VIG”) was legally and operationally merged into the Company, as a result of which Erste VIG ceased to exist as a separate legal entity. Prior to the merger Erste VIG was a life insurance joint stock company domiciled in Croatia, 95% owned by Vienna Insurance Group AG Wiener Versicherung Gruppe and 5% owned by the Company. The effects of the merger are set out in Notes 2 (e) and 11.

## 2 Basis of preparation

### (a) Statement of compliance

These financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (“IFRS” as adopted by EU).

The financial statements were authorised for issue by the Management Board on 13 March 2019 for approval by the Supervisory Board.

### (b) Basis of measurement

These financial statements are prepared on a historical or amortised cost basis except for the following assets which are measured at their fair value: available-for-sale financial assets, financial assets held for trading and financial assets designated at fair value through profit or loss.

### (c) Functional and presentation currency

The financial statements are presented in the currency of the primary economic environment in which the Company operates (“the functional currency”), Croatian Kuna (“HRK”), rounded to the nearest thousand.

### (d) Use of estimates and judgements

The preparation of financial statements in conformity with IFRS as adopted by EU requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, and information available at the date of preparation of the financial statements, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and any future periods affected. Information about judgments made by management in the application of IFRS as adopted by EU that have significant effect on the financial statements and information about estimates that have a significant risk of resulting in a material adjustment within the next financial year are included in Note 4.

## 2 Basis of preparation (continued)

### (e) Legal merger with Erste osiguranje Vienna Insurance Group d.d.

As of 7 May 2018, based on a decision of major shareholder, Erste VIG was legally merged into the Company and ceased to exist as a separate legal and operational entity. The comparative information for 2017 and the statement of comprehensive income for 2018 do not include the results of Erste VIG prior to the merger.

The assets and liabilities acquired as a result of the merger were recognised at the carrying amounts recognised immediately prior to the merger in the financial statements of Erste VIG. The merger was accounted for at the carrying amounts given that the merger involved companies under common control i.e the combining companies were ultimately controlled by the same party both before and after the merger, and that control is not transitory. The components of equity of Erste VIG were added to the same components within the Company's equity except that issued capital was recognised as part of other reserves. The assets, liabilities and equity assumed on merger are summarised in Note 11.

### (f) New standards and interpretations

Certain new standards and amendments, are effective for annual periods beginning on or after 1 January 2018. Although these new standards and amendments applied for the first time in 2018, they did not have a material impact on the annual financial statements of the Company.

Number of new and revised standards and interpretations issued by the International Accounting Standards Board and its Interpretations Committee for International Financial Reporting have been approved for issuance but have not yet been applied to entities reporting in accordance with IFRS in the period ending 31 December 2018 or have not been adopted by the European Union and have not been applied in the preparation of these financial statements.

#### *IFRS 9 Financial Instruments*

IFRS 9 Financial Instruments, which will have a significant impact on the classification and measurement of financial assets and financial liabilities of the Company as well as measurement of expected credit losses, is fully completed and issued by the International Accounting Standards Board in 2014 with mandatory application from 1 January 2018. The Company meets the criteria for a temporary exemption from IFRS 9 and intends to defer the application of IFRS 9 until the effective date of the new insurance contract standard (IFRS 17). In November 2018, the International Accounting Standards Board adopted a proposal to defer the effective date of IFRS 17 for periods beginning on or after 1 January 2022. The above proposal is currently in the public consultation phase.

The following table shows the amounts of fair value at the end of reporting period for financial assets with contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding (SPPI) and all other financial assets:

	2018			2017		
	SPPI HRK'000	Other HRK '000	Total HRK'000	SPPI HRK'000	Other HRK '000	Total HRK'000
Equity securities	-	42,119	42,119	-	38,495	38,495
Debt securities	2,912,742	536,905	3,449,647	2,130,292	452,457	2,582,749
Investment funds	-	220,588	220,588	-	169,126	169,126
Deposits with banks	148,067	-	148,067	129,701	-	129,701
Loans	44,629	-	44,629	51,137	-	51,137
Insurance and other receivables	134,990	-	134,990	134,614	-	134,614
Cash and cash equivalents	23,272	-	23,272	10,278	-	10,278
	<u>3,263,700</u>	<u>799,612</u>	<u>4,063,312</u>	<u>2,456,022</u>	<u>660,078</u>	<u>3,116,100</u>

## 2 Basis of preparation (continued)

### (f) New standards and interpretations (continued)

#### *IFRS 9 Financial Instruments (continued)*

The following table shows carrying amounts applying IAS 39 and information about the credit risk exposure, including significant credit risk concentrations, inherent in the financial assets:

	<b>2018</b>		
	<b>SPPI</b>	<b>Other</b>	<b>Total</b>
	<b>HRK'000</b>	<b>HRK '000</b>	<b>HRK'000</b>
<b>Loans and deposits with banks</b>			
BBB - B	49,108	-	49,108
No rating	142,689	-	142,689
	<u>191,797</u>	<u>-</u>	<u>191,797</u>
<b>Other securities</b>			
AAA - A	1,916	42,164	44,080
BBB - B	2,781,284	494,741	3,276,025
No rating	26,959	262,707	289,666
	<u>2,810,159</u>	<u>799,612</u>	<u>3,609,771</u>
<b>Insurance and other receivables</b>			
No rating	134,990	-	134,990
	<u>134,990</u>	<u>-</u>	<u>134,990</u>
<b>Cash and cash equivalents</b>			
No rating	23,272	-	23,272
	<u>23,272</u>	<u>-</u>	<u>23,272</u>
	<u><u>3,160,218</u></u>	<u><u>799,612</u></u>	<u><u>3,959,830</u></u>

## 2 Basis of preparation (continued)

### (f) New standards and interpretations (continued)

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

In September 2016, the IASB issued amendments to IFRS 4 to resolve issues arising from different effective dates of IFRS 9 and a new insurance contracts standard (IFRS 17).

The amendments introduce two alternative options of applying IFRS 9 for entities issuing contracts within the scope of IFRS 4: a temporary exemption and an overlay approach. The temporary exemption enables eligible entities to defer the implementation date of IFRS 9 for annual periods beginning before 1 January 2021 and continue to apply IAS 39 to financial assets and liabilities. An entity may apply the temporary exemption from IFRS 9 if: (i) it has not previously applied any version of IFRS 9, other than only the requirements for the presentation of gains and losses on financial liabilities designated as fair value through profit or loss; and (ii) its activities are predominantly connected with insurance on its annual reporting date that immediately precedes 1 April 2016.

During the year the Company carried out insurance predominance test and concluded that its activities were primarily related to insurance as at 31 December 2015. During 2018 no significant changes occurred in the Company's activities requiring re-evaluation. The Company intends to apply a temporary exemption from IFRS 9 and continue to apply IAS 39 in the next reporting period.

#### *IFRS 17 Insurance Contracts*

In May 2017, the IASB issued IFRS 17 Insurance Contracts, a comprehensive new accounting standard for insurance contracts that includes recognition and measurement, presentation and disclosure, replacing IFRS 4 Insurance Contracts.

In contrast to IFRS 4 requirements, which are largely based on the monitoring of previous local accounting policies for measurement purposes, IFRS 17 provides a comprehensive model (the general model) for insurance contracts, supplemented by a variable fee approach for contracts with direct participation features that are substantially investment-related service contracts, and the premium allocation approach mainly for short-duration which typically applies to certain non-life insurance contracts.

The main features of the new accounting model for insurance contracts are, as follows:

- The measurement of the present value of future cash flows, incorporating an explicit risk adjustment, remeasured every reporting period (the fulfilment cash flows)
- A Contractual Service Margin (CSM) that is equal and opposite to any day one gain in the fulfilment cash flows of a group of contracts. The CSM represents the unearned profitability of the insurance contracts and is recognised in profit or loss over the service period (i.e., coverage period)
- Certain changes in the expected present value of future cash flows are adjusted against the CSM and thereby recognised in profit or loss over the remaining contractual service period
- The effect of changes in discount rates will be reported in either profit or loss or other comprehensive income, determined by an accounting policy choice
- The recognition of insurance revenue and insurance service expenses in the statement of comprehensive income based on the concept of services provided during the period
- Amounts that the policyholder will always receive, regardless of whether an insured event happens (non-distinct investment components) are not presented in the income statement, but are recognised directly on the balance sheet
- Insurance services results (earned revenue less incurred claims) are presented separately from the insurance finance income or expense
- Extensive disclosures to provide information on the recognised amounts from insurance contracts and the nature and extent of risks arising from these contracts

## 2 Basis of preparation (continued)

### (f) New standards and interpretations (continued)

#### *IFRS 17 Insurance Contracts (continue)*

IFRS 17 is effective for annual reporting periods beginning on or after 1 January 2021, with comparative figures required, whereby deferral of application of the standard until January 1, 2022 is possible if the proposal of the International Accounting Standards Board for deferral is accepted. Early application is permitted, provided the entity also applies IFRS 9 and IFRS 15 on or before the date it first applies IFRS 17. Retrospective application is required. However, if full retrospective application for a group of insurance contracts is impracticable, then the entity is required to choose either a modified retrospective approach or a fair value approach. The Company plans to adopt a new standard on the Effective Date together with IFRS 9.

#### *IFRS 16 Leases*

The Company is required to adopt IFRS 16 Leases from 1 January 2019 and has estimated the expected impact of the initial application of IFRS 16 on the Company's financial statements. The actual impact of applying the new standard may change as the new accounting policies are subject to change until the Company presents its first financial statements that include the date of initial application.

IFRS 16 was issued in January 2016 and replaced IAS 17 Leases. IFRS 16 prescribes the principles for recognising, measuring, presenting and publishing the leases and requires the lessees to take into account all leases within a single accounting model similar to the financial lease accounting under IAS 17. The Standard includes two exceptions from the recognition of lessors - lease of assets of low value (i.e. personal computers) and short-term rentals (i.e. leases up to 12 months).

At the beginning of the lease, the lessee will recognize the obligation to pay the lease and the property that represents the right to use the asset during the lease period (that is, the right to use property).

The Company has completed an initial assessment of the potential impact on its financial statements. The actual impact of applying IFRS 16 on the financial statements in the period of initial application will depend on future economic conditions, the development of the Company's lease portfolio and the extent to which the Company chooses to use practical expedients and recognition exemptions.

The Company will recognise new assets and liabilities for its operating leases of office premises and motor vehicles. The nature of expenses related to these leases will now change because IFRS 16 replaces the straight-line operating lease expense with a depreciation charge for right-of use assets and interest expense on lease liabilities. As at 31 December 2018 estimated undiscounted minimum lease payments for these lease contracts amounted to HRK 35,899 thousand.

The Company plans to apply IFRS 16 initially on 1 January 2019, using a modified retrospective approach, with no restatement of comparative information.

### 3 Significant accounting policies

#### (a) Property and equipment

Property and equipment are held for use in the provision of services or for administrative purposes.

##### *Recognition and measurement*

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

Cost includes expenditures that are directly attributable to the acquisition of the asset. If significant parts of an item of property and equipment have different useful lives, they are accounted for as separate items (major components) of property and equipment.

Gains and losses on disposals are determined by comparing proceeds with carrying amount of the related asset, and are included in profit or loss.

##### *Reclassification to investment property*

When the use of property changes from owner-occupied to investment property, the property is reclassified as investment property with unchanged carrying amount.

##### *Subsequent costs*

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

##### *Depreciation*

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each component of an item of property and equipment. Land and assets acquired but not brought into use are not depreciated.

The estimated useful lives of significant items of property and equipment are as follows:

	<b>2018</b>	<b>2017</b>
Buildings	50 years	50 years
Equipment and furniture	4 -10 years	4 -10 years
Motor vehicles	5 years	5 years
Leasehold improvements	over the period of the lease	over the period of the lease

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

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

### 3 Significant accounting policies (continued)

#### (b) Investment property

Investment property is property held either to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business, use in supply of services or for administrative purposes. The Company also holds some investment property acquired through the enforcement of security over mortgage loans to policyholders.

Investment property is measured at cost less accumulated depreciation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the investment property. Any gain or loss on disposal of an investment property (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

If an investment property becomes owner-occupied because its use has changed, it is reclassified as property and equipment, with no change in carrying amount.

Depreciation is provided on all investment property, except for investment property not yet brought into use, on a straight-line basis at prescribed rates designed to write off the cost over the estimated useful life of the asset as follows:

	2018	2017
Investment property	50 years	50 years

#### (c) Intangible assets: Deferred acquisition costs (DAC) – insurance contracts

Those direct and indirect costs incurred during the financial period arising from actually acquiring or renewing of insurance contracts are capitalised as an intangible asset (DAC) to the extent that these costs are recoverable out of future premiums from insurance contract. All other acquisition costs are recognised as an expense when incurred. DAC is amortised over the terms of the policies as premium is earned.

Costs subject to deferral include: employee, agent or broker commissions for successful contract acquisitions, renewal commissions, bonuses to agents or brokers, portion of employees' salaries and bonuses relating to defined acquisition activities that lead to the successful issuance or renewal of an insurance contract, contract issuance material costs, advertising costs and other acquisition costs which result directly from and are essential to the contract transaction and would not have been incurred by the Company had that contract transaction not occurred.

For life assurance business, except part of life rider products, acquisition costs are taken into account in calculating life provisions by means of Zillmerisation. As such, a separate deferred acquisition cost asset for the life assurance business is not recognised at the reporting date.

The recoverable amount of deferred acquisition costs is assessed at each reporting date as part of the liability adequacy test.

#### (d) Other intangible assets

##### *Goodwill*

All business combinations are accounted for by applying the acquisition method. Goodwill arising on acquisition represents the excess of the cost of acquisition over the fair value of the Company's share of the underlying net identifiable assets acquired, including intangible assets, at the date of acquisition. Bargain purchase gain arising on an acquisition is recognised directly in profit or loss.

Goodwill represents amounts arising on acquisition of subsidiaries and is included in intangible assets.

Goodwill is stated at cost less any accumulated impairment losses. Goodwill is allocated to cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose. Goodwill is not amortised but is tested annually for impairment (Note 4.2). Impairment losses on goodwill are not reversed.

### 3 Significant accounting policies (continued)

#### (d) Other intangible assets (continued)

##### *Acquired present value of in-force business*

Insurance contracts acquired in business combinations and portfolio transfers are measured at fair value at the acquisition date. The difference between the fair value of the insurance contracts and the liability measured in accordance with the accounting policies for the insurance contracts is recorded as the acquired present value of in-force business (“acquired PVIF”) and is amortised over the estimated life of the insurance contracts. It is tested for impairment at each reporting date. Best estimate actuarial assumptions for interest, mortality, persistency and expenses are used in calculating acquired PVIF.

##### *Research and development*

Expenditure on research activities, undertaken with the prospect of gaining new knowledge and understanding, is recognised in profit or loss when incurred.

Development activities involve a plan or design for the production of new or substantially improved products and processes. Development expenditure is capitalised only if development costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable, and the Company intends to and has sufficient resources to complete the development and to use or sell the asset. Development expenditure is not capitalised but recognised in profit or loss when incurred. The Company recognises as assets only separately acquired intangible assets hence capitalises only purchase price, including import duties and non-refundable purchase taxes and after deducting trade discounts and rebates and directly attributable cost to preparing the asset for its intended use with such as professional fees.

##### *Other intangible assets*

Other intangible assets that are acquired by the Company and have finite useful lives, are measured at cost less accumulated amortisation and impairment losses.

##### *Subsequent expenditure*

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is recognised in profit or loss when incurred.

##### *Amortisation*

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful lives of intangible assets, other than goodwill, from the date that they are available for use. Assets acquired but not brought into use are not depreciated. The estimated useful lives are as follows:

	<b>2018</b>	<b>2017</b>
Software	4-6 years	4 years
Acquired present value of in-force business	10 years	10 years

Amortisation methods and useful lives are reassessed, and adjusted if appropriate, at each reporting date. Gains and losses on disposals are determined by comparing proceeds with the carrying amount, and are included in profit or loss.

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Computer software is separately acquired. In 2018, the Company estimated the useful life of the new acquired software described in Note 15 to 6 years based on the expected technical obsolescence of such assets. The Company has not changed initially estimated useful life to 4 years of the other software already in use.

### 3 Significant accounting policies (continued)

#### (e) Non-current assets and disposal groups classified as held for sale

Non-current assets or disposal groups comprising assets and liabilities that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale. Immediately before classification as held for sale, the assets (or components of a disposal group) are remeasured in accordance with the Company's accounting policies. Thereafter, the assets (or disposal group of assets and liabilities) are measured at the lower of their carrying amount and fair value less cost to sell. Impairment losses on initial classification as held for sale and subsequent gains or losses on remeasurement are recognised in profit or loss. Gains are not recognised in excess of any cumulative impairment loss.

#### (f) Financial instruments

##### *Classification and recognition*

The Company classifies its financial instruments in the following categories: financial assets and financial liabilities at fair value through profit or loss, loans and receivables, held-to-maturity investments, available-for-sale financial assets, financial liabilities at fair value through profit or loss and other financial liabilities. The classification depends on the purpose for which the financial assets and liabilities were acquired. Management determines the classification of financial assets and financial liabilities at initial recognition and, where appropriate, re-evaluates this designation.

##### *Reclassification*

In 2011 and 2012, the Company reclassified part of its available-for-sale financial assets, for which it has the intent and ability to hold to maturity, in the category of held-to-maturity investments.

With the merger of Erste osiguranje Vienna Insurance Group d.d. the Company acquired financial investments that were previously reclassified in 2008 from available-for-sale category to held-to-maturity category for which the Company has intent and ability to hold to maturity.

On reclassification of the available-for-sale financial assets to held-to-maturity category, the fair value of financial asset available for sale immediately prior to the reclassification becomes the new amortised cost. Following reclassification of a financial asset with a fixed maturity, any gain or loss previously recognised in other comprehensive income, and the difference between the newly established cost and the maturity amount are both amortised over the remaining term of the financial asset using the effective interest method. For a financial asset with no stated maturity, any gain or loss previously recognised in other comprehensive income is reclassified from equity to profit or loss when the financial asset is disposed of or impaired. The impact of the above reclassifications is shown in Note 16.

##### *Financial assets and financial liabilities at fair value through profit or loss*

Financial assets and financial liabilities at fair value through profit or loss are financial assets which are classified as held for trading or on initial recognition designated by the Company as at fair value through profit or loss. The Company does not apply hedge accounting.

As stated above, this category has two sub-categories: financial instruments held for trading, and those designated by management as at fair value through profit or loss at inception. Trading assets are those assets that the Company acquires or incurs principally for the purpose of selling or repurchasing in the near term, or holds as a part of a portfolio that is managed together for short-term profit or position taking.

The Company designates financial assets and financial liabilities at fair value through profit or loss when either:

- the assets or liabilities are managed, evaluated and reported internally on a fair value basis; or
- the designation eliminates or significantly reduces an accounting mismatch which would otherwise arise; or
- the asset contains an embedded derivative that significantly modifies the cash flows that would otherwise be required under the contract.

### 3 Significant accounting policies (continued)

#### (f) Financial instruments (continued)

##### *Financial assets and financial liabilities at fair value through profit or loss (continued)*

Financial assets at fair value through profit or loss include equity securities, debt securities and investments in investment fund units, both for the Company's own account and for the account of policyholders.

The Company does not have financial liabilities designated at fair value through profit or loss except those related to the unit-linked and index-linked products described in accounting policy 3(z). Payables arising from insurance contracts are accounted for under IFRS 4 *Insurance contracts*.

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- those that the entity intends to sell immediately or in the near term, which are classified as held for trading, and those that the management upon initial recognition designates as at fair value through profit or loss;
- those that the entity upon initial recognition designates as available for sale; or
- those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration, which are classified as available for sale.

Loans and receivables arise when the Company provides money to a debtor with no intention of trading with the receivable and include deposits with banks, mortgage loans and advances to policyholders from the life assurance provision. Receivables arising from insurance contracts are accounted for under IFRS 4 *Insurance Contracts*.

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

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity other than those that meet definition of loans and receivables that the Company has the positive intention and ability to hold to maturity. Any sale or reclassification of a significant amount of held-to-maturity investments not close to their maturity would result in the reclassification of all held-to-maturity investments as available-for-sale, and prevent the Company from classifying investment securities as held-to-maturity for the current and the following two financial years. Held-to-maturity investments include government debt securities.

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

Available-for-sale financial assets are non-derivative financial assets that are designated in this category or not classified in any of the other categories. Financial assets designated as available for sale are intended to be held for an indefinite period of time, but may be sold in response to needs for liquidity or changes in interest rates, foreign exchange rates, or equity prices. Available-for-sale financial assets include investments in debt securities, equity securities and investment funds.

##### *Other financial liabilities*

Other financial liabilities comprise all financial liabilities which are not designated at fair value through profit or loss. Other financial liabilities are disclosed in the statement of financial position under line item "*Insurance and other payables*".

### 3 Significant accounting policies (continued)

#### (f) Financial instruments (continued)

##### *Recognition and derecognition*

Purchases and sales of financial assets available for sale, financial assets at fair value through profit or loss and held-to-maturity investments are recognised on the settlement date which is the date that the Company pays or receives payment for the contractual provisions of the investment. Loans and receivables and other financial liabilities carried at amortised cost are recognised when paid to borrowers or received from lenders.

The Company derecognises financial assets (in full or part) when the contractual rights to receive cash flows from the financial assets have expired or when it loses control over the contractual rights on those financial assets. This occurs when the Company transfers substantially all the risks and rewards of ownership to another business entity and loses control over these assets or when the rights are realised, surrendered or have expired.

The Company derecognises financial liabilities only when the financial liability ceases to exist, i.e. when it is discharged, cancelled or has expired. If the terms of a financial liability substantially change, the Company will cease recognising that liability and will instantaneously recognise a new financial liability, with new terms and conditions.

##### *Initial and subsequent measurement*

Financial assets and liabilities are recognised initially at their fair value plus, in the case of a financial asset or financial liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability.

After initial recognition, the Company measures financial assets at fair value through profit or loss and available for sale at their fair value, without any deduction for selling costs. If the market for a financial asset is not active (and for unlisted securities), or if, for any other reasons, the fair value cannot be reliably measured by market price, the Company establishes fair value by using valuation techniques. These include the use of prices achieved in recent arm's length transactions, reference to other instruments that are substantially the same, and discounted cash flow analysis.

Loans and receivables and held-to-maturity investments are measured at amortised cost less impairment losses. Other financial liabilities are measured at amortised cost. Premiums and discounts, including initial transaction costs, are included in the carrying amount of the related instrument and amortised based on the effective interest rate of the instrument.

##### *Gains and losses*

Gains and losses arising from a change in the fair value of financial assets at fair value through profit or loss are recognised in the profit or loss.

Gains or losses arising from a change in the fair value of available-for-sale are recognised directly in other comprehensive income. Impairment losses, foreign exchange gains and losses, interest income and amortisation of premium or discount using the effective interest method on available-for-sale monetary assets are recognised in profit or loss. For non-monetary financial assets available for sale all changes in fair value, including those related to translation difference, are recognised in other comprehensive income. Upon sale or other de-recognition of available-for-sale financial assets, any cumulative gains or losses on the instrument are transferred from other comprehensive income to profit or loss.

Interest income on monetary assets at fair value through profit and loss is recognised as interest income at the coupon interest rate.

Gains and losses on financial instruments carried at amortised cost may also arise, and are recognised in profit or loss, when a financial instrument is derecognised or when its value is impaired.

Apart from gains and losses arising from the change in fair value of available-for-sale financial assets which are recognised in other comprehensive income, as described above, all other gains and losses and interest are recognised in profit or loss under line items "*Financial income*" (Note 29) and "*Financial expenses*" (Note 35).

### 3 Significant accounting policies (continued)

#### (f) Financial instruments (continued)

##### *Fair value measurement principles*

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

The following prices are used: average weighted mid prices for domestic debt and equity securities, closing bid prices for securities of foreign issuers and prices quoted per unit by investment management companies for units in investment funds.

A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, then the Company uses valuation techniques that maximise the use of directly and indirectly observable inputs and minimise the use of derived inputs.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimate and the discount rate is a market rate applicable at the reporting date for a financial instrument with similar terms and conditions.

##### *Impairment of financial assets*

At each reporting date, the Company assesses whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the asset, and that the loss event has a negative effect on the estimated future cash flows on the asset that can be estimated reliably.

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

Impairment losses on assets carried at amortised cost are measured as the difference between the carrying amount of the financial assets and the present value of estimated cash flows discounted at the assets' original effective interest rate. Losses are recognised in profit or loss and reflected in an allowance account against loans and advances. Interest income on the impaired asset continues to be recognised through the unwinding of the discount. When a subsequent event causes the amount of impairment loss for a financial asset carried at amortised cost to decrease, the impairment loss is reversed through profit or loss.

In the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the investment below its original cost is considered in determining whether the assets are impaired. If any such evidence exists for available-for-sale equity securities, the cumulative loss, measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss, is removed from other comprehensive income and recognised in profit or loss. Impairment losses recognised in profit or loss on equity securities are not subsequently reversed through profit or loss, but all value increases until the final sale are recognised in other comprehensive income.

If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through profit or loss. Changes in impairment provisions attributable to the time value of money are reflected as a component of interest income.

### 3 Significant accounting policies (continued)

#### (f) Financial instruments (continued)

##### *Specific instruments*

##### *Embedded derivatives within insurance and investment contracts*

Sometimes, a derivative may be a component of a hybrid (combined) financial instrument or insurance contract that includes both the derivative and host contract with the effect that some of the cash flows of the combined instrument vary in a similar way to a stand-alone derivative. Such derivatives are sometimes known as „embedded derivatives“.

Embedded derivatives are separated from their host contract, measured at fair value and changes in their fair value included in profit or loss if they meet the following conditions:

- the economic characteristics and risks of the embedded derivatives are not closely related to the economic characteristics and risks of the host contract,
- a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative and,
- the hybrid instrument is not measured at fair value and changes in its fair value are not recognised in profit or loss.

Embedded derivatives which satisfy the definition of an insurance contract do not need to be separated from their host contract. In addition, the Company took advantage of the following exemptions available within IFRS 4:

- not to separate and measure at fair value a policyholder's option to surrender an insurance contract for a fixed amount (or for an amount based on a fixed amount and an interest rate) even if the exercise price differs from the carrying amount of the host insurance liability;
- not to separate and measure at fair value a policyholder's option to surrender contracts with discretionary participation features.

##### *Debt securities*

Debt securities are classified as financial assets at fair value through profit or loss, held to maturity or available-for-sale financial assets, depending on the purpose for which the debt security was acquired.

##### *Deposits with banks*

Deposits with banks are classified as loans and receivables and are carried at amortised cost less any impairment.

##### *Loans to customers*

Loans to customers are classified as loans and receivables and presented net of impairment allowances to reflect the estimated recoverable amounts.

##### *Equity securities*

Equity securities are classified as financial assets at fair value through profit or loss or available-for-sale financial assets and carried at fair value, unless there is no reliable measure of the fair value, in which case equity securities are stated at cost, less impairment.

##### *Investments in investment funds*

Investments in investment funds are classified as financial assets at fair value through profit or loss and as available-for-sale financial assets and are carried at current fair value.

##### *Investments held on account and at risk of life assurance policyholders*

Investments held on account and at the risk of life assurance policyholders comprise policyholders' investments in unit-linked products and index-linked products and are classified as financial assets at fair value through profit or loss.

### 3 Significant accounting policies (continued)

#### (f) Financial instruments (continued)

##### *Specific instruments (continued)*

##### ***Trade and other receivables***

Trade and other receivables are stated at their amortised cost less impairment losses. Trade and other receivables are classified as loans and receivables.

##### ***Loans, borrowings and subordinated debt***

Interest-bearing loans, borrowings and subordinated debt are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing loans and borrowings are stated at amortised cost with any difference between proceeds (less attributable transaction costs) and redemption value being recognised in profit or loss over the term of the borrowings on an effective interest basis.

##### ***Trade and other payables***

Trade and other payables are initially recognised at fair value and then subsequently at amortised cost. Trade and other payables are classified as other liabilities.

##### ***Offsetting of financial instruments***

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is a legally enforceable right to offset 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 by the accounting standards, including gains and losses arising from a group of similar transactions.

#### (g) Leased assets

Leases in terms of which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. The Company does not have such leases at the reporting date.

Other leases are operating leases where leased assets are not recognised on the Company's statement of financial position. The accounting policy for recognising leasing costs is described in accounting policy 3 (p), under *Operating lease payments*.

#### (h) Cash and cash equivalents

For the purpose of the statement of financial position, cash and cash equivalents comprise cash with banks, cash in hand and demand deposits with banks while for the cash flow statement they also comprise short-term highly liquid investments with original maturities up to three months.

### 3 Significant accounting policies (continued)

#### (i) Employee benefits

##### *Defined contribution plans*

For defined contribution plans, the Company pays contributions to State-owned and private pension management companies, in accordance with legal requirements or individual choice. Obligations for contributions to defined contribution pension plans are recognised as an expense in profit or loss as incurred. The Company has no further payment obligations once the contributions have been paid.

##### *Short-term employee benefits*

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognised for the amount expected to be paid under short-term cash bonus if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

##### *Jubilee awards and termination benefits*

Liabilities based on other long-term employee benefits, such as jubilee awards and statutory termination benefits, are recorded as the net present value of the liability for defined benefits at the reporting date. The projected credit unit method is used for the calculation of the present value of the liability. The market yield on government bonds on the reported date is used as the discount rate.

Termination benefits are recognised as an expense when the Company is committed demonstrably, without realistic possibility of withdrawal, to a formal detailed plan either to terminate employment before the normal retirement date, or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. Termination benefits for voluntary redundancies are recognised if the Company has made an offer of voluntary redundancy, it is probable that the offer will be accepted, and the number of acceptances can be estimated reliably. If benefits are payable more than 12 months after the reporting date, then they are discounted to their present value.

#### (j) Income tax

Income tax expense comprises current and deferred tax. Income tax expense is recognised in profit or loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in other comprehensive income.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on laws that have been enacted or substantively enacted at the reporting date. A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which temporary difference can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are not discounted and are classified as non-current assets and/or non-current liabilities.

### 3 Significant accounting policies (continued)

#### (k) Provisions for liabilities and charges

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

##### *Restructuring*

A provision for restructuring is recognised when the Company has approved a detailed and formal restructuring plan, and the restructuring either has commenced or has been announced publicly. Future operating costs are not provided for.

##### *Onerous contracts*

A provision for onerous contracts is recognised when the expected benefits to be derived by the Company from a contract are lower than the unavoidable cost of meeting its obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating the contract and the expected net cost of continuing with the contract. Accounting policy for onerous insurance contracts is disclosed under 3 (t) *Unexpired risk provision*.

#### (l) Share capital

##### *Ordinary share capital*

Ordinary share capital represents the nominal value of paid-in ordinary shares classified as equity and is denominated in HRK. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

##### *Capital reserves*

Capital reserves consist of direct payments of shareholders into these reserves.

##### *Repurchase of share capital*

When share capital recognised as equity is repurchased, the amount of the consideration paid, including directly attributable costs, is recognised as a change in equity. Repurchased shares are classified as treasury shares and presented as a deduction from total equity.

##### *Dividends*

Dividends on ordinary share capital are recognised as a liability in the period in which they are declared.

##### *Legal reserve*

As required by Company Act, the Company is required to appropriate 5% of its annual net profit into legal reserves until they, together with capital reserves, reach 5% of issued share capital. Legal and capital reserves formed under the Companies Act can be used for covering prior period losses up to 5% of issued capital, if they are not covered by profit in the current period or if other reserves are not available.

##### *Other reserves*

Other reserves can be used for share capital increase, loss coverage or other purposes at the discretion of the Company's General Assembly.

##### *Fair value reserve*

The fair value reserve represents unrealised net gains and losses arising from a change in the fair value of available-for-sale financial assets, net of related deferred tax.

### 3 Significant accounting policies (continued)

#### (l) Share capital (continued)

##### *Retained earnings*

Any profit for the year retained after appropriations is transferred to reserves based on the shareholders' decision or left in retained earnings. Retained earnings are available for distribution to shareholders.

#### (m) Impairment

The carrying amounts of the Company's assets, other than deferred acquisition costs (see accounting policy 3 (c)), financial assets (see accounting policy 3 (f)) and deferred tax assets (see accounting policy 3 (j)), are tested for impairment at each reporting date. If any indication of impairment exists, the asset's recoverable amount is estimated. For assets that have an indefinite useful life and intangible assets that are not yet available for use, the recoverable amount is estimated at each reporting date.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset or group of assets that generates cash flows that are largely independent from the Company's other assets and liabilities. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated to reduce the carrying amount of the assets in the unit (group of units) on a pro-rata basis.

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

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

#### (n) Segment reporting

A segment is a distinguishable component of the Company that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. The Company's primary format for segment reporting is based on business segments, which include life insurance segment and non-life insurance segment.

##### *Allocation of income and costs between the life insurance and non-life insurance segments*

Investment income, realised and unrealised gains and losses, expenses and charges representing non-life business funds are directly included to the non-life business segment.

Investment income, realised and unrealised gains and losses, expenses and charges arising on life insurance business are directly included in the life insurance business segment.

Investment income, realised and unrealised gains and losses, expenses and charges arising on investments from equity are allocated to the life and non-life insurance segments depending on the allocation of the underlying assets.

### 3 Significant accounting policies (continued)

#### (n) Segment reporting (continued)

##### *Allocation of income and costs between the life insurance and non-life insurance segments (continued)*

During the year, direct other operating income, acquisition costs, administration expenses and other operating are directly charged to the non-life and life segments. Commissions are recorded separately in the life and non-life accounts. Direct other acquisition costs are directly allocated to the life and non-life segments based on the insurance product to which they relate. Other operating expenses are almost entirely booked separately in the non-life and life segments. The costs of sales and administrative personnel assigned exclusively to life and non-life insurance are directly allocated to the segment of life or non-life. All operating income and costs that cannot be allocated directly to a particular segment are allocated on the basis of estimate of the hours spent on life and non-life insurance and the weighted ratio between non-life and life segments in the gross premium, claims paid, technical provisions and investments.

##### *Allocation of equity and assets*

Property and equipment, intangible assets, financial investments and investment property are allocated to the non-life and life segments according to the source of funding. Financial investments from equity are allocated to both non-life and life segments according to the source of equity. Equity is allocated according to minimal regulatory capital requirements and share issued by the shareholders. Fair value reserve is allocated according to the source of the related financial assets, while the legal reserves and other reserves were allocated to each segment according to the results of the related segment. Other receivables and payables are allocated based on those segments from which they originate.

#### (o) Revenue

The accounting policy in relation to revenue recognition from insurance contracts is disclosed in Note 3 (r).

##### *Financial income*

Interest income is recognised in profit or loss as it accrues for all interest bearing financial assets measured at amortised cost using the effective interest rate method, i.e. the interest rate that discounts expected future cash flows to net present value during the period of the contract or at the currently effective variable interest rate. Interest income from monetary assets at fair value through profit or loss, is recognised as interest income at the coupon interest rate.

Financial income also includes net positive foreign exchange differences resulting from translation of monetary assets and liabilities using the exchange rate applicable at the reporting date, dividends, net gains on the change in the fair value of financial assets at fair value through profit or loss and realised net gains from derecognition of financial assets available for sale. Dividend income is recognised in profit or loss on the date that the dividend is declared.

The accounting policy in relation to financial income recognition is disclosed in Note 3 (f) under “*Gains and losses*”.

Income from investment property comprises realised gains upon derecognition, rental income and other income related to investment property. Rental income from investment properties is recognised in profit or loss on a straight-line basis over the term of each lease.

##### *Fees and commission income*

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. Fees and commission income includes reinsurance commission income.

### 3 Significant accounting policies (continued)

#### (p) Expenses

##### *Operating expenses*

Operating expenses consist of policy acquisition costs, administration costs and other operating expenses.

##### *Acquisition costs*

Acquisition costs comprise all direct and indirect costs arising from the acquiring or renewal of insurance contracts such as employee, agent or broker commissions, bonuses to agents or brokers, employees' salaries and benefits relating to acquisition activities, contract issuance material costs, advertising costs, medical and inspection cost and other acquisition costs. Non-life commission expenses are recognised on an accruals basis, while life commission expenses are recognised on a cash basis consistent with the related income recognition criteria (see accounting policy 3 (r)).

The accounting policy in relation to deferred acquisition costs is disclosed in Note 3 (c).

##### *Administration costs*

Administration costs include administrative personnel expenses, software, rentals, telecommunication and post services, energy and utilities, depreciation of property and equipment, maintenance, travel expenses and daily allowances, amortisation of other intangible assets, intellectual fees, management fees by parent, audit fees and other expenses.

##### *Other operating expenses*

Other operating expenses include technical expenses of regulatory levies (compulsory motor third party liability insurance contribution to the Croatian health fund, guarantee – fund levies and financing Croatian Insurance Bureau, fire brigade contributions), legal enforcement collection of receivables from contract holders, credit cards payment fee, prevention costs, provision for legal claims, impairment and write off losses of property and equipment, other intangible assets and other receivables and other expenses.

##### *Operating lease payments*

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease.

##### *Financial expenses*

Financing expenses include interest expenses recognised using the effective interest rate method and net negative foreign exchange differences resulting from translation of monetary assets and liabilities using the exchange rate at the reporting date.

Financial expenses also include net losses from changes in the fair value of financial assets at fair value through profit or loss and net realised losses on derecognition of financial assets available for sale, impairment losses on financial assets, custodian, brokers and valutors fees and investment property expense. Investment property expense includes impairment losses, energy, utilities and maintenance costs of property classified as investment property. The accounting policy in relation to financial expense recognition is disclosed in Note 3 (f) under "Gains and losses".

### 3 Significant accounting policies (continued)

#### (q) Classification of contracts

Contracts under which the Company accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder or other beneficiary if a specified uncertain future event (the insured event) adversely affects the policyholder or other beneficiary are classified as insurance contracts. Such contracts may also transfer financial risk. Insurance risk is risk other than financial risk. Financial risk is the risk of a possible future change in one or more of a specified interest rate, security price, commodity price, foreign exchange rate, index of prices or rates, a credit rating or credit index or other variable, provided in the case of a non-financial variable that the variable is not specific to a party to the contract.

Contracts under which the transfer of insurance risk to the Company from the policyholder is not significant are classified as investment contracts. At the reporting date the Company did not have any investment contracts.

#### *Contracts with discretionary participation features*

Both insurance and investment contracts may contain discretionary participation features. A contract with a discretionary participation feature is a contractual right held by a policyholder to receive, as a supplement to guaranteed minimum payments, additional payments and whose amount or timing is contractually at the discretion of the issuer and that are contractually based on:

- the performance (i.e. profit from specific source) of a specified pool of contracts or a specified type of contract,
- realised and/or unrealised investment returns on a specified pool of assets held by the issuer, or
- the profit or loss of the company that issues the contracts.

#### *Discretionary profit participation provision*

Policyholders or beneficiaries of products with savings component (endowment, pure endowment, whole life, term-fix and annuity assurance policies) are entitled to participate in the profits of the Company realised through one of the above mentioned sources. The entitlement is calculated following the expiry of the first, second or third year of insurance, depending on the tariff and type of premium payment. The level of the profit entitlement is determined by management. The discretionary element of those contracts is accounted for within the discretionary profit participation provision.

During 2018, the Company recognised additional provision for discretionary profit participation in amount of HRK 1,800 thousand (2017: HRK 1,429 thousand) within discretionary profit participation provision against the profit for the year. As well, discretionary profit participation provision in amount of HRK 11,270 thousand has been acquired on merger of Erste osiguranja Vienna Insurance Group d.d. As at the reporting date discretionary profit participation provision amounted to HRK 50,715 thousand (2017: 40,145) while the amount of HRK 48,915 thousand (2017: 39,445) was allocated to individual policyholders and amount of HRK 1,800 thousand (2017: HRK 700 thousand) was not yet allocated to individual policyholders.

#### (r) Premiums

Non-life business written premiums comprise the premiums on contracts entered into during the year, irrespective of whether they relate in whole or in part to a later accounting period. Premiums are disclosed gross of commission payable to intermediaries and exclude taxes and levies based on premiums. Premiums written include adjustments to premiums written in prior accounting periods.

Premiums written include adjustments to reflect write-offs of amounts due from policyholders and the movement in impairment allowances for premiums due from policyholders.

The earned portion of premiums received is recognised as revenue. Premiums are earned from the date of attachment of risk, over the indemnity period, based on the pattern of risks underwritten. Outward reinsurance premiums are recognised as an expense in accordance with the pattern of reinsurance service received in the same accounting period as the premiums for the related direct insurance business.

In accordance with the exemption afforded by IFRS 4, and in line with the prevailing market practice, premiums in respect of life assurance business continue to be accounted for on a cash receipts basis.

### 3 Significant accounting policies (continued)

#### (s) Provision for unearned premiums

The provision for unearned premiums comprises the proportion of gross premiums written which is estimated to be earned in the following financial years, computed using the “pro rata temporis” or 365 method, adjusted if necessary to reflect any variation in the incidence of risk during the period covered by the contract. The provision for unearned premiums in respect of life assurance (main coverage, excluding riders) is included within the life assurance provision.

Unearned premium provision for individual insurance contracts is formed in the amount of the part of written premium which relates to insurance coverage for the insurance period after the accounting period for which the provision is calculated. For the calculation of gross unearned premium for non-life insurance with equal risk dispersion, the “pro-rata temporis” method is used.

The reinsurance share in unearned premium provision is calculated according to reinsurance contracts.

#### (t) Unexpired risk provision

Provision is made for unexpired risks arising from non-life business where the expected value of claims and expenses (including deferred acquisition costs and administrative expenses likely to arise after the end of the financial year) attributable to the unexpired periods of policies in force at the date of financial position exceeds the provision for unearned premiums related to such policies after the deduction of any deferred acquisition costs. The provision for unexpired risks is calculated separately using the liability adequacy test by reference to classes of business which are managed together, without taking into account expected investment returns. Liability adequacy testing for both life and non-life and related assets is disclosed in more detail in accounting policy 3 (y) and in Note 7.

#### (u) Claims provisions and other technical provisions

Claims provisions represent the estimated ultimate cost of settling all claims including direct and indirect settlement costs, arising from events that occurred up to the reporting date. Non-life and life claims provision includes provisions for reported claims and provisions for incurred but not reported claims and the provision for claims handling costs. Other technical provision for non-life insurance include provisions for bonuses and discounts and other technical provisions. The provision for bonuses and discounts is recognised in the amount to which the insurers are entitled based on their participation in profit as a result of their insurance contract or as a future partial reduction of the premium based on the insurance contract. Other technical provision for life insurance include provision to cover the cost of uncertainty of future index price compared to the guarantee given at maturity in index-linked products.

#### (v) Life assurance provisions

The life assurance provision has been computed by the Company’s actuary, having due regard to principles laid down in the regulation for the calculation of the mathematical provision for life assurers, issued by HANFA. The prospective net premium valuation method has been adopted together with the risk and administration reserve of unit-linked and index-linked products and the provision based on the fair value of the underlying assets.

The life assurance provision has been computed on an in-force premium basis, applying a Zillmer type valuation method, and taking into account actual acquisition, collection and administrative costs as well as all guaranteed benefits and bonuses already declared.

The Company uses maximum Zillmer rate of 3.5% in the year of policy inception. The applied Zillmer rate is within the limits prescribed by HANFA.

The provision is initially measured using the assumptions defined by HANFA. At each subsequent reporting date, the reserve is calculated on the same principles. A liability adequacy test (“LAT”) is performed yearly by the Company’s actuaries using current estimates of future cash flows under its insurance contracts (refer to Liability adequacy test). If those estimates show that the carrying amount of the provision is insufficient in the light of the estimated future cash flows, the difference is recognised in profit or loss with a corresponding increase to the life assurance provision.

The amount of bonus allocated to policyholders has been determined at the reporting date and is presented within the discretionary profit participation provision. The Company does not have a policy to decrease the discretionary profit participation provision, in favour of the Company, once provision has been formed.

### 3 Significant accounting policies (continued)

#### (w) Claims

##### *Claims arising from non-life business*

Claims incurred in respect of non-life business consist of claims and claims-handling costs settled during the financial year, together with the movement in the provision for outstanding claims.

Claims settled are recorded in the moment of processing the claim and are recognised (determined) as the amount to be paid to settle the claim. Claims settled are increased by claims-handling costs. Collected claims recoverable from third parties are deducted from claims settled.

Claims outstanding based on case estimates and statistical methods comprise provisions for the Company's estimate of the ultimate cost of settling all claims incurred up to but unpaid at the reporting date, whether reported or not, together with the related internal and external claims-handling expenses and an appropriate margin. Claims outstanding are assessed by reviewing individual claims and making allowance for claims incurred but not yet reported, the effect of both internal and external foreseeable events, such as changes in claims handling procedures, inflation, judicial trends, legislative changes and past experience and trends.

Anticipated reinsurance recoveries are disclosed separately as assets. Reinsurance is determined according to contracts valid at the time in which claims occurred.

Whilst management considers that the gross provisions for claims and the related reinsurance recoveries are fairly stated on the basis of the information currently available to them, the ultimate liability will vary as a result of subsequent information and events and may result in significant adjustments to the amounts provided. Adjustments to the amounts of claims provisions established in prior years are reflected in the financial statements for the period in which the adjustments are made, and disclosed separately, if significant. The methods used, and the estimates made, are reviewed regularly, which is further discussed in Note 6.

##### *Claims arising from life assurance business*

Life assurance business claims reflect the cost of all claims and benefits arising during the year.

#### (x) Reinsurance

The Company cedes premium to reinsurance in the normal course of business for the purpose of limiting its net loss potential through the diversification of its risks. Reinsurance arrangements do not relieve the Company from its direct obligations to its policyholders.

Premiums ceded and benefits reimbursed are presented in profit or loss and statement of financial position on a gross basis.

Only contracts that give rise to a significant transfer of insurance risk are accounted for as insurance. Amounts recoverable under such contracts are recognised in the same year as the related claim. The cost of reinsurance related to life assurance contracts is accounted for over the life of the underlying insurance policies using assumptions consistent with those used to account for the underlying policies.

Reinsurance assets include balances due from reinsurance companies for ceded insurance liabilities. Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision or settled claims associated with the reinsured policy. Reinsurance assets comprise the actual or estimated amounts, which, under contractual reinsurance arrangements, are recoverable from reinsurers in respect of technical provisions.

Amounts recoverable under reinsurance contracts are assessed for impairment at each reporting date applying the same methodology as applied for loans and receivables as described in Note 3 f). The Company records an allowance for estimated irrecoverable reinsurance assets, if any. Such assets are deemed impaired if there is objective evidence, as a result of an event that occurred after its initial recognition, that the Company may not recover all amounts due and that the event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer.

### 3 Significant accounting policies (continued)

#### (x) Reinsurance (continued)

##### *Reinsurance commissions and profit participations*

Reinsurance commissions and profit participations include commissions received or receivable from reinsurers and profit participations based on reinsurance contracts. Non-life reinsurance commissions are based on earned premium.

#### (y) Liabilities and related assets under liability adequacy test

IFRS 4 requires a test for the adequacy of liabilities arising from insurance contracts. The Company assesses yearly whether its recognised insurance liabilities are adequate, using current estimates of future cash flows under all of its insurance contracts. If that assessment shows that the carrying amount of its insurance liabilities (increased by related deferred acquisition costs) are inadequate in the light of the estimated future cash flows, the entire deficiency is charged to profit or loss. The estimates of future cash flows are based on realistic actuarial assumptions taking into consideration claim occurrence experience, lapse rates, Croatian demographic tables, aspects of mortality, morbidity, discount rate, expenses and inflation.

#### (z) Liability measurement of unit-linked and index-linked contracts

Liabilities in relation to unit-linked and index-linked insurance contracts are classified at fair value through profit or loss. The financial liability is measured based on the carrying value of the assets that are held to back the contract. Additionally, the Company recognises provision for administration cost that will be incurred and for risk of death within life assurance provision for traditional products.

#### (aa) Insurance receivables and payables

Insurance receivables and payables are accounted for in accordance with IFRS 4. Insurance receivables and payables include receivables and payables arising from insurance and reinsurance contracts entered by the Company.

#### (bb) Foreign currency transactions

Transactions in foreign currencies are translated to the functional currency at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate at that date. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are translated to the functional currency at the exchange rate on the date that the fair value was determined. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of transaction and are not retranslated. Foreign currency differences arising on translation are recognised in profit or loss, except for differences arising on the translation of available for sale equity instruments classified as available for sale which are recognised in other comprehensive income.

Changes in the fair value of monetary securities denominated in or linked to 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. The translation differences are recognised in income as a part of the foreign exchange gains or losses on the revaluation of monetary assets and liabilities presented within financial income or financial expense in the profit or loss. Other changes in the carrying amount are recognised in other comprehensive income.

The translation differences on revaluation of non-monetary financial assets denominated in or linked to foreign currency classified as available for sale are recognised in other comprehensive income, along with other changes in their fair value.

The most significant foreign currency in which the Company holds assets and liabilities is Euro. The exchange rate used for translation at 31 December 2018 was EUR 1 = HRK 7.417575 (2017: EUR 1 = HRK 7.513648).

## 4 Accounting estimates and judgements

These disclosures supplement the commentary on financial risk management (Note 39) and insurance risk management (Note 5).

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. Judgements relating to technical provisions represent the major source of uncertainty of judgements. The estimates and judgements that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

### 4.1. Key sources of estimation uncertainty

#### *Estimation uncertainty in relation to technical provisions*

The most significant estimates in relation to the Company's financial statements relate to technical provisions. The Company takes a reasonably prudent approach to reserving and applies HANFA regulations. The Company employs certified actuaries.

The Company's policy is to make provision for unexpired risks arising from non-life insurance business where the claims, deferred acquisition costs and administrative expenses likely to arise after the end of the financial year in respect of insurance contracts concluded before that date are expected to exceed the unearned premiums and premiums available under those contracts. The management believes that at the reporting date such provisions have been adequately valued and accounted for.

Major assumptions in calculating the life assurance provision are set out in Note 6 and all technical provisions are analysed in Note 23.

#### *Impairment losses of loans and receivables*

Assets accounted for at amortised cost are evaluated for impairment on the basis described in accounting policy 3 (f) "Impairment of financial assets".

The need for impairment is assessed individually for each exposure based upon management's best estimate of the present value of the cash flows that are expected to be received. In estimating these cash flows, management makes judgments about a counterparty's financial situation and the net realisable value of any underlying collateral.

#### *Determining fair values*

The determination of fair value for financial assets for which there is no observable market price requires the use of valuation techniques as described in accounting policy 3 (f). For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgement depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument.

#### *Estimation uncertainty in relation to court cases*

A significant source of estimation uncertainty stems from court cases. At 31 December 2018, the Company was involved in 866 (2017: 991) claims-related court cases for which HRK 71,426 thousand (2017: HRK 80,526 thousand) was provided as part of the claims reserve for reported but not yet settled claims. At 31 December 2018, the Company was involved in 31 (2017: 38) non-insurance court cases for which HRK 7,222 thousand (2017: HRK 7,624 thousand) was provided as provision for non-insurance related court cases (Note 25). The management believes that the related provisions are sufficient.

#### *Tax*

The Company provides for tax liabilities in accordance with the tax laws of the Republic of Croatia. Tax returns are subject to the approval of the tax authorities which are entitled to carry out subsequent inspections of taxpayers' records.

## 4 Accounting estimates and judgements (continued)

### 4.1. Key sources of estimation uncertainty (continued)

#### *Regulatory requirements*

HANFA is entitled to carry out regulatory inspections of the Company's operations and to request changes to the carrying values of assets and liabilities, in accordance with the underlying regulations.

#### *Joint liability*

The Company has a liability towards the Croatian Insurance Bureau in respect of the Company's share in motor third party liability ("MTPL") claims arising from unknown or uninsured vehicles. Additionally, the Company, as well as other participants in MTPL business on the Croatian market, is liable for a share of unsettled MTPL claims in the event of the liquidation of any insurance company on the market, in accordance with the Insurance Act.

The Company also has a joint liability in relation to green card claims for damages from unknown vehicles. These claims are paid through Croatia insurance office and all Croatian insurance companies finance this institution according to the market share in MTPL insurance segment. The Croatian Insurance Bureau provides the Company with the amount of reported claims provision and with the lower limit for IBNR calculation.

#### *Valuation of investment property*

Valuation of investment property carried at cost is based on management's best estimate of the recoverable amount of investment property. Recoverable amount is the higher of fair value less cost to sell and the value in use and is annually reassessed by chartered surveyors.

The estimated fair value of investment property held by the Company amounts to HRK 84,887 thousand as of 31 December 2018 (2017: HRK 56,781 thousand). Fair value is determined by an independent appraiser having an appropriate professional qualification. Fair values were determined using a mixture of different valuation techniques, which would in hierarchy of fair value be classified as Level 3.

#### *Useful economic life of equipment and intangible assets*

The Company continues to use certain equipment and intangible assets which have been fully depreciated. Amortisation/depreciation rates were initially determined in accordance with the best estimate of the useful life of these equipment and intangible assets.

### 4.2. Critical accounting judgements in applying the Company's accounting policies

Critical accounting judgements made in applying the Company's accounting policies include:

#### *Financial asset and liability classification*

The Company's accounting policies provide the scope for assets and liabilities to be designated at inception into different accounting categories in certain circumstances. In classifying financial assets as "trading", the Company has determined that it meets the definition of trading assets set out in accounting policy 3 (f) "*Financial assets at fair value through profit or loss*". In designating financial assets at fair value through profit or loss, the Company has determined that it has met one of the criteria for this designation set out in accounting policy 3 (f). Reclassification of financial assets and financial liabilities at fair value through profit or loss is allowed in certain rare circumstances and is explained in accounting policy 3 (f) under paragraph "Reclassification". Held-to-maturity investments can be classified as such only if the Company has the positive intention and the ability to hold these investments to maturity.

## 4 Accounting estimates and judgements (continued)

### 4.2. Critical accounting judgements in applying the Company's accounting policies (continued)

#### *Valuation of financial instruments*

The Company's accounting policy on fair value measurements is discussed in accounting policy 3 (f). The Company measures fair values using the fair value hierarchy as discussed in Note 39 on financial risk management.

In accordance with the Agency regulations and as allowed by IFRS 13 *Fair Values*, the Company uses weighted average prices as a measure of fair value on active markets for domestic debt and equity securities.

#### *Classification of products*

The Company's accounting policy on classification of contracts as insurance or investment contracts is disclosed in accounting policy 3 (q). At the reporting date, the Company had no insurance products which should be classified as investment contracts.

#### *Classification of property between investment property and owner-used property*

The Company classifies as investment properties all properties that are not used in the performance of its own activities but are held to earn rental income or for capital appreciation.

#### *Dual-use property*

The Company has property that has dual use purpose (part of the property is used for own activities and part of the property is used as investment property). A portion of a dual-use property is classified as investment property only if the portion could be sold or leased out separately under finance lease contract.

#### *Allocation of indirect expenses between life and non-life*

The allocation of expenses between life and non-life insurance segments is described in accounting policy 3 (n).

#### *Impairment allowance for insurance receivables*

Insurance receivables are evaluated for impairment at each reporting date in order to identify potential impairment allowance, on the basis of best estimate of the recoverability of these assets. Receivables are assessed on group and individual level based on the expected amount and date of collection and held collaterals. The Management believes that insurance receivables are recoverable.

#### *Control over debtors in financial difficulties*

In accordance with requirements of IFRS 10 *Consolidated Financial Statements*, the Company regularly reassess whether it has control over significant activities of debtors in financial difficulties. For 2018, the Company concluded that there are no debtors which should be consolidated, which is consistent with 2017.

## 4 Accounting estimates and judgements (continued)

### 4.2. Critical accounting judgements in applying the Company's accounting policies (continued)

#### *Goodwill*

In accordance with IFRS 3 "*Business Combinations*" the Company discontinued to amortise goodwill from 1 January 2005. At the beginning of 2005 the Company eliminated the carrying amount of the related accumulated amortisation against the gross value of goodwill. Goodwill is tested for impairment in accordance with IAS 36 "*Impairment of Assets*".

The Company has performed impairment test of goodwill for the year ended 31 December 2018, which indicated that the carrying amount of goodwill is recoverable.

The recoverable amount of goodwill has been determined based on value-in-use calculations for cash generating units. These calculations use pre-tax cash flow projections based on financial budgets approved by management.

The key assumptions used for value-in-use calculations in 2018 are as follows:

Long term growth rate	1%
Discount rate (pre-tax)	12%

Management determined compound annual volume growth rate for cash generating unit to be a key assumption. The volume of non-life gross written premium in each period is the main driver for revenue and costs. The compound annual volume growth rate is based on past performance and management's expectations of market development.

The sensitivity analysis of key assumptions used in the impairment testing showed that a discount rate increase by 100 basis points would result on average in a 7.8% decrease of the recoverable amount of goodwill. Despite the decrease, the net recoverable amount of goodwill would still exceed its carrying value.

#### *Deferred acquisition costs*

Deferred acquisition costs are assessed at each reporting date for recoverability. The calculation is based on the Company's assumptions for allocation of acquisition costs over the duration of the related insurance contract. Management believes that deferred acquisition costs are recoverable during the remaining duration of insurance contracts active at the reporting date.

#### *Impairment of available-for-sale investments*

The Company determines that available-for-sale investments are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgement. The impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, changes in technology, and operational and financing cash flows.

In 2018, as a result of impairment test, the Company recognised impairment loss of HRK 605 thousand (2017: -).

## 5 Insurance risk management

The Company is exposed to insurance risk arising from a wide range of life and non-life products offered to customers: whole life, traditional life products, annuity products, unit-linked products, index-linked products and all lines of non-life products (property, accident, health, travel health, motor vehicle, third party liability, marine and transport).

Insurance risk relates to the uncertainty of the insurance business. The most significant components of insurance risk are premium risk and reserve risk. These concern the adequacy of insurance premium rate levels and the adequacy of provisions with respect to insurance liabilities and the capital base.

Premium risk is present when the policy is issued before any insured event has happened. The risk is that expenses and incurred losses will be higher than the premium received. Reserve risk represents the risk that the absolute level of the technical provisions is misestimated or that the actual claims will fluctuate around the statistical mean value.

Non-life underwriting risk includes also catastrophe risk, which stems from irregular events that are not sufficiently covered by premium and reserve risk. Underwriting risk components of the life business include biometric risk (comprising mortality, morbidity and disability) and lapse risk. Lapse risk relates to unanticipated higher or lower rates of policy lapses, terminations, changes to pay up status (cessation of premium payment) and surrenders.

### Risk management

The Company manages its insurance risk through underwriting limits, approval procedures for transactions that involve new products or that exceed set limits, pricing, product design and management of reinsurance. The Company arranges reinsurance for all the risks it underwrites so as to manage its loss exposure and safeguard its capital base.

The Company's underwriting strategy seeks diversity to ensure a balanced portfolio and is based on a large portfolio of similar risks over a number of years which reduces the variability of the outcome. The most of the non-life contracts are annual in nature and the underwriters have the right to refuse renewal or to change the terms and conditions of the contract at renewal.

For the non-life business, the Company buys non-proportional reinsurance treaty to reduce the net exposure for an individual risk to amount of EUR 75 thousand for casco, a combination of proportional and non-proportional reinsurance treaties to reduce the net exposure for an individual risk to amount of EUR 250 thousand (effectively EUR 125 thousand) for motor third party liability, EUR 150 thousand for property, EUR 200 thousand for liability, EUR 100 thousand for marine and aviation risks and EUR 100 thousand for personal accident. For the accumulation of net property losses arising out of one occurrence, a reinsurance catastrophe agreement provides cover for the first EUR 849.5 million (2017: EUR 849.85 million) of losses exceeding the first EUR 150 thousand.

For life business the Company has more than one proportional treaty for savings products and more than one non-proportional treaty for the policies which include death risk and permanent disability risk. The net exposure per life is maximum EUR 45 thousand sum at risk.

Ceded reinsurance contains credit risk and such reinsurance receivables are reported after deductions for known uncollectible items. The Company monitors the financial condition of reinsurers and enters into reinsurance agreements with mostly A graded reinsurers by Standard & Poor's.

The adequacy of liabilities is assessed taking into consideration the supporting assets (fair and book value, currency and interest sensitivity), changes in interest rates and exchange rates and developments in mortality, morbidity, non-life claims frequency and amounts, lapses and expenses as well as general market conditions. Specific attention is paid to the adequacy of provisions for life business. For a detailed description of the liability adequacy test, refer to accounting policy 3 (y) and Note 7.

## 5 Insurance risk management (continued)

### Concentration of insurance risk

A key aspect of the insurance risk faced by the Company is the extent of concentration of insurance risk, which determines the extent to which a particular event or series of events could significantly impact the Company's liabilities. Such concentrations may arise from a single insurance contract or through a number of related contracts where significant liabilities could arise. An important aspect of the concentration of insurance risk is that it could arise from the accumulation of risks within a number of different insurance classes.

Concentrations of risk can arise in low frequency, high-severity events such as natural disasters; in situations where the Company is exposed to unexpected changes in trends, for example, unexpected changes in human mortality or in policyholder behaviour; or where significant litigation or legislative risks could cause a large single loss, or have a pervasive effect on many contracts.

The risks underwritten by the Company are primarily located in the Republic of Croatia.

The concentration of insurance risk before and after reinsurance in relation to the type of insurance risk accepted is summarised below, with reference to the carrying amount of the claims and benefits incurred (gross and net of reinsurance) arising from insurance contracts:

	2018			2017		
	Gross claims incurred HRK'000	Reinsurer's share of claims and benefits incurred HRK'000	Net claims incurred HRK'000	Gross claims incurred HRK'000	Reinsurer's share of claims and benefits incurred HRK'000	Net claims incurred HRK'000
<i>Non-life insurance business</i>						
Motor third party	(53,897)	26,346	(27,551)	(69,110)	35,210	(33,900)
Motor other classes	(32,270)	(258)	(32,528)	(33,026)	(284)	(33,310)
Property	(35,220)	15,926	(19,294)	(23,268)	9,431	(13,837)
Personal lines	(8,087)	(44)	(8,131)	(6,231)	(955)	(7,186)
Other	(44,764)	7,229	(37,535)	(62,944)	44,982	(17,962)
<b>Total non-life</b>	<b>(174,238)</b>	<b>49,199</b>	<b>(125,039)</b>	<b>(194,579)</b>	<b>88,384</b>	<b>(106,195)</b>
<i>Life assurance business</i>						
Life assurance	(338,391)	501	(337,890)	(138,179)	(611)	(138,790)
Annuity assurance	(834)	-	(834)	(427)	-	(427)
Additional riders	(1,775)	(226)	(2,001)	(4,400)	168	(4,232)
Index/Unit Linked	(33,863)	-	(33,863)	(123,551)	-	(123,551)
<b>Total life</b>	<b>(374,863)</b>	<b>275</b>	<b>(374,588)</b>	<b>(266,557)</b>	<b>(443)</b>	<b>(267,000)</b>
<b>Grand total</b>	<b>(549,101)</b>	<b>49,474</b>	<b>(499,627)</b>	<b>(461,136)</b>	<b>87,941</b>	<b>(373,195)</b>

### Non-life insurance

Within non-life insurance, the management believes that the Company has no significant concentration of exposure to any group of policyholders measured by social, professional, age or similar criteria.

The greatest likelihood of significant losses to the Company arises from catastrophe events, such as earthquake, flood or storm damage. The techniques and assumptions that the Company uses to calculate these risks are as follows:

- measurement of geographical accumulations;
- assessment of probable maximum losses;
- excess of loss reinsurance.

## 5 Insurance risk management (continued)

### Concentration of insurance risk (continued)

#### Life assurance

The management believes that for life assurance contracts covering the risk of death there is no significant geographic concentration of risk of insured persons in the Republic of Croatia, although the concentration of the capital at risk can affect the ratio of insurance payments on the portfolio level. Sum at risk for life assurance is as follows:

Line of insurance	Sum at risk			
	2018		2017	
	HRK'000	%	HRK'000	%
Life assurance – traditional products	5,941,546	52.2	3,877,110	52.7
Unit-linked and index-linked products	26,041	0.2	52,027	0.7
Supplementary risks to life assurance	5,425,499	47.6	3,430,198	46.6
<b>As at 31 December</b>	<b>11,393,086</b>	<b>100.0</b>	<b>7,359,335</b>	<b>100.0</b>

Table for long-term insurance stated below shows risk concentration through three insurance classes grouped by sum insured per policy.

Sum insured per policy at 31 December 2018	Total sum insured			
	Before reinsurance		After reinsurance	
	HRK'000	%	HRK'000	%
In HRK				
< 100,000	2,542,436	29.8	2,526,015	32.9
100,000 – 250,000	4,203,211	49.4	3,854,869	50.2
>250,000	1,774,242	20.8	1,300,767	16.9
<b>At 31 December 2018</b>	<b>8,519,889</b>	<b>100.0</b>	<b>7,681,651</b>	<b>100.0</b>

Sum insured per policy at 31 December 2017	Total sum insured			
	Before reinsurance		After reinsurance	
	HRK'000	%	HRK'000	%
In HRK				
< 100,000	1,661,489	27.8	1,644,782	31.9
100,000 – 250,000	2,916,761	48.7	2,524,077	49.0
>250,000	1,404,184	23.5	981,880	19.1
<b>At 31 December 2017</b>	<b>5,982,434</b>	<b>100.0</b>	<b>5,150,739</b>	<b>100.0</b>

## 6 Principal assumptions that have the greatest effect on recognised insurance assets, liabilities, income and expenses

### *Non-life insurance*

Provision is made at the reporting date for the expected ultimate cost of settlement of all claims incurred in respect of events up to that date, whether reported or not, together with related claims handling expenses, less amounts already paid.

The liability for reported but not settled claims (RBNS) is assessed on a separate case-by-case basis with due regard to the claim circumstances, information available from loss adjusters and historical evidence of the size of similar claims. Case reserves are reviewed regularly and are updated as and when new information arises.

Reinsurers' share is determined through individual calculation based on the reinsurance contract valid at the moment when the claim occurred.

The estimation of claims incurred but not reported (IBNR) is generally subject to a greater degree of uncertainty than reported claims. IBNR provisions are assessed by the Company's actuaries using statistical techniques.

The key methods, which remain unchanged from prior years, are:

- chain ladder methods, which use historical data to estimate the paid and incurred to date proportions of the ultimate claim cost;
- expected loss ratio methods, which use the Company's expectation of the loss ratio for a class of business.

The actual method or blend of methods used varies by accident year being considered, the class of business and observed historical claims development.

To the extent that these methods use historical claims development information, they assume that the historical claims development pattern will occur again in the future. There are reasons why this may not be the case, which, insofar as they can be identified, have been allowed for by modifying the methods. Such reasons include:

- economic, legal, political and social trends (resulting in different than expected levels of inflation);
- changes in the mix of insurance contracts incepted;
- random fluctuations, including the impact of large losses.

IBNR provisions are initially estimated in the gross amount and a separate calculation is carried out to estimate the size of reinsurance recoveries.

The assumptions which have the greatest effect on the measurement of non-life insurance liabilities are as follows:

### *Expected claims ratio*

The expected claims ratio represents the ratio of expected claims incurred to premiums earned. The assumptions in respect of expected claims ratios for the most recent accident year, per class of business, have the greatest influence on the level of provisions.

### *Tail factors*

For long-tail business, the level of provision is significantly influenced by the estimate of development of claims from the latest development year for which historical data is available to ultimate settlement. These tail factors are estimated prudently including actuarial judgment.

## 6 Principal assumptions that have the greatest effect on recognised insurance assets, liabilities, income and expenses (continued)

### *Non-life insurance (continued)*

#### *Discounting*

With the exception of annuities, non-life claims provisions are not discounted. In 2018, there have been no major changes in assumptions used to measure non-life insurance assets and liabilities.

#### *Claims outstanding*

Claims outstanding include provisions for MTPL claims payable as annuities, which are stated at estimated net present value based on a discount rate of maximum 3% per annum. Annuities are calculated using the Republic of Croatia mortality tables from 2010-12.

#### *Claims handling provisions*

The provision for claims handling expenses is computed as a certain percentage of the RBNS provision and the IBNR provision. Percentage is based on information on the ratio of claims handling expenses and settled claims. For calculating the provision for claims handling expenses the Company was using a percentage of 2,8%.

### *Life assurance*

The life assurance provision is calculated by a prospective net premium method. The life assurance provision is calculated in accordance with HANFA regulations. Assumptions used are specified at the beginning of the policy and they remain in force until the expiration of policy, except in the case of liability inadequacy or if HANFA does not specify otherwise.

In accordance with regulation of Republic Croatia which from 1 July 2013 requires that insurer provides equal treatment for both sexes, the Company introduced new, unisex mortality tables. If the use of original mortality tables results in a higher life assurance provision than if it would be calculated with 2010 mortality tables, than the mentioned tables for calculation of mathematical provision are used. For critical illness, the original morbidity and mortality tables are used and for additional surgery and child birth rider the original biometric tables are used.

According to the guidelines and the rules issued by HANFA, the maximum interest rate used for discounting when calculating life assurance provision is 3.3% for the policies concluded before year 2010, 3% for the policies concluded during 2010, 2.75% for the policies concluded from 1 January 2011 until 30 June 2016, 2% for the policies concluded in HRK from 1 July 2016 until 31 December 2017, 1,75% for the policies with currency clause in EUR concluded after 1 January 2018 with duration up to 5 years and 1% for all other policies. The tariffs that have technical interest rate used for premium determination which is lower than those prescribed percentage amounts, use that lower interest rate for life provision calculation.

The principal assumptions underlying the calculation of the significant components of the life assurance provision are stated in the following table.

## 6 Principal assumptions that have the greatest effect on recognised insurance assets, liabilities, income and expenses (continued)

### Life assurance (continued)

#### Principal assumptions for life assurance business

Description	Product	TIR for calculating reserve	Mortality tables for calculating reserve
	H11, H31, H31J,L11, L11J	3.30%	MT HR 2000
	L31, L31J,C31	3.30%	MT HR 2000
	A11,A12,AUR20,AUR21,AURDC	3.30%	MT HR 2000
	L41,L41J,H51, H51J	2.50%	MT HR 2000
	B11,A2011,DJ11,CE-N11,C11,CE11	2.50%	MT HR 2000
	C,C03,B,A07,CE	3.00%	MT HR 2000
	AWS	3.00%	MT HR 1980-82
	DJ	3.00%	MT HR 1989-91
	A13,B13,C13,CS13,CS-N13,CS-N14, H61C, H61CJ	2.50%	Wiener unisex tables 1
	D16-HRK,C116,GW16	2.00%	Wiener unisex tables 3
	D16-EUR	1.75%	Wiener unisex tables 3
	D18-EUR, D18 HRK, GW18	1.00%	Wiener unisex tables 3
	DS18, DS18B	1.75%	Wiener unisex tables 4
	HR11	3.25%	MT HR 1989-91
	HR11U	3.25%	MT HR 1989-91
	HR21	2.50%	MT HR 2000
	HR21U	2.50%	MT HR 2000
	HR31	2.50%	MT HR 2000
	HR31U	2.50%	Erste Unisex 2000-02
	HR41	2.50%	Erste Unisex 2000-02
	HR51	2.25%	Erste Unisex 2000-02
	HR61_EUR	1.25%	Erste Unisex 2010-12
	HR61_HRK	2.00%	Erste Unisex 2010-12
	HR51U_EUR	1.00%	Erste Unisex 2010-12
	HR51U_HRK	1.00%	Erste Unisex 2010-12
	HR61U	1.75%	Erste Unisex 2010-12
	HR71_EUR	1.00%	Erste Unisex 2010-12
	HR71_HRK	1.00%	Erste Unisex 2010-12
	HR71U_EUR	1.75%	Erste Unisex 2010-12
	HRC1	2.75%	MT HR 2000
	HRC2	2.50%	Erste Unisex 2000-02
	HRC3	2.25%	Erste Unisex 2000-02
	HRC4_EUR	1.25%	Erste Unisex 2010-12
Endowment	HRC4_HRK	2.00%	Erste Unisex 2010-12
Endowment - group	G13, G17,G18,G32,G33, G36	3.30%	MT HR 2000
	BR	3.00%	MT HR 1980-82
	D11, D11J	3.30%	MT HR 2000
	D41, D41J, BR11	2.50%	MT HR 2000
Pure endowment	BR13	2.50%	Wiener unisex tables 1
	IK,IKD,	3.00%	MT HR 1989-91
	IKE, IK-F	3.00%	MT HR 2000
	SSA	2.50%	MT HR 2000
	SSA13	2.50%	Wiener unisex tables 1
	IK13	2.50%	Wiener unisex tables 2
	IKS13,IKD13,IKD13B	2.50%	Wiener unisex tables 1
	POS	3.30%	MT HR 2000
	T11, T11J	3.30%	MT JUG 1970
	T41, T41J ,IK11,IKD11,IK11,IKD12, IK-F11	2.50%	MT HR 2000
	IK16,IKD16	1.75%	Wiener unisex tables 3
	IKD18, IKL18	1.00%	Wiener unisex tables 4
	HRR	3.25%	MT HR 1989-91
	HRRU	3.25%	MT HR 1989-91
Term	HRR2	2.50%	MT HR 2000

## 6 Principal assumptions that have the greatest effect on recognised insurance assets, liabilities, income and expenses (continued)

### Life assurance (continued)

#### Principal assumptions for life assurance business (continued)

Description	Product	TIR for calculating reserve	Mortality tables for calculating reserve
	HRR2U	2.50%	MT HR 2000
	HRR4	2.50%	Erste Unisex 2000-02
	HRR4U	2.50%	Erste Unisex 2000-02
	HRR3	2.50%	Erste Unisex 2000-02
	HRR5	2.50%	Erste Unisex 2000-02
	HRR6	2.25%	Erste Unisex 2000-02
	HRR7	2.25%	Erste Unisex 2000-02
	HRR8_EUR	1.00%	Erste Unisex 2010-12
	HRR8_HRK	1.00%	Erste Unisex 2010-12
	HRR9_EUR	1.25%	Erste Unisex 2010-12
	HRR9_HRK	2.00%	Erste Unisex 2010-12
	HRR5U_EUR	1.00%	Erste Unisex 2010-12
	HRR10_HRK	1.00%	Erste Unisex 2010-12
Term (continued)	HRG1U_H	1.00%	Erste Unisex 2010-12
	E,VF1	3.00%	MT HR 2000
Term fix	E11	2.50%	MT HR 2000
Permanent working disability	PWD,PWDU1	2.50%	GC
Pension annuity	Z11, Z12, Z12J	3.30%	MT HR 2000
Scholarships annuity	Z13F,Z13S,Z13JF ,Z14F	3.30%	MT HR 2000
Whole Life annuity	WLR , WLRJ	2.50%	MT HR 2010
	WLGW-35	3.30%	MT HR 2010
	L-100	3.30%	MT HR 2000
	WLU1	2.50%	MT HR 2000
	WLP	3.30%	MT HR 2010
	WLGW-25	2.50%	MT HR 2000
	WL16	2.00%	Wiener unisex tables 3
	HR14	2.00%	MT HR 2000
	HR24	2.00%	Erste Unisex 2000-02
	HR34_EUR	1.25%	Erste Unisex 2010-12
Whole Life	HR34_HRK	2.00%	Erste Unisex 2010-12
	EB,EG,EIL-2009,EIL-2011,EIL-2012,EIL-2012A,EIL-2013	2.50%	MT HR 2000
	EIL-2008	3.30%	MT HR 2000
	HRIL1U	2.50%	MT HR 2000
	HRIL2U	2.50%	MT HR 2000
	HRIL3U	2.50%	MT HR 2000
	HRIL4U	2.50%	MT HR 2000
	HRIL5U	2.25%	
	HRIL6U	1.25%	
Index-linked	HRIL7U	1.25%	
	IL-CRO19, IL-CRO19B	2.50%	Wiener unisex tables 1
Index - linked with internal fund	IL-CRO20EUR, IL-CRO22	1.75%	Wiener unisex tables 3
	IL-CRO20HRK	2.00%	Wiener unisex tables 3
	UL,ULS,FI,UL-07	-	MT HR 1980-82
Unit-linked	UL13	-	Wiener unisex tables 1

## 7 Liability adequacy test

### *Life assurance*

The life assurance provision is tested each year against a calculation of future cash flows using explicit and consistent assumptions of all factors – future premiums, mortality, morbidity, discount rates, lapses, surrenders, guarantees, policyholder bonuses, expenses and exercise of policyholder options. For this purpose, the Liability adequacy test (LAT) is used. No additional liabilities are established as a result of the liability adequacy test in 2018.

Where reliable market data is available, assumptions are derived from observable market prices.

Assumptions which cannot be reliably derived from market values are based on current estimates calculated by reference to the Company's own internal models and publicly available resources (e.g. demographic information published by the Croatian Statistical Bureau).

Due to levels of uncertainty in the future development of insurance markets and the Company's portfolio, the Company uses margins for risk and uncertainty within the liability adequacy test. This margin is namely for uncertainty in mortality.

Input assumptions are revised and updated annually based on recent experience.

The methodology of testing considers current estimates of all future contractual cash flows. This methodology enables quantification of the correlation between all risks factors.

The principal assumptions used are:

### *Segmentation*

The Company segments the products into several homogenous groups according to the characteristics of individual products in order to derive adequate assumptions for calculation. While deriving each assumption, homogenous risk groups are taken into account. Those groups are different for different assumption as it should correspond to the risk influencing the assumption.

The net present value of future cash flows calculated using the assumptions described below is compared with the life insurance liabilities. If that comparison shows that the carrying amount of the insurance liabilities is inadequate in the light of the estimated cash flows, the entire deficiency is recognised in profit or loss, by establishing an additional provision.

### *Mortality and morbidity*

Mortality is usually based on data supplied by the Croatian Statistical Bureau and amended by the Company based on a statistical investigation of the Company's mortality experience. Apart from Mortality the Company uses assumptions about fertility and surgical operation.

### *Persistency*

Future contractual premiums are included without any allowance for premium indexation. Estimates for lapses and surrenders are estimated based on the Company's past experience with insurance policies (split by homogenous groups and policy durations). The Company regularly investigates its actual persistency rates by adequacy of homogenous groups and duration and amends its assumptions accordingly.

### *Expenses*

Estimates for future renewal, claim and maintenance expenses included in the liability adequacy test are derived from the Company's current experience and split by homogenous groups with regards to real administration effort needed per particular products or claim type.

## 7 Liability adequacy test (continued)

### *Life assurance (continued)*

#### *Expected discount rate*

The Company uses risk free interest rate term structure issued by EIOPA as of 31 December 2018.

### *Non-life insurance*

Insurance liabilities in respect of non-life insurance are calculated by using current assumptions.

The liability adequacy test for non-life insurance is therefore limited to the unexpired portion of existing contracts. It is performed by comparing the expected value of claims and expenses attributable to the unexpired periods of policies in force at the reporting date with the amount of unearned premiums in relation to such policies after deduction of deferred acquisition costs. Expected cash flows relating to claims and expenses are estimated by reference to the experience during the expired portion of the contract, adjusted for significant individual losses which are not expected to recur.

The test is performed one each line of business which comprises insurance contracts with a similar risk profile.

At 31 December 2018, a provision of HRK 710 thousand has been established (2017: HRK 840 thousand) as a result of the liability adequacy test and is presented as unexpired risk provision.

## 8 The sensitivity of Liability adequacy test's future cash flows to changes in significant variables

Profit or loss and insurance liabilities are mainly sensitive to changes in mortality, lapse rate, expense rate, discount rates, and investment return rates which are estimated for calculating the adequate value of insurance liabilities during the liability adequacy test.

The Company has estimated the impact of changes in key variables that may have a material effect on the LAT - modelled future cash flows at the end of the year.

### *Life assurance*

	<b>LAT future cash flow -modelled HRK'000</b>
Base run	2,778,097
Interest rates down SII (discounting and investment return)	2,940,637
Mortality +15%	2,796,737
Policy maintenance expenses +10%	2,850,464

The portfolio modelled represents 99.6% of in force life assurance provision (HRK 2,902,745 thousand life assurance provision together with profit participation reserve modelled).

Base run represents future cash flows calculated using the assumptions described under Note 7 during liability adequacy testing.

Changes in variables represent reasonably possible changes which, had they occurred, would have led to changes in insurance liabilities at the reporting date. The reasonably possible changes represent neither expected changes in variables nor worst case scenarios.

The analysis has been prepared for a change in variable with all other assumptions remaining unchanged and ignores changes in values of the related assets.

The sensitivity was calculated for an unfavourable direction of movement, therefore the sensitivity to changes in mortality was calculated by estimating the effect on LAT future cash flows of an increase of mortality for life insurance products by 15%. The sensitivity to changes in expense rate was calculated by estimating the effect on LAT future cash flows of a 10% increase in policy maintenance expenses. The sensitivity to changes in interest rates was calculated by estimating the effect on LAT future cash flows in case of decrease of the interest rates using the SII shock down term structure.

The profit or loss and insurance liabilities (as evidenced by LAT cash flow above) are mostly influenced by a decrease in the interest rates and increase in policy maintenance expenses.

### *Non-life insurance*

In non-life insurance, the insurance variables which would have the greatest impact on insurance liabilities relate to MTPL court claims. Court claims related liabilities are sensitive to legal, judicial, political, economic and social trends. Management believes it is not practicable to quantify the sensitivity of non-life reserves to changes in these variables.

## **9 Terms and conditions of insurance contracts that have a material effect on the amount, timing and uncertainty of future cash flows**

### *Non-life insurance contracts*

The Company offers many types of non-life insurance, mainly motor, property, liability, marine, transport, health, travel health and accident insurance. Contracts may be concluded for a fixed term of one year or on a continuous basis. The Company is generally able to re-price the risk by revising the premium at intervals of not more than one year. It also has the ability to impose deductibles and reject fraudulent claims.

Future insurance claims are the main source of uncertainty which influences the amount and the timing of future cash flows.

The amount of particular claim payments is limited by the sum insured which is established in the insurance policy.

The other significant source of uncertainty connected with non-life insurance arises from legislative regulations which entitle the policyholder to report a claim before the statute of limitation, which is effective 3 years from the date when the policyholder becomes aware of the claim but not later than 5 years from the beginning of the year following the year of occurrence. This feature is particularly significant in case of permanent disability arising from accident insurance, because of the difficulty in estimating the period between occurrence and confirmation of permanent effects.

The characteristics of particular insurance types, if they are significantly different from the above mentioned features, are described below.

### *Motor insurance*

The Company motor insurance portfolio comprises both motor third party liability insurance (MTPL) and motor (casco) insurance. MTPL insurance covers bodily injury claims and property claims in the Republic of Croatia as well as claims caused abroad by motorists insured under the Green Card system.

Material damage under MTPL and casco claims are generally reported and settled within a short period of the accident occurring. Reporting and payments relating to bodily injury claims, however, take longer to finalise and are more difficult to estimate. Such claims may be settled in the form of a lump-sum settlement or an annuity.

The amount of claims relating to bodily injury and related losses of earnings are influenced by directives set by the Supreme Court which influence court practice.

MTPL is regulated by the Law on Obligatory Traffic Insurance. Minimum sums insured are regulated by legislation. Policyholders are entitled to a no-claims bonus on renewal of their policy where the conditions are fulfilled.

Casco insurance represents standard insurance against damage; claim payment is limited by the sum insured.

### *Property insurance*

This is broadly split into industrial and personal lines. For Industrial lines, the Company uses risk management techniques to identify risks and analyse losses and hazards and also cooperates with reinsurers. Personal property insurance consists of standard buildings and contents insurance.

Claims are normally notified promptly and can be settled without delay.

## **9 Terms and conditions of insurance contracts that have a material effect on the amount, timing and uncertainty of future cash flows (continued)**

### *Non-life insurance contracts (continued)*

#### *Liability insurance*

This covers all types of liability and includes commercial liability, product liability and professional indemnity as well as personal liability. All liability covers are written on a “loss occurrence basis”.

#### *Accident insurance*

Accident insurance is traditionally sold as an add-on to life products or to MTPL products offered by the Company, but is also sold as a stand-alone product.

#### *Health insurance*

This covers supplementary and complementary health insurance. Claims are normally notified promptly and can be settled without delay

### *Life assurance contracts*

#### *Bonuses*

Almost all of the Company’s traditional life insurance contracts with savings component include an entitlement to receive a bonus. Bonuses to policyholders are granted at the discretion of the Company and are recognised when proposed and approved by the Management Board in accordance with the relevant legal requirements. Once allocated to policyholders, bonuses are guaranteed.

#### *Premiums*

Premiums may be payable in regular instalments or as a single premium at inception of the policy. Some endowment-type insurance contracts contain a premium indexation and dinamization option. Indexation means both premium and sum assured increase, while with dinamization only premium grows and sum assured remains unchanged. Indexation may be exercised at the discretion of the policyholder. Where the option is not exercised, premiums are not increased.

#### *Term life insurance products*

Traditional term life insurance products comprise risks of death. The premium is paid regularly or as a single premium. Policies offer a fixed sum insured for death or sum insured which is decreasing over time. Death benefits are paid only if the policyholder dies during the term of insurance.

#### *Endowment and Term-fix products*

These are traditional life assurance products providing long term financial protection. Capital life insurance products for regular or single premium offer cover for risks of death and survival. Accident and other additional coverages can be added as a rider to the main endowment coverage. Insurance benefits are usually paid in a lump-sum.

#### *Pure endowments*

These are also traditional life insurance products providing life-long financial protection at expiry. The premium under this product is paid annually or in instalments and it covers the risk of survival and accident rider, if included.

#### *Annuities*

There is small number of policies of annuities in the Company’s portfolio. Some of them are still in accumulation phase while some of them are in payment phase.

## **9 Terms and conditions of insurance contracts that have a material effect on the amount, timing and uncertainty of future cash flows (continued)**

### *Life assurance contracts (continued)*

#### *Whole Life assurance*

Whole Life insurance products are products with savings component that comprise risk of death during the entire lifetime (until the age of 100 when policy matures). Premium is paid annually, semi-annually, quarterly or monthly. Surrender values are guaranteed in a fixed amount and specified at the contract start. Insurance benefits are paid in a lump-sum. Additional terminal illness, surgery, child birth or accidental death benefit riders may be added to some main coverage portfolio groups.

#### *Unit-linked life assurance*

Unit-linked life assurance combines traditional term life assurance with the risk of death and the possibility to invest regular premium or an extra single premium into certain investment funds. Policyholders can pay an additional single premium or withdraw a part of the fund value.

#### *Unit-linked with internal fund*

Unit-linked with internal fund is a single premium product that combines insurance for death risk and savings with a guaranteed maturity value. The savings part is invested into the internal fund. The internal fund's asset is invested into the Croatian government bonds. Policyholders have therefore guaranteed value at policy maturity, however the amount of surrender value is not guaranteed.

#### *Index-linked life assurance*

Index-linked life assurance is a single premium product that combines insurance for death risk and savings with a guaranteed maturity value. The savings part is invested into a structured note with a guaranteed maturity value (guaranteed by the note issuer). Policyholders have therefore guaranteed value at policy maturity, however the amount of surrender value is not guaranteed.

## 10 Segment reporting

### Statement of financial position by business segment as at 31 December 2018

	Non-life HRK'000	Life HRK'000	Total HRK'000
<b>Assets</b>			
Property and equipment	28,648	65,965	94,613
Investment property	26,310	54,475	80,785
Intangible assets			
Deferred acquisition costs	25,329	271	25,600
Other intangible assets	18,782	9,855	28,637
Held-to-maturity investments	56,174	919,706	975,880
Available-for-sale financial assets	389,302	1,579,780	1,969,082
Financial assets at fair value through profit or loss	33,066	631,743	664,809
Loans and receivables	2,028	189,769	191,797
Reinsurers' share of technical provisions	199,053	1,548	200,601
Deferred tax asset	2,818	4,969	7,787
Inventories	38	-	38
Insurance and other receivables	127,290	7,700	134,990
Cash	14,554	8,718	23,272
<b>Total assets</b>	<b>923,392</b>	<b>3,474,499</b>	<b>4,397,891</b>
<b>Shareholders' equity</b>			
Share capital	101,491	134,304	235,795
Capital reserves	43,700	6,753	50,453
Legal and statutory reserve	561	3,652	4,213
Other reserves	33,937	138,623	172,560
Fair value reserve	23,817	76,111	99,928
Retained earnings	42,907	80,697	123,604
<b>Total equity</b>	<b>246,413</b>	<b>440,140</b>	<b>686,553</b>
<b>Liabilities</b>			
Technical provisions	458,751	2,864,415	3,323,166
Discretionary profit participation provision	-	50,715	50,715
Provisions for liabilities and charges	4,550	4,167	8,717
Deferred tax liability	5,228	16,707	21,935
Current income tax liability	694	221	915
Insurance and other payables	207,756	98,134	305,890
<b>Total liabilities</b>	<b>676,979</b>	<b>3,034,359</b>	<b>3,711,338</b>
<b>Total liabilities and equity</b>	<b>923,392</b>	<b>3,474,499</b>	<b>4,397,891</b>

**10 Segment reporting (continued)****Statement of financial position by business segment as at 31 December 2017**

	Non-life HRK'000	Life HRK'000	Total HRK'000
<b>Assets</b>			
Property and equipment	29,186	47,321	76,507
Investment property	29,226	19,821	49,047
Intangible assets			
Deferred acquisition costs	24,546	290	24,836
Other intangible assets	15,229	2,973	18,202
Held-to-maturity investments	56,159	873,331	929,490
Available-for-sale financial assets	383,792	798,237	1,182,029
Financial assets at fair value through profit or loss	27,865	515,927	543,792
Loans and receivables	2,997	176,911	179,908
Reinsurers' share of technical provisions	204,559	1,022	205,581
Deferred tax asset	3,427	3,170	6,597
Inventories	23	-	23
Insurance and other receivables	129,757	4,857	134,614
Current income tax prepayment	2,450	-	2,450
Cash	4,209	6,069	10,278
	<u>913,425</u>	<u>2,449,929</u>	<u>3,363,354</u>
<b>Shareholders' equity</b>			
Share capital	101,491	134,304	235,795
Capital reserves	43,700	6,753	50,453
Legal and statutory reserve	561	3,627	4,188
Other reserves	33,937	88,901	122,838
Fair value reserve	25,794	48,752	74,546
Retained earnings	38,895	56,384	95,279
	<u>244,378</u>	<u>338,721</u>	<u>583,099</u>
<b>Liabilities</b>			
Technical provisions	446,251	2,011,648	2,457,899
Discretionary profit participation provision	-	40,145	40,145
Provisions for liabilities and charges	4,992	4,600	9,592
Deferred tax liability	5,662	10,702	16,364
Insurance and other payables	212,142	44,113	256,255
	<u>669,047</u>	<u>2,111,208</u>	<u>2,780,255</u>
<b>Total liabilities and equity</b>	<u><u>913,425</u></u>	<u><u>2,449,929</u></u>	<u><u>3,363,354</u></u>

**10 Segment reporting (continued)****Statement of comprehensive income by business segment for the year ended 31 December 2018**

	<b>Non-life HRK'000</b>	<b>Life HRK'000</b>	<b>Total HRK'000</b>
Gross premiums written	344,210	422,863	767,073
Written premiums ceded to reinsurers	(125,903)	(3,241)	(129,144)
<b>Net premiums written</b>	<b>218,307</b>	<b>419,622</b>	<b>637,929</b>
Change in the gross provision for unearned premiums	(14,890)	313	(14,577)
Reinsurers' share of change in the provision for unearned premiums	4,234	(25)	4,209
<b>Net earned premiums</b>	<b>207,651</b>	<b>419,910</b>	<b>627,561</b>
Fees and commission income	30,699	1,355	32,054
Financial income	20,647	127,148	147,795
Other operating income	4,183	1,247	5,430
<b>Operating income</b>	<b>263,180</b>	<b>549,660</b>	<b>812,840</b>
Claims and benefits incurred	(174,238)	(374,863)	(549,101)
Reinsurers' share of claims and benefits incurred	49,199	275	49,474
<b>Net policyholder claims and benefits incurred</b>	<b>(125,039)</b>	<b>(374,588)</b>	<b>(499,627)</b>
Acquisition costs	(67,782)	(61,627)	(129,409)
Administrative expenses	(34,979)	(61,516)	(96,495)
Other operating expenses	(9,064)	(4,828)	(13,892)
Financial expenses	(3,600)	(17,389)	(20,989)
<b>Profit before income tax</b>	<b>22,716</b>	<b>29,712</b>	<b>52,428</b>
Income tax expense	(4,609)	(5,866)	(10,475)
<b>Profit for the year</b>	<b>18,107</b>	<b>23,846</b>	<b>41,953</b>
<b>Other comprehensive income for the year</b>			
<i>Items that may be reclassified subsequently to profit or loss</i>			
Change in fair value of available-for-sale financial assets, net of amounts realised and net of deferred tax	(1,977)	(23,865)	(25,842)
<b>Total comprehensive income for the year</b>	<b>16,130</b>	<b>(19)</b>	<b>16,111</b>

## 10 Segment reporting (continued)

### Statement of comprehensive income by business segment for the year ended 31 December 2017

	Non-life HRK'000	Life HRK'000	Total HRK'000
Gross premiums written	310,875	283,247	594,122
Written premiums ceded to reinsurers	(114,695)	(3,481)	(118,176)
<b>Net premiums written</b>	<b>196,180</b>	<b>279,766</b>	<b>475,946</b>
Change in the gross provision for unearned premiums	(2,337)	75	(2,262)
Reinsurers' share of change in the provision for unearned premiums	(11,159)	(6)	(11,165)
<b>Net earned premiums</b>	<b>182,684</b>	<b>279,835</b>	<b>462,519</b>
Fees and commission income	33,184	451	33,635
Financial income	24,697	118,384	143,081
Other operating income	8,265	1,713	9,978
<b>Operating income</b>	<b>248,830</b>	<b>400,383</b>	<b>649,213</b>
Claims and benefits incurred	(194,579)	(266,557)	(461,136)
Reinsurers' share of claims and benefits incurred	88,384	(443)	87,941
<b>Net policyholder claims and benefits incurred</b>	<b>(106,195)</b>	<b>(267,000)</b>	<b>(373,195)</b>
Acquisition costs	(64,968)	(46,035)	(111,003)
Administrative expenses	(36,966)	(59,423)	(96,389)
Other operating expenses	(14,909)	(2,425)	(17,334)
Financial expenses	(5,561)	(11,521)	(17,082)
<b>Profit before income tax</b>	<b>20,231</b>	<b>13,979</b>	<b>34,210</b>
Income tax expense	(3,649)	(2,665)	(6,314)
<b>Profit for the year</b>	<b>16,582</b>	<b>11,314</b>	<b>27,896</b>
<b>Other comprehensive income for the year</b>			
<i>Items that may be reclassified subsequently to profit or loss</i>			
Change in fair value of available-for-sale financial assets, net of amounts realised and net of deferred tax	2,805	8,649	11,454
<b>Total comprehensive income for the year</b>	<b>19,387</b>	<b>19,963</b>	<b>39,350</b>

## 10 Segment reporting (continued)

Measurement of segment assets and liabilities and segment revenues and results is based on the accounting policies set out in the accounting policy note.

The main business segments of the Company are Non-life insurance and Life assurance. Note 9 of these financial statements provides further information about the significant terms and conditions of insurance products.

Segment results, assets and liabilities include items directly attributable to the segment, as well as those which have been allocated on a reasonable basis.

The main products and services offered by the reported business segments include:

Non-life:

Property and liability

Motor third party liability

Motor casco

Accident and travel health

Marine and transport

Supplementary and complementary health

Life:

Endowment

Endowment with fixed age at maturity (Whole Life)

Term insurance

Unit-linked

Index-linked

### Geographical segment

The Company operates mostly in the Republic of Croatia. Almost the entire income from insurance contracts is generated from clients in the Republic of Croatia, therefore no geographical segment information is presented.

## 11 Merger with Erste osiguranje Vienna Insurance Group d.d.

As of 7 May 2018 the Company legally merged Erste osiguranje Vienna Insurance Group d.d. (“Erste VIG”), whereby Erste VIG ceased to exist as a separate legal and operational entity. The assets and liabilities acquired by the Company as a result of merger are recognised at the carrying amounts immediately prior to the merger in the financial statements of Erste VIG. The components of equity of Erste VIG are added to the same components within the Company’s equity except for the issued capital, which amounted to HRK 30,000 thousand. Issued capital of Erste VIG was added to Other reserves. The Company held investment in Erste VIG carried at value of HRK 10,106 thousand which represented 5% of shareholding in Erste VIG and having the nominal value of HRK 1,500 thousand of issued capital. Shareholding in Erste VIG was eliminated at merger, whereby HRK 1,500 thousand was eliminated from Other reserves and the loss on merger in amount of HRK 8,606 thousand was charged directly to retained earnings.

### *Effect of legal merger*

The legal merger of Erste osiguranje Vienna Insurance Group d.d. as at 7 May 2018 had the following effect on the Company’s assets and liabilities in 2018:

	<b>Acquired on merger</b>
	<b>HRK'000</b>
<b>Assets and liabilities assumed</b>	
Property and equipment	4,012
Investment property	7,581
Intangible assets	
Other intangible assets	1,117
Held-to-maturity investments	67,367
Available-for-sale financial assets	723,001
Financial assets at fair value through profit or loss	165,356
Loans and receivables	13,953
Reinsurers'share of insurance contracts provisions	2,430
Deferred tax asset	2,032
Insurance and other receivables	919
Cash	12,435
Technical provisions	
Provision for unearned premiums	(948)
Reported but not settled claims reserve	(11,568)
Incurred but not reported claims reserve	(4,146)
Life assurance provision	(633,568)
Provision for index-linked	(165,356)
Other technical provisions	(3,365)
Discretionary profit participation provision	(11,270)
Deferred tax liability	(11,244)
Current income tax liability	(43)
Provisions for liabilities and charges	(735)
Insurance and other payables	(36,798)
	<hr/>
<b><i>Net identifiable assets and liabilities</i></b>	<b>121,162</b>
	<hr/>
<b>Recognised as part of equity as follows:</b>	
Legal reserve	25
Other reserves	51,222
Fair value reserve	51,224
Retained earnings	18,691
	<hr/>
<b>Total</b>	<b>121,162</b>
	<hr/> <hr/>

## 12 Property and equipment

	Land and buildings HRK'000	Motor vehicles HRK'000	Equipment and furniture HRK'000	Leasehold improvement HRK'000	Total HRK'000
<b>Cost</b>					
At 1 January 2017	94,339	2,014	21,958	2,346	120,657
Additions	2,944	-	2,276	103	5,323
Disposals	(236)	(528)	-	-	(764)
Write offs (Note 34)	-	-	(906)	(176)	(1,082)
<b>At 31 December 2017</b>	<b>97,047</b>	<b>1,486</b>	<b>23,328</b>	<b>2,273</b>	<b>124,134</b>
At 1 January 2018	97,047	1,486	23,328	2,273	124,134
Acquired on merger of Erste VIG (Note 11)	-	1,184	3,638	4,606	9,428
Additions	4,053	176	2,339	22	6,590
Disposals	(499)	(946)	(5)	-	(1,450)
Write offs (Note 34)	(4,072)	-	(139)	(112)	(4,323)
Reclassification from investment property (Note 13)	22,922	-	-	-	22,922
Reclassification	4,755	-	-	(4,755)	-
<b>At 31 December 2018</b>	<b>124,206</b>	<b>1,900</b>	<b>29,161</b>	<b>2,034</b>	<b>157,301</b>
<b>Depreciation and impairment losses</b>					
At 1 January 2017	25,752	1,649	15,821	1,653	44,875
Depreciation charge for the year (Note 33)	1,492	158	2,379	174	4,203
Disposals	(36)	(528)	-	-	(564)
Write offs (Note 34)	-	-	(879)	(118)	(997)
Impairment (Note 34)	110	-	-	-	110
<b>At 31 December 2017</b>	<b>27,318</b>	<b>1,279</b>	<b>17,321</b>	<b>1,709</b>	<b>47,627</b>
At 1 January 2018	27,318	1,279	17,321	1,709	47,627
Acquired on merger of Erste VIG (Note 11)	-	548	3,066	1,802	5,416
Depreciation charge for the year (Note 33)	1,661	241	2,679	132	4,713
Disposals	(140)	(689)	(5)	-	(834)
Write offs (Note 34)	(579)	-	(139)	(55)	(773)
Reversal of impairment (Note 30)	(219)	-	-	-	(219)
Reclassification from investment property (Note 13)	6,758	-	-	-	6,758
Reclassification	1,859	-	-	(1,859)	-
<b>At 31 December 2018</b>	<b>36,658</b>	<b>1,379</b>	<b>22,922</b>	<b>1,729</b>	<b>62,688</b>
<b>Carrying amounts</b>					
At 1 January 2017	68,587	365	6,137	693	75,782
<b>At 31 December 2017</b>	<b>69,729</b>	<b>207</b>	<b>6,007</b>	<b>564</b>	<b>76,507</b>
At 1 January 2018	69,729	207	6,007	564	76,507
<b>At 31 December 2018</b>	<b>87,548</b>	<b>521</b>	<b>6,239</b>	<b>305</b>	<b>94,613</b>

Included within land and buildings is non-depreciable land with a carrying amount of HRK 14,886 thousand (2017: HRK 14,686 thousand). The depreciation charge is recognised in profit or loss under “*Administrative expenses*” (Note 33) while write off losses and impairment losses are recognised under “*Other operating expenses*” (Note 34).

In 2018, the Company changed the use of business premises with carrying amount of HRK 16,164 thousand from investment property to owner-occupied and reclassified these premises as such.

During 2018 and 2017, there were no capitalised borrowing costs related to the acquisition of property and equipment.

**13 Investment property**

	<b>HRK'000</b>
<b>Cost</b>	
At 1 January 2017	78,559
Acquired in lieu of uncollected loans (Note 16)	412
Additions	392
Disposals	(2,141)
<b>At 31 December 2017</b>	<b>77,222</b>
At 1 January 2018	77,222
Acquired on merger of Erste VIG (Note 11)	10,623
Additions	40,855
Disposals	(3,380)
Reclassification to property and equipment (Note 12)	(22,922)
<b>At 31 December 2018</b>	<b>102,398</b>
<b>Depreciation and impairment losses</b>	
At 1 January 2017	23,750
Depreciation charge for the year (Note 35)	927
Disposals	(573)
Impairment (Note 35)	4,071
<b>At 31 December 2017</b>	<b>28,175</b>
At 1 January 2018	28,175
Acquired on merger of Erste VIG (Note 11)	3,042
Depreciation charge for the year (Note 35)	683
Disposals	(1,266)
Impairment (Note 35)	180
Reversal of impairment (Note 29)	(2,443)
Reclassification to property and equipment (Note 12)	(6,758)
<b>At 31 December 2018</b>	<b>21,613</b>
<b>Carrying amounts</b>	
At 1 January 2017	54,809
<b>At 31 December 2017</b>	<b>49,047</b>
At 1 January 2018	49,047
<b>At 31 December 2018</b>	<b>80,785</b>

The rental income arising during the year amounted to HRK 2,748 thousand (2017: HRK 2,930 thousand) and is recognised in profit or loss within “*Financial income*” (Note 29). The depreciation charge and impairment losses are recognised in profit or loss under “*Financial expenses*” (Note 35). Direct operating expenses (maintenance and utility) arising from investment property during the year amounted to HRK 1,175 thousand (2017: HRK 1,345 thousand) and are recognised in profit or loss within “*Financial expenses*” (Note 35).

In 2018, the Company changed the use of business premises with carrying amount of HRK 16,164 from investment property to owner-occupied and reclassified these premises as such.

## 14 Deferred acquisition costs

As part of the Company's insurance business, certain acquisition costs are deferred. For the life assurance business, acquisition costs are taken into account in calculating the life assurance provisions by means of Zillmerisation as a result of which a separate deferred acquisition cost asset for the life assurance business is not recognised at the reporting date. For segment reporting purposes, life rider business is classified as life assurance business.

An analysis of deferred costs is shown below:

	Non-life		Life rider		Total	
	2018 HRK'000	2017 HRK'000	2018 HRK'000	2017 HRK'000	2018 HRK'000	2017 HRK'000
At 1 January	24,546	24,119	290	284	24,836	24,403
Net change recognised in profit or loss (Note 32)	783	427	(19)	6	764	433
<b>At 31 December</b>	<b>25,329</b>	<b>24,546</b>	<b>271</b>	<b>290</b>	<b>25,600</b>	<b>24,836</b>

**15 Other intangible assets**

	<b>Goodwill</b> <b>HRK'000</b>	<b>Acquired</b> <b>value of in-</b> <b>force business</b> <b>HRK'000</b>	<b>Computer</b> <b>software</b> <b>HRK'000</b>	<b>Computer</b> <b>software not</b> <b>brought into</b> <b>use</b> <b>HRK'000</b>	<b>Other</b> <b>HRK'000</b>	<b>Total</b> <b>HRK'000</b>
<b>Cost</b>						
At 1 January 2017	3,552	3,450	50,427	2,804	62	60,295
Additions	-	-	2,798	7,594	-	10,392
Transfer into use	-	-	68	(68)	-	-
Write offs (Note 34)	-	-	-	(957)	-	(957)
<b>At 31 December 2017</b>	<b>3,552</b>	<b>3,450</b>	<b>53,293</b>	<b>9,373</b>	<b>62</b>	<b>69,730</b>
At 1 January 2018	3,552	3,450	53,293	9,373	62	69,730
Acquired on merger of Erste VIG (Note 11)	-	-	5,402	-	-	5,402
Additions	-	-	8,019	5,998	-	14,017
Transfer into use	-	-	3,824	(3,824)	-	-
<b>At 31 December 2018</b>	<b>3,552</b>	<b>3,450</b>	<b>70,538</b>	<b>11,547</b>	<b>62</b>	<b>89,149</b>
<b>Amortisation and impairment losses</b>						
At 1 January 2017	-	3,450	44,467	834	62	48,813
Amortisation for the year (Note 33)	-	-	2,715	-	-	2,715
<b>At 31 December 2017</b>	<b>-</b>	<b>3,450</b>	<b>47,182</b>	<b>834</b>	<b>62</b>	<b>51,528</b>
At 1 January 2018	-	3,450	47,182	834	62	51,528
Acquired on merger of Erste VIG (Note 11)	-	-	4,285	-	-	4,285
Amortisation for the year (Note 33)	-	-	4,699	-	-	4,699
<b>At 31 December 2018</b>	<b>-</b>	<b>3,450</b>	<b>56,166</b>	<b>834</b>	<b>62</b>	<b>60,512</b>
<b>Carrying amounts</b>						
At 1 January 2017	3,552	-	5,960	1,970	-	11,482
<b>At 31 December 2017</b>	<b>3,552</b>	<b>-</b>	<b>6,111</b>	<b>8,539</b>	<b>-</b>	<b>18,202</b>
At 1 January 2018	3,552	-	6,111	8,539	-	18,202
<b>At 31 December 2018</b>	<b>3,552</b>	<b>-</b>	<b>14,372</b>	<b>10,713</b>	<b>-</b>	<b>28,637</b>

The depreciation charge is recognised in profit or loss within “*Administrative expenses*” (Note 33) while write off losses and impairment losses are recognised within “*Other operating expenses*” (Note 34)

By the end of 2021, the Company plans to move from the existing information system for the non-life insurance portfolio, to a unified, technologically advanced and more functional IT system for administering the portfolio of non-life and life insurance. As at 31 December 2018, computer software not brought into use included HRK 8,379 thousand capitalised costs of purchased insurance software (2017: HRK 7,163 thousand).

## 16 Financial investments

	2018 HRK'000	2017 HRK'000
Held-to-maturity investments	975,880	929,490
Available-for-sale financial assets	1,969,082	1,182,029
Financial assets held for trading	127,904	91,313
Financial assets designated at fair value through profit or loss	536,905	452,479
Financial assets at fair value through profit or loss	664,809	543,792
Loans and receivables	191,797	179,908
	<b>3,801,568</b>	<b>2,835,219</b>

### *Financial assets at fair value through profit or loss*

As at 31 December 2018 and 31 December 2017 there were no past due financial assets at fair value through profit or loss.

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

In 2018, the Company recognised impairment losses on securities available for sale in the amount of HRK 605 thousand (2017:- ). As at 31 December 2018 and 31 December 2017 there were no past due available-for-sale financial assets.

### *Held-to-maturity investments*

As at 31 December 2018 and 31 December 2017 there were no past due held-to-maturity investments.

### *Loans and receivables*

Loans and receivables consist of deposits with banks and loans to customers. Loans to customers and deposits with banks are stated net of impairment allowance as follows:

	2018 HRK'000	2017 HRK'000
Loans to customers	69,948	77,542
Deposits with banks	179,995	161,629
Impairment allowance on loans to customers	(26,218)	(27,335)
Impairment allowance on deposits with banks	(31,928)	(31,928)
Loans to customers, net of impairment allowance	43,730	50,207
Deposits with banks, net of impairment allowance	148,067	129,701
	<b>191,797</b>	<b>179,908</b>

## 16 Financial investments (continued)

### *Loans and receivables (continued)*

Loans and receivables are analysed as shown below:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Not due and not impaired	<b>188,643</b>	175,739
Due but not impaired	<b>326</b>	415
Due and impaired	<b>60,974</b>	63,017
Impairment	<b>(58,146)</b>	(59,263)
	<b><u>191,797</u></b>	<u>179,908</u>

Out of the Company's past due but not impaired loans and receivables in the amount of HRK 326 thousand (2017: HRK 415 thousand), HRK 5 thousand (2017: -) is secured by mortgages on real estate, HRK 316 thousand (2017: HRK 410 thousand) is secured by the redemption value of life assurance policies while, HRK 5 thousand is not secured (2017: HRK 5 thousand).

Out of past due and impaired loans and receivables in the amount of HRK 60,974 thousand (2017: HRK 63,017 thousand), HRK 29,046 thousand (2017: HRK 31,089 thousand) relate to past due and impaired loans and HRK 31,928 thousand (2017: HRK 31,928 thousand) relate to past due and fully impaired deposits with banks. Out of past due and impaired loans in the amount of HRK 29,046 thousand (2017: HRK 31,089 thousand), HRK 17,743 thousand (2017: HRK 19,362 thousand) is secured by mortgages on real estate, while HRK 11,303 thousand (2017: HRK 11,727 thousand) is not secured, however is fully impaired.

In 2018 and 2017, no interest income was recognised on impaired loans.

In certain circumstances, property is repossessed following the foreclosure on loans that are in default. Repossessed properties are measured at the lower of carrying amount and fair value less costs to sell and reported within "Investment property". During 2018, the Company has not obtained property by taking possession of collateral held as security (2017: HRK 412 thousand).

Repossessed properties are sold as soon as practicable to use proceeds to reduce the outstanding indebtedness either held for capital appreciation or to earn rentals.

The movement in impairment allowance for loans to customers during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
<b>At 1 January</b>	<b><u>27,335</u></b>	<u>30,348</u>
Impairment losses	<b>103</b>	343
Collection of amounts previously provided for	<b>(455)</b>	(630)
Reversal of impairment losses, net (Note 35)	<b>(352)</b>	(287)
Write offs	<b>(765)</b>	(2,726)
<b>At 31 December</b>	<b><u>26,218</u></b>	<u>27,335</u>

In 2018, the Company has not foreclosed properties in exchange of uncollected loans and interest receivables (2017: amounts charged to the impairment allowance for loans have been written off in amount HRK 311 thousand). Amounts charged to the allowance account are generally written off after property is repossessed following the foreclosure on loans that are in default and when afterwards there is no further expectation of recovering additional cash. In 2018, there were no amounts subsequently written off following the foreclosure on loans and repossession (2017: HRK 495 thousand).

## 16 Financial investments (continued)

	Held-to-maturity investments	Available-for-sale financial assets	Financial assets at fair value through profit or loss	Loans and receivables	Total
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<b>2018</b>					
Listed	-	12,927	3,996	-	16,923
Unlisted	-	25,196	-	-	25,196
<b>Equity securities</b>	<b>-</b>	<b>38,123</b>	<b>3,996</b>	<b>-</b>	<b>42,119</b>
Government bonds of the Republic of Croatia	975,880	1,800,019	-	-	2,775,899
Government bonds - foreign	-	3,946	-	-	3,946
Corporate bonds – domestic	-	26,958	-	-	26,958
Corporate bonds – foreign	-	3,356	23,883	-	27,239
Corporate bonds – assets backing index-linked products, foreign	-	-	65,837	-	65,837
Government bonds of the Republic of Croatia – assets backing unit and index linked products – domestic	-	-	447,185	-	447,185
<b>Debt securities – fixed rate, listed</b>	<b>975,880</b>	<b>1,834,279</b>	<b>536,905</b>	<b>-</b>	<b>3,347,064</b>
Investment funds – open ended, quoted	-	96,680	91,700	-	188,380
Investment funds – assets backing unit-linked products, domestic	-	-	32,208	-	32,208
<b>Investment funds</b>	<b>-</b>	<b>96,680</b>	<b>123,908</b>	<b>-</b>	<b>220,588</b>
Deposits with banks	-	-	-	148,067	148,067
Loans to customers – secured by the redemption value of life assurance	-	-	-	38,111	38,111
Loans to customers - secured by mortgages on real estate	-	-	-	4,058	4,058
Loans to customers - other	-	-	-	1,561	1,561
<b>Loans and receivables</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>191,797</b>	<b>191,797</b>
	<b>975,880</b>	<b>1,969,082</b>	<b>664,809</b>	<b>191,797</b>	<b>3,801,568</b>
<b>2017</b>					
Listed	-	11,088	826	-	11,914
Unlisted	-	26,581	-	-	26,581
<b>Equity securities</b>	<b>-</b>	<b>37,669</b>	<b>826</b>	<b>-</b>	<b>38,495</b>
Government bonds of the Republic of Croatia	929,490	1,057,022	-	-	1,986,512
Corporate bonds – domestic	-	5,067	-	-	5,067
Corporate bonds – foreign	-	3,654	34,836	-	38,490
Corporate bonds – assets backing index-linked products, foreign	-	-	73,028	-	73,028
Government bonds of the Republic of Croatia – assets backing unit and index linked products – domestic	-	-	344,593	-	344,593
<b>Debt securities – fixed rate, listed</b>	<b>929,490</b>	<b>1,065,743</b>	<b>452,457</b>	<b>-</b>	<b>2,447,690</b>
Investment funds – open ended, quoted	-	78,617	55,651	-	134,268
Investment funds – assets backing unit-linked products, domestic	-	-	34,858	-	34,858
<b>Investment funds</b>	<b>-</b>	<b>78,617</b>	<b>90,509</b>	<b>-</b>	<b>169,126</b>
Deposits with banks	-	-	-	129,701	129,701
Loans to customers – secured by the redemption value of life assurance	-	-	-	43,049	43,049
Loans to customers - secured by mortgages on real estate	-	-	-	5,184	5,184
Loans to customers - other	-	-	-	1,974	1,974
<b>Loans and receivables</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>179,908</b>	<b>179,908</b>
	<b>929,490</b>	<b>1,182,029</b>	<b>543,792</b>	<b>179,908</b>	<b>2,835,219</b>

## 16 Financial investments (continued)

### Reclassification of financial assets

From 2008 to 2012 upon decision of the Management Board, based on paragraph 54 of International Accounting Standard 39 *Financial Instruments: Recognition and Measurement*, the Company reclassified available-for-sale financial assets as held-to-maturity investments. The Company has intent and ability to hold the reclassified assets to maturity.

Reclassification date	Net book value at the reclassification date	Effective interest rate at the reclassification date	Other comprehensive income up to the reclassification date
	HRK'000	%	HRK'000
30 September 2008	23,893	7.52	(240)
5 October 2011	219,132	6.38	(1,759)
2 November 2011	296,041	6.80	(8,764)
20 March 2012	132,781	6.38	3,714
<b>Total</b>	<b>671,847</b>	<b>6.61</b>	<b>(7,049)</b>

	At the reclassification date		31 December 2018		31 December 2017	
	Net book value	Fair value	Net book value	Fair value	Net book value	Fair value
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<b>Assets reclassified in 2008*:</b>						
Debt securities	23,893	23,893	25,463	26,786	-	-
<b>Assets reclassified in 2011:</b>						
Debt securities	515,173	515,173	514,624	554,656	517,692	589,563
<b>Assets reclassified in 2012:</b>						
Debt securities	132,781	132,781	130,284	157,651	132,091	163,572
	<b>671,847</b>	<b>671,847</b>	<b>670,371</b>	<b>739,093</b>	<b>649,783</b>	<b>753,135</b>

\* - reclassified assets acquired on merger of Erste VIG

The following table shows the amounts recognised in profit or loss and other comprehensive income from reclassified assets:

	2018		2017	
	Profit or loss HRK'000	Other comprehensive income HRK'000	Profit or loss HRK'000	Other comprehensive income HRK'000
<b>Available-for-sale financial asset reclassified to held-to-maturity investments 2008 to 2012</b>				
Exchange rate differences	(5,095)	-	(2,354)	-
Interest income	43,351	-	42,536	-
Amortisation of discount	296	-	184	-
Amortisation of fair value reserve to profit or loss	(967)	-	(1,054)	-
Change in fair value reserve, net of income tax	-	793	-	864
	<b>37,585</b>	<b>793</b>	<b>39,312</b>	<b>864</b>

## 16 Financial investments (continued)

### Reclassification of financial assets (continued)

The following table shows the amounts that would be recognised in profit or loss and other comprehensive income from reclassified assets if there was no reclassification:

	2018		2017	
	Profit or loss HRK'000	Other comprehensive income HRK '000	Profit or loss HRK'000	Other comprehensive income HRK'000
<b>Available-for-sale financial asset reclassified to held-to-maturity investments 2008 to 2012</b>				
Exchange rate differences	(7,808)	-	(2,758)	-
Interest income	43,351	-	42,536	-
Amortisation of premium	(1,316)	-	(1,273)	-
Change in fair value reserve, net of income tax	-	(21,083)	-	10,048
	<u>34,227</u>	<u>(21,083)</u>	<u>38,505</u>	<u>10,048</u>

## 17 Reinsurers' share of technical provisions

	Note	2018	2017
		HRK'000	HRK'000
<b>Non-life</b>			
Reinsurance share in provision for unearned premiums	23 a)	52,822	48,588
Reinsurance share in reported but not settled claims reserve	23 b)	88,700	95,825
Reinsurance share in incurred but not reported claims reserve	23 c)	57,531	60,146
<b>Total Non-life</b>		<u>199,053</u>	<u>204,559</u>
<b>Life</b>			
Reinsurance share in provision for unearned premiums	23 a)	279	-
Reinsurance share in reported but not settled claims reserve	23 b)	141	525
Reinsurance share in incurred but not reported claims reserve	23 c)	905	497
Reinsurance share in life insurance provision	23 g)	223	-
<b>Total Life</b>		<u>1,548</u>	<u>1,022</u>
<b>Total reinsurers' share of technical provisions</b>		<u>200,601</u>	<u>205,581</u>

Reinsurers' share in technical provisions represents expected future claims that will be charged to reinsurers and reinsurers' share in unearned premium. Premiums ceded to reinsurance do not relieve the Company from its direct obligations towards policyholders. Accordingly, the Company incurs a credit risk up to the extent that the reinsurer would not be able to settle its liability under the reinsurance agreement.

## 18 Deferred tax asset/liability

	Deferred tax asset			Deferred tax liability		
	Impairment losses HRK'000	Unrealised losses HRK'000	Provisions for liabilities and charges HRK'000	Total deferred tax asset HRK'000	Fair value reserve HRK'000	Total deferred tax liability HRK'000
<b>At 1 January 2017</b>	5,385	273	308	<b>5,966</b>	(13,850)	<b>(13,850)</b>
Credited to profit or loss (Note 36a)	447	(26)	210	<b>631</b>	-	-
Debited to other comprehensive income (Note 21f)	-	-	-	-	(2,514)	<b>(2,514)</b>
<b>At 31 December 2017</b>	<u>5,832</u>	<u>247</u>	<u>518</u>	<u><b>6,597</b></u>	<u>(16,364)</u>	<u><b>(16,364)</b></u>
<b>At 1 January 2018</b>	<u>5,832</u>	<u>247</u>	<u>518</u>	<u><b>6,597</b></u>	<u>(16,364)</u>	<u><b>(16,364)</b></u>
Acquired on merger of Erste VIG (Note 11)	1,782	-	250	<b>2,032</b>	(11,244)	<b>(11,244)</b>
Debited to profit or loss (Note 36a)	(760)	347	(429)	<b>(842)</b>	-	-
Credited to other comprehensive income (Note 21f)	-	-	-	-	5,673	<b>5,673</b>
<b>At 31 December 2018</b>	<u><u>6,854</u></u>	<u><u>594</u></u>	<u><u>339</u></u>	<u><u><b>7,787</b></u></u>	<u><u>(21,935)</u></u>	<u><u><b>(21,935)</b></u></u>

**19 Insurance and other receivables**

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Receivables arising from insurance contracts		
- from policyholders	<b>91,196</b>	86,225
- from recourses	<b>28,353</b>	27,997
- from intermediaries	<b>481</b>	584
- from other	<b>9,626</b>	11,433
Receivables from reinsurance		
- for claims recoveries	<b>12,128</b>	19,487
- for reinsurance commission	<b>18,141</b>	20,570
Other receivables		
- interest receivables and accrued interest	<b>15,429</b>	16,251
- other	<b>15,901</b>	13,341
Prepaid expenses	<b>746</b>	244
Impairment allowance		
- for receivables from policyholders (Note 19a)	<b>(31,687)</b>	(35,207)
- for recourse receivables (Note 19b)	<b>(4,723)</b>	(4,780)
- for interest receivables and accrued interest (note 19d)	<b>(15,276)</b>	(16,108)
- for other receivables (Note 19e)	<b>(5,325)</b>	(5,423)
<b>Total insurance and other receivables</b>	<b>134,990</b>	134,614

The analysis of insurance and other receivables\* is given below:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Not due and not impaired	<b>94,991</b>	99,139
Due but not impaired	<b>16,369</b>	12,258
Due and impaired	<b>57,011</b>	61,518
Impairment allowance	<b>(57,011)</b>	(61,518)
	<b>111,360</b>	111,397

As at 31 December 2018, insurance and other receivables\* in the amount of HRK 16,369 thousand (2017: HRK 12,258 thousand) were past due but not impaired. The ageing analysis of these receivables is as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Up to 30 days	<b>7,737</b>	5,145
31 up to 90 days	<b>5,740</b>	4,214
91 up to 180 days	<b>1,880</b>	2,254
181 up to 365 days	<b>334</b>	575
more than 365 days	<b>678</b>	70
	<b>16,369</b>	12,258

\*Net receivables from recourses in the amount of HRK 23,630 thousand (2017: HRK 23,217 thousand) were past due and recognised within "Insurance and other payables" (Note 26) as "Deferred income from recourses".

**19 Insurance and other receivables (continued)**

## a) Receivables from policyholders

The movement in impairment allowance for receivables from policyholders during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
At 1 January	<u>35,207</u>	<u>40,615</u>
Increase in provisions for impairment	2,536	3,435
Decrease in provisions due to collection	<u>(3,549)</u>	<u>(4,749)</u>
<b>Net reversal of impairment provision</b>	<u>(1,013)</u>	<u>(1,314)</u>
Receivables written off during the year as uncollectible	<u>(2,507)</u>	<u>(4,094)</u>
<b>At 31 December</b>	<u><u>31,687</u></u>	<u><u>35,207</u></u>

Net reversal of impairment provision for receivables from policyholders are added to gross premiums written of non-life segment.

## b) Receivables from recourses

The movement in impairment allowance for recourse receivables during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
At 1 January	<u>4,780</u>	<u>4,806</u>
Decrease in provisions due to collection (Note 30)	(12)	(11)
Receivables written off during the year as uncollectible	<u>(45)</u>	<u>(15)</u>
<b>At 31 December</b>	<u><u>4,723</u></u>	<u><u>4,780</u></u>

## c) Other receivables arising from insurance contracts

The movement in impairment allowance for other receivables arising from insurance contracts during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
At 1 January	<u>-</u>	<u>39</u>
Decrease in provision due to collection	-	(39)
<b>At 31 December</b>	<u><u>-</u></u>	<u><u>-</u></u>

Impairment losses and reversal of provision for other receivables arising from insurance contracts relate to receivables for coinsurance premiums and are offset against or added to gross premiums written in non-life segment.

## 19 Insurance and other receivables (continued)

### d) Interest receivables and accrued interest

The movement in impairment allowance for interest receivables and accrued interest during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
At 1 January	<b>16,108</b>	18,295
Decrease in provisions due to collection (Note 35)	<b>(13)</b>	(4)
Write off	<b>(819)</b>	(2,183)
<b>At 31 December</b>	<b>15,276</b>	16,108

### e) Other receivables

The movement in impairment allowance for other receivables during the year was as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
At 1 January	<b>5,423</b>	5,178
Increase in provisions (Note 34)	<b>148</b>	559
Decrease in provisions due to collection	<b>(246)</b>	(182)
<b>(Net reversal of impairment provision)/ Net impairment loss</b>	<b>(98)</b>	377
Write off	-	(132)
<b>At 31 December</b>	<b>5,325</b>	5,423

## 20 Cash

	2018 HRK'000	2017 HRK'000
Cash at bank	23,267	10,273
Cash on hand	5	5
Total cash	<u>23,272</u>	<u>10,278</u>

## 21 Equity

### a) Share capital

	2018 HRK'000	2017 HRK'000
<b>Authorised, issued and fully paid</b>		
374,278 (2017:374,278) ordinary shares of HRK 630	<u>235,795</u>	<u>235,795</u>

The share capital of the Company is denominated in Croatian Kuna. The nominal value of each share issued is HRK 630.

At the reporting date, the shareholders of the Company are as follows:

	2018 % ownership	2017 % ownership
Vienna Insurance Group AG Wiener Versicherung Gruppe	97.82	97.82
Minority shareholders	<u>2.18</u>	<u>2.18</u>
	<u>100.00</u>	<u>100.00</u>

The parent company is Vienna Insurance Group AG Wiener Versicherung Gruppe and the ultimate parent company is Wiener Städtische Wechselseitiger Versicherungsverein – Vermögensverwaltung – Vienna Insurance Group.

### b) Capital reserves

Capital reserves consist of direct payments of shareholders into these reserves.

### c) Legal reserve

The legal reserve represents accumulated appropriations from retained earnings in accordance with the previous Insurance Act, effective until 31 December 2005, which required a minimum of one third of the Company's net profit to be transferred to a non-distributable statutory reserve until the reserve reaches half of the average of earned premium of the preceding two years.

### d) Other reserves

Other reserves can be used for share capital increase, loss coverage or other purposes at the discretion of the Company's General Assembly.

**21 Equity (continued)****e) Dividends per share**

In 2018, the Company paid dividends for 2017 in the amount of HRK 23,713 thousand or HRK 63.35 per share (in 2017 for 2016: HRK 22,180 thousands or HRK 59.26 per share), following declaration by shareholders at General Assembly. A dividend for year ended 31 December 2018 in amount of HRK 108.30 per share or in total amount of HRK 40,533 thousand, is to be proposed at the Annual general meeting in March 2019.

**f) Fair value reserve**

The fair value reserve represents the cumulative realized gains and losses from change in fair value of financial assets available-for-sale, net of deferred tax. All movements are presented in other comprehensive income in the Statement of comprehensive income, net of tax. Movements in the fair value reserve were as follows:

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
<b>At 1 January</b>		
Gross fair value reserve	90,910	76,942
Deferred tax (Note 18)	(16,364)	(13,850)
<b>Net</b>	<b>74,546</b>	<b>63,092</b>
Acquired on merger of Erste VIG		
Gross fair value reserve	62,468	-
Deferred tax on fair value reserve (Note 18)	(11,244)	-
	51,224	-
Net (losses)/gains from change in fair value of available-for-sale financial assets	(10,352)	42,444
Impairment losses on financial assets available for sale – transfer to profit or loss (Note 35)	605	-
Net gains on disposal of available-for-sale financial assets – transfer to profit or loss (Note 29)	(21,768)	(28,476)
	(31,515)	13,968
Deferred tax on net (losses)/gains from change in fair value of available-for-sale financial assets, net of amounts realized and impairment losses (Note 18)	5,673	(2,514)
<i>Net (loss)/gain recognised in other comprehensive income</i>	<i>(25,842)</i>	<i>11,454</i>
<b>At 31 December</b>		
Gross fair value reserve	121,863	90,910
Deferred tax (Note 18)	(21,935)	(16,364)
<b>Net</b>	<b>99,928</b>	<b>74,546</b>

## 21 Equity (continued)

Solvency II regulatory framework came into force on 1 January 2016 and has replaced the Solvency I capital requirements as the binding regulatory regime. The new Solvency II regime has fundamentally changed the calculation of solvency capital, measurement of assets and liabilities, introduced a number of new requirements in risk management and placed a greater emphasis on the assessment and documentation of risks and controls, including the development of an articulation of 'risk appetite'. In order to systematise risk management in 2016, the Company established and adopted the policies that cover the framework of risk management, own risk and solvency assessments (ORSA) and risk management for each risk category and continued on ongoing basis.

### Capital management objectives, policies and approach

The Company established the following capital management objectives, policies and approach to managing the risks that affect its capital position:

- To maintain the required level of stability of the Company and thereby providing sufficient security to policyholders;
- To allocate capital efficiently and support the development of business by ensuring that returns on employed capital meet the requirements of shareholders;
- To retain financial flexibility by maintaining strong liquidity;
- To align the profile of assets and liabilities taking into account the risks inherent in the business.

The operations of the Company are also subject to regulatory requirements imposed by Croatian Financial Services Supervisory Agency. Such regulations not only prescribe approval and monitoring of activities, but also impose certain restrictive provisions (e.g., capital adequacy) to minimise the risk of default and insolvency of the insurance companies to meet unforeseeable liabilities as they arise. The Company has met all of these requirements throughout the financial year.

In reporting of financial strength, capital and solvency are measured using the rules prescribed by the European Insurance and Occupational Pensions Authority (EIOPA). These regulatory capital tests are based upon required levels of solvency, capital and a series of prudent assumptions in respect of the type of business written. The Company's capital management policy for its insurance is to hold sufficient capital to cover the statutory requirements based on the EU directives and regulations as well as Croatian Insurance Act.

### Approach to capital management

The Company seeks to optimise the structure and sources of capital to ensure that it consistently maximises returns to the shareholders and policyholders. The Company's approach to managing capital involves managing assets, liabilities and risks in a coordinated way, assessing shortfalls between reported and required capital levels on a regular basis and taking appropriate actions to influence the capital position of the Company in the light of changes in economic conditions and risk characteristics.

The capital requirements are routinely forecast on a periodic basis and assessed against the forecast available capital including risk and sensitivity analyses. The process is ultimately subject to approval by the Management Board. The Company is using the standard Solvency II formula to calculate eligible own funds and the solvency capital requirement and performs own risk and solvency assessment to identify the risks and quantify their impact on the economic capital.

## 21 Equity (continued)

### Approach to capital management (continued)

ORSA is one of the requirements of the Solvency II legislation. ORSA is a process that ensures compliance of the business strategy with the risk strategy and capital requirements in the context of the general risk management framework. It aims to ensure that the insurer is fully aware of the relationship between its business strategy, the risks that the insurer is taking in the short term as well as in the medium to long term and the capital requirements arising from those risks. In line with legislation, ORSA incorporates the following three key elements:

- the insurance company's assessment of overall solvency needs,
- the assessment of compliance, on a continuous basis, with the capital requirements and with the requirements regarding technical provisions, and
- the assessment of the significance of the deviation of the insurance company's risk profile from the assumptions underlying the Solvency Capital Requirement in accordance with the standard formula.

The Company's objective is to maintain available capital at the level that is significantly above the minimum requirements indicated and consistent with the Company's risk profile, risk appetite and capital management strategy.

### Solvency II regulatory capitalisation (unaudited)

	<b>31 December 2018</b>	31 December 2017
	<b>HRK'000</b>	HRK'000
Eligible own funds	<b>826,421</b>	676.270
Solvency capital requirement	<b>315,876</b>	207.252
Minimum capital requirement	<b>125,476</b>	93.264
Solvency ratio	<b>261.6%</b>	326,3%

At 31 December 2018, the solvency ratio amounted to 261.6% (31 December 2017: 326,3%). Therefore, the insolvency risk that the Company is exposed to is small.

## 22 Earnings per share

For the purposes of calculating earnings per share, earnings are calculated as the profit for the year attributable to equity holders of the Company. The number of ordinary shares is the weighted average number of ordinary shares outstanding during the year after deducting the number of ordinary treasury shares. The weighted average number of ordinary shares used for basic and diluted earnings per share was 374,278 (2017: 374,278). Given that there are no effects of options, convertible bonds or similar instruments, the diluted earnings per share is the same as the basic earnings per share.

	2018 HRK'000	2017 HRK'000
Profit attributable to ordinary shareholders for earnings per share	<u>41,953</u>	<u>27,896</u>
Basic and diluted earnings per share	<u>112</u>	<u>75</u>

## 23 Technical provisions

	<i>Note</i>	2018 HRK'000	2017 HRK'000
<i>Non-life insurance business</i>			
Provision for unearned premiums	23 a)	161,151	146,261
Reported but not settled claims reserve	23 b)	164,920	168,600
Incurred but not reported claims reserve	23 c)	130,620	130,122
Unexpired risk provision	23 d)	710	840
Premium refund provision	23 e)	1,346	423
Other technical provision	23 f)	4	5
<b>Total Non-life insurance business</b>		<u>458,751</u>	<u>446,251</u>
<i>Life assurance business</i>			
Provision for unearned premiums	23 a)	2,511	1,876
Reported but not settled claims reserve	23 b)	29,038	19,998
Incurred but not reported claims reserve	23 c)	4,378	3,017
Other technical provision	23 f)	3,465	-
Life assurance provision for traditional products	23 g)	2,279,793	1,534,278
Provision for unit-linked and index-linked	23 h)	545,230	452,479
<b>Total Life assurance business</b>		<u>2,864,415</u>	<u>2,011,648</u>
<b>Total technical provisions</b>		<u>3,323,166</u>	<u>2,457,899</u>

## 23 Technical provisions (continued)

### a) Analysis of movement in provision for unearned premium

	2018	2018	2018	2017	2017	2017
	Gross	Reinsurance	Net	Gross	Reinsurance	Net
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<i>Non-life insurance business</i>						
<b>At 1 January</b>	<b>146,261</b>	<b>48,588</b>	<b>97,673</b>	143,924	59,747	84,177
Premiums written during the year	344,210	125,903	218,307	310,875	114,695	196,180
Less: premiums earned during the year	(329,320)	(121,669)	(207,651)	(308,538)	(125,854)	(182,684)
<b>At 31 December</b>	<b>161,151</b>	<b>52,822</b>	<b>108,329</b>	146,261	48,588	97,673
<i>Life assurance business</i>						
<b>At 1 January</b>	<b>1,876</b>	-	<b>1,876</b>	1,951	6	1,945
Acquired on merger of Erste VIG	948	304	644	-	-	-
Premiums written during the year	1,924	117	1,807	9,656	308	9,348
Less: premiums earned during the year	(2,237)	(142)	(2,095)	(9,731)	(314)	(9,417)
<b>At 31 December</b>	<b>2,511</b>	<b>279</b>	<b>2,232</b>	1,876	-	1,876

### b) Analysis of movements in reported but not settled claims reserve

	2018	2018	2018	2017	2017	2017
	Gross	Reinsurance	Net	Gross	Reinsurance	Net
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<i>Non-life insurance business</i>						
<b>At 1 January</b>	<b>168,600</b>	<b>95,825</b>	<b>72,775</b>	169,498	88,589	80,909
Current year claims	178,303	52,658	125,645	210,709	100,688	110,021
Change in previous year claims	(5,355)	(844)	(4,511)	(24,085)	(14,297)	(9,788)
Claims paid	(176,628)	(58,939)	(117,689)	(187,522)	(79,155)	(108,367)
<b>At 31 December</b>	<b>164,920</b>	<b>88,700</b>	<b>76,220</b>	168,600	95,825	72,775
<i>Life assurance business</i>						
<b>At 1 January</b>	<b>19,998</b>	<b>525</b>	<b>19,473</b>	11,479	1,755	9,724
Acquired on merger of Erste VIG	11,568	33	11,535	-	-	-
Current year claims	396,644	756	395,888	175,424	1,017	174,407
Change in previous year claims	(57,738)	981	(58,719)	4,034	291,070	(287,036)
Claims paid	(341,434)	(2,154)	(339,280)	(170,939)	(293,317)	122,378
<b>At 31 December</b>	<b>29,038</b>	<b>141</b>	<b>28,897</b>	19,998	525	19,473

**23 Technical provisions (continued)****c) Analysis of movements in incurred but not reported claims reserve**

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<i>Non-life insurance business</i>						
<b>At 1 January</b>	<b>130,122</b>	<b>60,146</b>	<b>69,976</b>	120,892	58,153	62,739
Additions recognised during the year	36,193	11,535	24,658	54,721	29,264	25,457
Transfer to claims reported provision	(35,695)	(14,150)	(21,545)	(45,491)	(27,271)	(18,220)
<b>At 31 December</b>	<b>130,620</b>	<b>57,531</b>	<b>73,089</b>	130,122	60,146	69,976
<i>Life assurance business</i>						
<b>At 1 January</b>	<b>3,017</b>	<b>497</b>	<b>2,520</b>	2,524	617	1,907
Acquired on merger of Erste VIG	4,146	1,869	2,277	-	-	-
Additions recognised during the year	(1,936)	(1,411)	(525)	1,511	140	1,371
Transfer to claims reported provision	(849)	(50)	(799)	(1,018)	(260)	(758)
<b>At 31 December</b>	<b>4,378</b>	<b>905</b>	<b>3,473</b>	3,017	497	2,520

**d) Analysis of movements in unexpired risk provision**

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<b>At 1 January</b>	<b>840</b>	-	<b>840</b>	2,530	-	2,530
Release in profit or loss	(840)	-	(840)	(2,530)	-	(2,530)
Increase in profit or loss	710	-	710	840	-	840
<b>At 31 December</b>	<b>710</b>	-	<b>710</b>	840	-	840

**e) Analysis of movements in premium refund provision**

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<b>At 1 January</b>	<b>423</b>	-	<b>423</b>	-	-	-
Release in profit or loss	(423)	-	(423)	-	-	-
Increase in profit or loss	1,346	-	1,346	423	-	423
<b>At 31 December</b>	<b>1,346</b>	-	<b>1,346</b>	423	-	423

## 23 Technical provisions (continued)

### f) Analysis of movements in other technical provision

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<i>Non-life insurance business</i>						
<b>At 1 January</b>	5	-	5	13	-	13
Release in profit or loss	(5)	-	(5)	(13)	-	(13)
Increase in profit or loss	4	-	4	5	-	5
<b>At 31 December</b>	<u>4</u>	<u>-</u>	<u>4</u>	<u>5</u>	<u>-</u>	<u>5</u>
<i>Life assurance business</i>						
<b>At 1 January</b>	-	-	-	-	-	-
Acquired on merger of Erste VIG	3,365	-	3,365	-	-	-
Release in profit or loss	-	-	-	-	-	-
Increase in profit or loss	100	-	100	-	-	-
<b>At 31 December</b>	<u>3,465</u>	<u>-</u>	<u>3,465</u>	<u>-</u>	<u>-</u>	<u>-</u>

### g) Life assurance provisions

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<b>At 1 January</b>	1,534,278	-	1,534,278	1,548,205	292,410	1,255,795
Acquired on merger of Erste VIG	633,568	224	633,344	-	-	-
Premium allocation	299,081	95	298,986	116,816	-	116,816
Release of liabilities due to benefits paid, surrenders and other terminations	(213,720)	(99)	(213,621)	(163,206)	(292,410)	129,204
Unwinding of discount/accretion of interest	48,285	-	48,285	42,242	-	42,242
Change in Zillmer adjustment	(7,158)	-	(7,158)	(2,590)	-	(2,590)
Change in provision for unearned premium	(673)	-	(673)	802	-	802
Foreign currency translations	(13,868)	3	(13,871)	(7,991)	-	(7,991)
<b>Balance at 31 December</b>	<u>2,279,793</u>	<u>223</u>	<u>2,279,570</u>	<u>1,534,278</u>	<u>-</u>	<u>1,534,278</u>

## 23 Technical provisions (continued)

### h) Provision for unit-linked and index-linked

	2018 Gross HRK'000	2018 Reinsurance HRK'000	2018 Net HRK'000	2017 Gross HRK'000	2017 Reinsurance HRK'000	2017 Net HRK'000
<b>At 1 January</b>	<b>452,479</b>	-	<b>452,479</b>	349,417	-	349,417
Acquired on merger of Erste VIG	165,356	-	165,356	-	-	-
Premium allocation	28,984	-	28,984	96,371	-	96,371
Unrealised gains on funds where policyholder investments were allocated	6,639	-	6,639	7,892	-	7,892
Foreign currency translations	(3,948)	-	(3,948)	(1,201)	-	(1,201)
Release of liabilities due to benefits paid, surrenders and other terminations	(104,280)	-	(104,280)	-	-	-
<b>Balance at 31 December</b>	<b>545,230</b>	-	<b>545,230</b>	452,479	-	452,479

### i) Development of claims reported by policyholders at 31 December 2018

	Prior to 2012 HRK'000	2012 HRK'000	2013 HRK'000	2014 HRK'000	2015 HRK'000	2016 HRK'000	2017 HRK'000	2018 HRK'000	Total HRK'000
Estimate of cumulative claims at the end of underwriting year	2,197,757	297,634	306,794	319,215	344,773	370,228	434,189	521,135	-
One year later	2,182,697	276,155	306,233	311,220	338,087	373,097	434,704	-	-
Two years later	2,176,818	248,111	302,250	290,901	330,194	363,082	-	-	-
Three years later	2,159,964	242,542	284,342	288,590	327,798	-	-	-	-
Four years later	2,146,759	269,586	283,083	284,154	-	-	-	-	-
Five years later	2,187,538	268,345	280,031	-	-	-	-	-	-
Six years later	2,186,492	270,534	-	-	-	-	-	-	-
Seven years later	2,186,122	-	-	-	-	-	-	-	-
<b>Current estimate of cumulative claims</b>	<b>2,186,122</b>	<b>270,534</b>	<b>280,031</b>	<b>284,154</b>	<b>327,798</b>	<b>363,082</b>	<b>434,704</b>	<b>521,135</b>	<b>4,667,560</b>
Cumulative payments	2,128,286	255,432	266,430	269,830	309,285	336,814	374,795	413,781	4,354,653
Amount recognised in the current year statement of financial position	57,836	15,102	13,601	14,324	18,513	26,268	59,909	107,354	312,907
Claims handling costs and recourses	4,787	686	638	710	870	1,147	2,049	3,126	14,013
Unsettled claims at 31 December 2018 on policies transferred in at 30 December 2005 on merger with Aurum	2,036	-	-	-	-	-	-	-	2,036
<b>Total value recognised in the current year statement of financial position</b>	<b>64,659</b>	<b>15,788</b>	<b>14,239</b>	<b>15,034</b>	<b>19,383</b>	<b>27,415</b>	<b>61,958</b>	<b>110,480</b>	<b>328,956</b>

The historical data in respect of unsettled claims transferred in upon merger with Aurum is insufficient to enable the presentation of their development over an eight-year period in the form as set above.

## 23 Technical provisions (continued)

### j) Remaining maturities of technical provisions

#### 2018

	Less than 1 year HRK'000	Between 1 and 5 years HRK'000	Between 5 and 10 years HRK'000	Between 10 and 15 years HRK'000	Between 15 and 20 years HRK'000	More than 20 years HRK'000	Total HRK'000
Provision for unearned premiums	163,662	-	-	-	-	-	163,662
Reported but not settled claims reserve and incurred but not reported claims reserve	106,339	188,407	34,210	-	-	-	328,956
Unexpired risk provision	710	-	-	-	-	-	710
Premium refund provision	1,346	-	-	-	-	-	1,346
Other technical provision	4	3,465	-	-	-	-	3,469
Life assurance provision and provision for unit-linked and index- linked	309,483	1,171,053	504,297	192,119	154,758	493,313	2,825,023
Technical provisions	<u>581,544</u>	<u>1,362,925</u>	<u>538,507</u>	<u>192,119</u>	<u>154,758</u>	<u>493,313</u>	<u>3,323,166</u>

#### 2017

	Less than 1 year HRK'000	Between 1 and 5 years HRK'000	Between 5 and 10 years HRK'000	Between 10 and 15 years HRK'000	Between 15 and 20 years HRK'000	More than 20 years HRK'000	Total HRK'000
Provision for unearned premiums	148,137	-	-	-	-	-	148,137
Reported but not settled claims reserve and incurred but not reported claims reserve	96,435	193,212	32,090	-	-	-	321,737
Unexpired risk provision	840	-	-	-	-	-	840
Premium refund provision	423	-	-	-	-	-	423
Other technical provision	5	-	-	-	-	-	5
Life assurance provision and provision for unit-linked and index- linked	168,608	775,422	311,497	175,432	83,596	472,202	1,986,757
Technical provisions	<u>414,448</u>	<u>968,634</u>	<u>343,587</u>	<u>175,432</u>	<u>83,596</u>	<u>472,202</u>	<u>2,457,899</u>

## 23 Technical provisions (continued)

### k) Structure of assets used for backing life assurance provision

The following table analyses the financial assets used for backing life assurance provision into relevant maturity categories based on the remaining period from the reporting date to the contractual maturity date and the estimated remaining contractual maturities of life assurance provision and claims provision for which coverage is requested.

	Less than 1 year	Between 1 and 5 years	Between 5 and 10 years	More than 10 years	Total
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<b>2018</b>					
Asset backing life assurance provision	312,806	891,830	958,123	480,008	<b>2,642,767</b>
Life assurance provision, net of reinsurance	(179,501)	(794,701)	(503,124)	(852,959)	<b>(2,330,285)</b>
Claims provision, net of reinsurance	(19,955)	-	-	-	<b>(19,955)</b>
<b>Maturity gap</b>	<b>113,350</b>	<b>97,129</b>	<b>454,999</b>	<b>(372,951)</b>	<b>292,527</b>
<b>2017</b>					
Asset backing life assurance provision	110,233	1,057,421	469,504	192,434	<b>1,829,592</b>
Life assurance provision, net of reinsurance	(116,128)	(410,041)	(308,842)	(739,412)	<b>(1,574,423)</b>
Claims provision, net of reinsurance	(6,264)	(9,396)	-	-	<b>(15,660)</b>
<b>Maturity gap</b>	<b>(12,159)</b>	<b>637,984</b>	<b>160,662</b>	<b>(546,978)</b>	<b>239,509</b>

As of 31 December 2018, 57.6% of total assets used for backing life assurance provision were classified as financial assets available for sale, which enables the Company to dispose of these assets easily to meet insurance contracts liabilities when needed. 34.8% of assets used for backing life assurance provision are classified as held-to-maturity investments. 0.6% of assets used for backing life assurance provision are classified as financial assets at fair value through profit and loss and 7.0% as loans and receivables.

The following table analyses the life assurance provision and financial asset used for backing life assurance provision into relevant categories based on the currency in which is denominated.

	EURO	EURO linked	EURO and EURO linked total	HRK	USD	Total
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<b>2018</b>						
Asset backing life assurance provision	248,068	1,480,470	<b>1,728,538</b>	904,625	9,604	<b>2,642,767</b>
Life assurance provision, net of reinsurance	-	(1,839,100)	(1,839,100)	(481,199)	(9,986)	<b>(2,330,285)</b>
Claims provision, net of reinsurance	-	(19,531)	(19,531)	(424)	-	<b>(19,955)</b>
	<b>248,068</b>	<b>(378,161)</b>	<b>(130,093)</b>	<b>423,002</b>	<b>(382)</b>	<b>292,527</b>
<b>2017</b>						
Asset backing life assurance provision	138,313	958,168	<b>1,096,481</b>	723,290	9,821	<b>1,829,592</b>
Life assurance provision, net of reinsurance	-	(1,162,652)	<b>(1,162,652)</b>	(402,493)	(9,278)	<b>(1,574,423)</b>
Claims provision, net of reinsurance	-	(14,854)	<b>(14,854)</b>	(796)	(10)	<b>(15,660)</b>
	<b>138,313</b>	<b>(219,338)</b>	<b>(81,025)</b>	<b>320,001</b>	<b>533</b>	<b>239,509</b>

In 2018, the Company achieved an annual return on investments from life assurance provision in amount of 4.64% (2017: 5.86%). Weighted average yield for the two-year period from 2017 to 2018 was 5.33% (2017: two-year period from 2016 to 2017: 5.89%). Valuation of financial assets is described in accounting policy Note 3 (f).

## 23 Technical provisions (continued)

### l) Structure of assets used for backing technical provisions (other than life assurance provision)

The following table analyses the financial assets used for backing technical provisions into relevant maturity categories based on the remaining period from the reporting date to the contractual maturity date and the estimated remaining contractual maturities of technical provisions for which coverage is requested:

	Less than 1 year	Between 1 and 5 years	Between 5 and 10 years	More than 10 years	Total
	HRK'000	HRK'000	HRK'000	HRK'000	HRK'000
<b>2018</b>					
Asset backing technical provisions	61,982	118,706	197,343	104,277	482,308
Provision for unearned premium, net of reinsurance	(110,561)	-	-	-	(110,561)
Claims provision, net of reinsurance	(34,394)	(109,316)	(18,014)	-	(161,724)
Other provisions	(2,060)	(3,465)	-	-	(5,525)
<b>Maturity gap</b>	<b>(85,033)</b>	<b>5,925</b>	<b>179,329</b>	<b>104,277</b>	<b>204,498</b>
<b>2017</b>					
Asset backing technical provisions	125,975	111,204	174,451	48,797	460,427
Provision for unearned premium, net of reinsurance	(99,549)	-	-	-	(99,549)
Claims provision, net of reinsurance	(42,629)	(89,825)	(16,630)	-	(149,084)
Other provisions	(1,268)	-	-	-	(1,268)
<b>Maturity gap</b>	<b>(17,471)</b>	<b>21,379</b>	<b>157,821</b>	<b>48,797</b>	<b>210,526</b>

As of 31 December 2018, 78.5% of total assets used for backing technical provisions are classified as financial assets available for sale and 6.9% as financial assets at fair value through profit or loss, which enables the Company to dispose of those assets easily to meet insurance contracts liabilities when needed. 11.6% of assets used for backing technical provision are classified as held-to-maturity investments and 3.0% as loans and receivables.

The following table analyses the financial assets used for backing technical provisions and technical provisions into relevant categories based on the currency in which are denominated.

	EURO	EURO	EURO and	HRK	USD	Total
	HRK'000	linked	EURO linked	HRK'000	HRK'000	HRK'000
		HRK'000	total			
			HRK'000			
<b>2018</b>						
Asset backing technical provision	33,519	48,868	<b>82,387</b>	399,921	-	<b>482,308</b>
Provision for unearned premium, net of reinsurance	-	(1,877)	<b>(1,877)</b>	(108,680)	(4)	<b>(110,561)</b>
Claims provision, net of reinsurance	-	(14,399)	<b>(14,399)</b>	(147,325)	-	<b>(161,724)</b>
Other provisions	-	-	-	(5,525)	-	<b>(5,525)</b>
	<u>33,519</u>	<u>32,592</u>	<u><b>66,111</b></u>	<u>138,391</u>	<u>(4)</u>	<u><b>204,498</b></u>
<b>2017</b>						
Asset backing technical provision	33,559	48,797	<b>82,356</b>	378,051	20	<b>460,427</b>
Provision for unearned premium, net of reinsurance	-	(1,876)	<b>(1,876)</b>	(97,673)	-	<b>(99,549)</b>
Claims provision, net of reinsurance	-	(10,275)	<b>(10,275)</b>	(138,808)	(1)	<b>(149,084)</b>
Other provisions	-	-	-	(1,268)	-	<b>(1,268)</b>
	<u>33,559</u>	<u>36,646</u>	<u><b>70,205</b></u>	<u>140,302</u>	<u>19</u>	<u><b>210,526</b></u>

**24 Discretionary profit participation provision**

	2018 HRK'000	2017 HRK'000
<b>Balance at 1 January</b>	<b>40,145</b>	42,674
Acquired on merger of Erste VIG	<b>11,270</b>	-
Funds released during the year due to surrenders and benefits	<b>(2,500)</b>	(3,958)
Allocation of discretionary bonuses	<b>1,800</b>	1,429
	<hr/>	<hr/>
<b>Balance at 31 December</b>	<b>50,715</b>	40,145
	<hr/> <hr/>	<hr/> <hr/>

**25 Provisions for liabilities and charges**

	Provision for court cases HRK'000	Termination benefits and jubilee awards HRK'000	Restructuring provision HRK'000	Total HRK'000
<b>At 1 January 2017</b>	<b>7,769</b>	<b>778</b>	-	<b>8,547</b>
Used during the year	(920)	(116)	-	(1,036)
Release of provision as unused	(108)	-	-	(108)
Increase of provision	883	126	1,180	2,189
	<hr/>	<hr/>	<hr/>	<hr/>
<i>Net charged to profit or loss</i>	<i>775</i>	<i>126</i>	<i>1,180</i>	<i>2,081</i>
	<hr/>	<hr/>	<hr/>	<hr/>
<b>At 31 December 2017</b>	<b>7,624</b>	<b>788</b>	<b>1,180</b>	<b>9,592</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<b>At 1 January 2018</b>	<b>7,624</b>	<b>788</b>	<b>1,180</b>	<b>9,592</b>
Acquired on merger of Erste VIG	206	101	428	735
Used during the year	(797)	(112)	(957)	(1,866)
Release of provision as unused	(2,026)	(8)	-	(2,034)
Increase of provision	2,215	75	-	2,290
	<hr/>	<hr/>	<hr/>	<hr/>
<i>Net charged to profit or loss</i>	<i>189</i>	<i>67</i>	<i>-</i>	<i>256</i>
	<hr/>	<hr/>	<hr/>	<hr/>
<b>At 31 December 2018</b>	<b>7,222</b>	<b>844</b>	<b>651</b>	<b>8,717</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

Net increase of provision for court cases is recognised in "Other operating expenses" (Note 34). Net increase of obligatory severance payments and jubilee awards provision and increase of restructuring provision are recognised within „Administrative expenses“ (Note 33).

**26 Insurance and other payables**

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Direct insurance contract payables		
- to policyholders and claimant	<b>2,140</b>	1,851
- to agents, brokers and intermediaries	<b>4,044</b>	2,623
- advance premium payments	<b>18,976</b>	10,601
Reinsurance contract payables	<b>50,523</b>	52,747
Deposits retained from reinsurance business (Note 38)	<b>83,129</b>	87,063
Liabilities for salaries	<b>8,614</b>	8,385
Trade payables	<b>10,512</b>	7,821
Commission expense accrual	<b>16,506</b>	10,977
Other payables	<b>10,521</b>	8,228
Deferred income from recourses	<b>23,630</b>	23,217
Accrued expenses	<b>77,295</b>	42,742
<b>Total insurance and other payables</b>	<b>305,890</b>	256,255

The Company retains deposits from reinsurance business arising from the Quota Share reinsurance treaties for Motor Third Party Liability and Personal Accident insurance with a parent company. In accordance with the reinsurance treaties, applicable from 1 January 2010 for Motor Third Party Liability insurance and from 1 January 2011 for Personal Accident insurance (Quota share for Personal accident insurance is now in run-off, ie. not applied to new portfolio, therefore the reinsurance deposit exists on run-off reinsurance portfolio), the reinsurance deposit is retained and the Company invests the funds. Deposit from 1 January 2011 bears variable interest rate determined quarterly as the average of BID and ASK prices of 3 month ZIBOR at beginning of the accounting period increased by + 0.5 pp.

## 27 Premiums

	2018 HRK'000	2017 HRK'000
<i>Non-life insurance</i>		
Gross premium written	344,210	310,875
Written premiums ceded to reinsurers	(125,903)	(114,695)
Change in unearned premiums, gross	(14,890)	(2,337)
Change in unearned premiums, reinsurance share	4,234	(11,159)
<b>Total premium income net, (earned) from non-life insurance</b>	<b>207,651</b>	<b>182,684</b>
<i>Life assurance</i>		
Gross premium written	422,863	283,247
Written premiums ceded to reinsurers	(3,241)	(3,481)
Change in unearned premiums, gross	313	75
Change in unearned premiums, reinsurance share	(25)	(6)
<b>Total premium income net, (earned) from life assurance</b>	<b>419,910</b>	<b>279,835</b>
<b>Total</b>		
Gross premium written	767,073	594,122
Written premiums ceded to reinsurers	(129,144)	(118,176)
Change in unearned premiums, gross	(14,577)	(2,262)
Change in unearned premiums, reinsurance share	4,209	(11,165)
<b>Total premiums</b>	<b>627,561</b>	<b>462,519</b>

Gross premiums written for life assurance business include premiums of HRK 4,6 million (2017: HRK 5,0 million) in respect of unit-linked products and premiums of HRK 29,7 million in respect of Unit-linked with internal fund products (2017: HRK 111,0 million). Gross premiums written for non-life insurance are stated after adjusting for the net decrease in provisions for premium debtors of HRK 1,0 million (2017: net decrease for HRK 1,4 million).

**27 Premiums (continued)****Analysis by class of business**

An analysis of written premiums and claims incurred by class of business is set out below.

	<b>Gross premiums written HRK'000</b>	<b>Gross premiums earned HRK'000</b>	<b>Gross claims incurred HRK'000</b>	<b>Acquisition and administrative expenses HRK'000</b>	<b>Reinsurance balance* HRK'000</b>
<b>2018</b>					
<i>Non-life insurance business</i>					
Motor third party	90,729	96,073	(53,897)	(28,949)	(4,493)
Motor other classes	37,256	37,781	(32,270)	(7,653)	(849)
Property	98,783	81,239	(35,220)	(29,934)	(12,788)
Personal lines	19,228	17,655	(8,087)	(5,807)	(341)
Other	98,214	96,572	(44,764)	(30,418)	(23,300)
<b>Total non-life</b>	<b>344,210</b>	<b>329,320</b>	<b>(174,238)</b>	<b>(102,761)</b>	<b>(41,771)</b>
<i>Life assurance business</i>					
Life assurance	370,583	370,633	(338,391)	(107,999)	(1,115)
Annuity assurance	524	524	(834)	(101)	-
Additional riders	17,696	17,959	(1,775)	(9,649)	(521)
Index/Unit Linked	34,060	34,060	(33,863)	(5,394)	-
<b>Total life</b>	<b>422,863</b>	<b>423,176</b>	<b>(374,863)</b>	<b>(123,143)</b>	<b>(1,636)</b>
<b>Grand total</b>	<b>767,073</b>	<b>752,496</b>	<b>(549,101)</b>	<b>(225,904)</b>	<b>(43,407)</b>
<b>2017</b>					
<i>Non-life insurance business</i>					
Motor third party	102,189	113,519	(69,110)	(36,466)	(2,465)
Motor other classes	39,288	38,342	(33,026)	(8,217)	(911)
Property	69,636	67,778	(23,268)	(26,073)	(15,196)
Personal lines	14,408	14,460	(6,231)	(4,743)	(727)
Other	85,354	74,439	(62,944)	(26,435)	15,013
<b>Total non-life</b>	<b>310,875</b>	<b>308,538</b>	<b>(194,579)</b>	<b>(101,934)</b>	<b>(4,286)</b>
<i>Life assurance business</i>					
Life assurance	152,216	152,249	(138,179)	(63,497)	(3,413)
Annuity assurance	727	727	(427)	(195)	-
Additional riders	14,358	14,399	(4,400)	(9,648)	(66)
Index/Unit Linked	115,946	115,947	(123,551)	(32,118)	-
<b>Total life</b>	<b>283,247</b>	<b>283,322</b>	<b>(266,557)</b>	<b>(105,458)</b>	<b>(3,479)</b>
<b>Grand total</b>	<b>594,122</b>	<b>591,860</b>	<b>(461,136)</b>	<b>(207,392)</b>	<b>(7,765)</b>

\* Reinsurance balance does not include technical interests on reinsurance deposit in the amount of HRK 632 thousand for non-life and HRK 6 thousand for life business (2017: HRK 757 thousand for non-life and HRK 4 thousand for life business) (Note 35).

## 28 Fees and commission income

	2018 HRK'000	2017 HRK'000
Reinsurance commission	30,302	29,620
Profit reinsurance commission	1,752	4,015
	<u>32,054</u>	<u>33,635</u>

## 29 Financial income

	2018 HRK'000	2017 HRK'000
Interest income:		
- Available-for-sale financial assets	47,806	38,657
- Held-to-maturity investments	56,076	54,540
- Loans and receivables	8,439	9,735
Dividend income	1,384	1,218
Rental income from investment property (Note 13)	2,748	2,930
Net unrealised gains on assets at fair value through profit or loss	6,359	6,958
Net realised losses on assets at fair value through profit or loss	(1,200)	(322)
Net realised gains on assets available for sale (Note 21f)	21,768	28,476
Net gains on disposal of investment property	1,269	17
Reversal of impairment loss on investment property (Note 13)	2,443	-
Other financial income	703	872
	<u>147,795</u>	<u>143,081</u>

	Non-life 2018 HRK'000	Life 2018 HRK'000	Total 2018 HRK'000	Non-life 2017 HRK'000	Life 2017 HRK'000	Total 2017 HRK'000
<b>Financial income</b>						
Income from assets backing equity	4,218	5,352	9,570	2,877	3,502	6,379
Income from assets backing life assurance provision	-	115,442	115,442	-	108,265	108,265
Income from assets backing other technical provisions	16,429	508	16,937	21,820	-	21,820
Income from assets backing index-linked and unit-linked products	-	5,846	5,846	-	6,617	6,617
	<u>20,647</u>	<u>127,148</u>	<u>147,795</u>	<u>24,697</u>	<u>118,384</u>	<u>143,081</u>

**30 Other operating income**

	<b>2018</b>	<b>2017</b>
	<b>HRK'000</b>	<b>HRK'000</b>
Refund of legal enforcement collection expense and penalty interest	<b>1,707</b>	2,279
Income from service claims	<b>982</b>	1,115
Profit on disposal of property and equipment	<b>631</b>	106
Liabilities written off	<b>339</b>	1,486
Reversal of impairment loss of property (Note 12)	<b>219</b>	-
Income from recharged expenses	<b>143</b>	227
Decrease in provision for recourse receivables due to collection (Note 19)	<b>12</b>	11
Income from court settlement	-	2,686
Other operating income	<b>1,397</b>	2,068
	<hr/> <b>5,430</b> <hr/>	<hr/> 9,978 <hr/>

**31 Net policyholders claims and benefits accrued**

	2018	2017
	HRK'000	HRK'000
<i>Non-life insurance</i>		
Claims paid		
Gross amount	(176,628)	(187,522)
Reinsurers' share	58,939	79,155
Change in reported but not settled claims reserve		
Gross amount	3,680	898
Reinsurers' share	(7,125)	7,236
Change in incurred but not reported claims reserve		
Gross amount	(498)	(9,230)
Reinsurers' share	(2,615)	1,993
Change in unexpired risk provision, gross and net	130	1,690
Change in premium refund provision, gross and net	(923)	(423)
Change in other technical provision, gross and net	1	8
	<hr/>	<hr/>
Total gross claims incurred from non-life insurance	(174,238)	(194,579)
Total reinsurance share in claims incurred from non-life insurance	49,199	88,384
	<hr/>	<hr/>
<b>Total net claims incurred from non-life insurance</b>	<b>(125,039)</b>	<b>(106,195)</b>
	<hr/> <hr/>	<hr/> <hr/>
<i>Life assurance</i>		
Claims paid (benefits and surrenders)		
Gross amount	(341,434)	(170,939)
Reinsurers' share	2,154	293,317
Change in life assurance provision		
Gross amount	(111,947)	13,927
Reinsurers' share	(1)	(292,410)
Change in life assurance provision for unit and index-linked products, gross and net	72,605	(103,062)
Change in reported but not settled claims reserve		
Gross amount	2,528	(8,519)
Reinsurers' share	(417)	(1,230)
Change in incurred but not reported claims reserve		
Gross amount	2,785	(493)
Reinsurers' share	(1,461)	(120)
Change in discretionary profit participation provision, gross and net	700	2,529
Change in other technical provision, gross and net	(100)	-
	<hr/>	<hr/>
Total gross claims incurred from life assurance	(374,863)	(266,557)
Total reinsurance share in claims incurred from life assurance	275	(443)
	<hr/>	<hr/>
<b>Total net claims incurred from life assurance</b>	<b>(374,588)</b>	<b>(267,000)</b>
	<hr/> <hr/>	<hr/> <hr/>
<b>Total gross claims incurred</b>	<b>(549,101)</b>	<b>(461,136)</b>
<b>Total reinsurance share in claims incurred</b>	<b>49,474</b>	<b>87,941</b>
	<hr/>	<hr/>
<b>Total</b>	<b>(499,627)</b>	<b>(373,195)</b>
	<hr/> <hr/>	<hr/> <hr/>

**31 Net policyholders claims and benefits accrued (continued)**

The table below presents claims ratio, costs ratio and combined ratio by line of business calculated in accordance with HANFA's Regulation on the Structure and Content of the Annual Financial Statements of Insurance and Reinsurance Companies.

**Analysis of claims ratio, costs ratio and combined ratio**

	Claims ratio	Costs ratio	Combined ratio
<b>2018</b>			
Personal accident insurance	45.81%	33.79%	79.60%
Health insurance	60.93%	54.74%	115.67%
Insurance of motor vehicles	85.41%	20.73%	106.14%
Insurance of track vehicles	58.25%	46.17%	104.42%
Insurance of aircrafts	11.55%	29.80%	41.35%
Insurance of vessels	82.41%	34.16%	116.57%
Insurance of goods in transit	14.03%	34.29%	48.32%
Insurance against fire and natural disasters	38.88%	34.18%	73.06%
Other property insurance lines	50.12%	45.75%	95.87%
Motor third party liability insurance	56.10%	32.96%	89.06%
Aircraft liability insurance	7.59%	47.44%	55.03%
Vessel liability insurance	21.88%	23.36%	45.24%
Other third liability insurance lines	29.95%	30.95%	60.90%
Credit insurance	(27,833.26%)	(16,726.65%)	(44,559.91%)
Suretyship insurance	140.48%	47.14%	187.62%
Insurance of miscellaneous financial losses	17.66%	11.96%	29.62%
Insurance of legal protection	20.81%	170.25%	191.06%
Travel insurance	60.01%	38.35%	98.36%
<b>Total non-life</b>	<b>52.91%</b>	<b>32.94%</b>	<b>85.85%</b>
<b>2017</b>			
Personal accident insurance	43.09%	33.61%	76.70%
Health insurance	51.24%	71.48%	122.72%
Insurance of motor vehicles	86.14%	22.33%	108.47%
Insurance of track vehicles	25.48%	58.50%	83.98%
Insurance of aircrafts	48.05%	41.59%	89.64%
Insurance of vessels	48.85%	35.65%	84.50%
Insurance of goods in transit	20.48%	41.02%	61.50%
Insurance against fire and natural disasters	20.17%	40.87%	61.04%
Other property insurance lines	56.10%	42.20%	98.30%
Motor third party liability insurance	60.88%	34.59%	95.47%
Aircraft liability insurance	25.83%	106.01%	131.84%
Vessel liability insurance	18.66%	37.57%	56.23%
Other third liability insurance lines	39.67%	32.81%	72.48%
Credit insurance	(25,809.56%)	(6,265.22%)	(32,074.78%)
Suretyship insurance	241.30%	54.65%	295.95%
Insurance of miscellaneous financial losses	419.63%	20.69%	440.32%
Insurance of legal protection	40.89%	47.40%	88.29%
Travel insurance	74.80%	41.43%	116.23%
<b>Total non-life</b>	<b>63.06%</b>	<b>35.24%</b>	<b>98.30%</b>

Ratios are calculated in accordance with Ordinance on the form and content of financial statements and additional reports of insurance and reinsurance companies (Official Gazette 37/16, 96/18) as follows:

**Claims ratio** = (claims paid, gross + change in claims reserves, gross + change in unexpired risk provision, gross + change in other technical provision, gross / (gross written premiums including net provision for premium receivables impairment + change in gross unearned premium)

**Costs ratio** = (acquisition costs + change in deferred acquisition costs + administrative expenses + other operating-technical expenses + other operating-technical income) / (gross written premium including net provision for premium receivables impairment+ change in gross unearned premium)

**Combined ratio** = claims ratio + costs ratio

### 32 Acquisition costs

	2018 HRK'000	2017 HRK'000
<i>Non-life insurance business</i>		
Commission expenses	47,169	41,935
Other acquisition costs	21,396	23,460
Changes in deferred acquisition costs (Note 14)	(783)	(427)
<b>Total acquisition costs, non-life</b>	<b>67,782</b>	<b>64,968</b>
<i>Life assurance business</i>		
Commission expenses	24,084	10,170
Other acquisition costs	37,524	35,871
Changes in deferred acquisition costs (Note 14)	19	(6)
<b>Total acquisition costs, life</b>	<b>61,627</b>	<b>46,035</b>
	<b>129,409</b>	<b>111,003</b>

Included within acquisition costs are internal sales staff costs amounting to HRK 50.1 million (2017: HRK 68.5 million).

### 33 Administrative expenses

	2018 HRK'000	2017 HRK'000
Personnel expenses	36,622	36,558
Rentals (Note 37b)	11,143	11,616
Software	9,031	11,173
Telecommunication and post services	6,209	5,764
Energy and utilities	4,912	5,120
Depreciation of property and equipment (Note 12)	4,713	4,203
Amortisation of other intangible assets (Note 15)	4,699	2,715
Travel expenses and daily allowances	2,775	2,140
Maintenance	2,573	2,671
Consulting costs	1,638	1,281
Audit fees	643	504
Management fees – related parties (Note 38)	809	985
Lawyers fees	513	443
Provision for termination benefits and jubilee awards, net (Note 25)	67	126
Provision for restructuring costs (Note 25)	-	1,180
Other expenses	10,148	9,910
	<b>96,495</b>	<b>96,389</b>

In 2018, the average number of employees of the Company was 623 (2017: 664). In 2018, the Company paid pension contributions of HRK 17.8 million (2017: HRK 17.5 million) into obligatory pension funds.

**34 Other operating expenses**

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Write off loss and impairment loss on property and equipment (Note 12)	<b>3,550</b>	195
Credit cards payments fees	<b>3,039</b>	3,117
Compulsory motor third party liability insurance contribution to the Croatian health fund	<b>2,154</b>	2,700
Guarantee – fund and Croatian Insurance Bureau levies	<b>1,215</b>	1,511
Legal enforcement collection of receivables from policyholders	<b>1,186</b>	1,491
Prevention costs	<b>995</b>	1,397
Write off loss on other receivables	<b>781</b>	1,382
Fire brigade contributions	<b>689</b>	908
Provision for legal claims (Note 25)	<b>189</b>	775
Provision for other receivables impairment (Note 19e)	<b>148</b>	559
Legal claims paid (lawsuit brought against Company)	<b>104</b>	2,600
Write off loss on other intangible assets (Note 15)	-	957
Loss on disposal of property and equipment	-	31
Change in Guarantee - fund Croatian Insurance Bureau provision	<b>(1,841)</b>	(1,796)
Other expenses	<b>1,683</b>	1,507
	<b>13,892</b>	17,334

**35 Financial expenses**

	<b>2018</b>	2017
	<b>HRK'000</b>	HRK'000
Interest expense	-	1,030
Interest expense on reinsurance deposit (Note 38)	<b>638</b>	761
Depreciation of investment property (Note 13)	<b>683</b>	927
Impairment loss on investment property (Note 13)	<b>180</b>	4,071
Impairment loss on available-for-sale financial assets (Note 21f)	<b>605</b>	-
Reversal of impairment loss on loans to customers (Note 16), net	<b>(352)</b>	(287)
Reversal of impairment loss on interest receivables (Note 19d), net	<b>(13)</b>	(4)
Foreign exchange translation loss		
- Financial assets at fair value through profit or loss	<b>4,218</b>	596
- Available-for-sale financial assets	<b>2,945</b>	2,364
- Held-to-maturity investments	<b>8,079</b>	3,757
- Loans and receivables	<b>715</b>	583
- Deposit retained from reinsurance business	<b>(4)</b>	(4)
- Other	<b>250</b>	137
Energy, utilities and maintenance expenses of investment property	<b>1,175</b>	1,345
Other expenses	<b>1,870</b>	1,806
	<b>20,989</b>	17,082

### 35 Financial expenses (continued)

	Non-life 2018 HRK'000	Life 2018 HRK'000	Total 2018 HRK'000	Non-life 2017 HRK'000	Life 2017 HRK'000	Total 2017 HRK'000
Expenses from assets backing share capital	1,135	1,727	2,862	3,963	2,971	6,934
Expenses from assets backing life assurance provision	-	11,725	11,725	-	8,550	8,550
Expenses from assets backing other technical provisions	2,465	(11)	2,454	1,598	-	1,598
Expenses from assets backing index-linked and unit-linked products	-	3,948	3,948	-	-	-
	<u>3,600</u>	<u>17,389</u>	<u>20,989</u>	<u>5,561</u>	<u>11,521</u>	<u>17,082</u>

### 36 Income taxes

	2018 HRK'000	2017 HRK'000
Current income tax	(9,633)	(6,945)
Deferred income tax (Note 18)	(842)	631
<b>Total income tax expense</b>	<u>(10,475)</u>	<u>(6,314)</u>

#### a. Reconciliation of accounting profit for the year to income tax expense

	2018 HRK'000	2017 HRK'000
Profit before tax	<u>52,428</u>	<u>34,210</u>
Income tax at 18%	(9,437)	(6,158)
Tax effects of:		
Non-deductible expenses	(1,892)	(2,098)
Income not subject to tax	1,696	1,311
Origination and reversal of temporary differences (Note 18)	(842)	631
<b>Total income tax expense</b>	<u>(10,475)</u>	<u>(6,314)</u>
<b>Effective income tax rate</b>	<u>20,0%</u>	<u>18,5%</u>

## 36 Income taxes (continued)

### b. Income tax recognised in other comprehensive income

	2018 HRK'000	2017 HRK'000
<b>On available-for-sale financial assets</b>		
Deferred tax on net gains from change in fair value of available-for-sale financial assets, net- of amounts realised and impairment losses including change in tax rate (Note 18 and Note 21 f)	5,673	(2,514)
	<u>5,673</u>	<u>(2,514)</u>

### c. Current income tax (prepayment)/liability

	2018 HRK'000	2017 HRK'000
Current income tax liability / (prepayment)	915	(2,450)
	<u>915</u>	<u>(2,450)</u>

## 37 Commitments

### a. Capital commitments

By the end of 2021, the Company plans to move from the existing information system for the non-life insurance portfolio, to a unified, technologically advanced and more functional IT system for administering the portfolio of non-life and life insurance. Capital expenditure for software, contracted for at the end of the reporting period but not yet incurred amounts to HRK 4.5 million (2017: HRK 7.4 million).

### b. Operating leases

The Company lease office space and motor vehicles under operating leases. All leases are cancellable and typically run for an initial period of one to ten years. None of the leases include contingent rentals.

During 2018, HRK 11.1 million was recognised as an expense in the Company's profit or loss (2017: HRK 11.6 million) (Note 33).

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

	2018 HRK'000	2017 HRK'000
No later than 1 year	3,089	2,467
Later than 1 year and no later than 5 years	3,658	1,330
	<u>6,747</u>	<u>3,797</u>

The future aggregate minimum lease payments under motor vehicle operating leases include and non - lease element e.g. full fleet management services fees.

## 38 Related parties

The major shareholder of the Company is Vienna Insurance Group AG Wiener Versicherung Gruppe with a holding of 97,82% (2017: 97.82%) of the Company's shares at year end. The remaining 2,18% (2017: 2.18%) of the shares are held by minority shareholders. Ultimate parent of the Company is Wiener Städtische Wechselseitiger Versicherungsverein – Vermögensverwaltung – Vienna Insurance Group. The Company considers that it has an immediate related party relationship with its shareholders, the ultimate parent of its key shareholder, the Supervisory Board members, Management Board members and other executive management (together "key management personnel"); close family members of key management personnel; and entities controlled, jointly controlled or significantly influenced by key management personnel and their close family members, in accordance with the definitions contained in International Accounting Standard 24 "Related Party Disclosures" ("IAS 24").

### *Parent company and other related companies within VIG Group*

The Company cedes reinsurance to the parent company and other related companies, VIG Re, DONAU and Wiener Städtische Versicherung AG. The results of transactions with parent company and related companies are reinsurance premiums and recoveries during the year as well as receivable and payable balances at the end of the year, as follows:

	2018 HRK'000	2017 HRK'000
<b>Premium ceded:</b>		
Reinsurance premiums payable at beginning of the year	(43,323)	(82,593)
Reinsurance premiums ceded during the year	(92,242)	(91,825)
Reinsurance premiums paid during the year	104,869	131,095
	<u>(30,696)</u>	<u>(43,323)</u>
<b>Reinsurance recoveries:</b>		
At the beginning of the year	39,446	39,446
Invoiced during the year	49,160	356,173
Received during the year	(74,647)	(374,608)
	<u>13,959</u>	<u>21,011</u>
<b>Reinsurance commission:</b>		
At the beginning of the year	21,616	21,616
Invoiced during the year	27,324	28,211
Received during the year	(42,668)	(40,388)
	<u>6,272</u>	<u>9,439</u>
<b>Deposit retained from reinsurance business (Note 26)</b>	<u>(83,129)</u>	<u>(87,063)</u>
<b>Accrued interest on deposit retained from reinsurance business (Note 35)</b>	<u>638</u>	<u>761</u>

## 38 Related parties (continued)

### *Parent company and other related companies within VIG Group (continued)*

In 2018, management fees charged to the Company amounted to HRK 0.8 million (2017: 1.0 million) (Note 33) and software maintenance services amounted to HRK 2.3 million (2017: HRK 6.7 million) (Note 33).

The Company held 5% of shareholding in Erste VIG related company, prior to merger as of 7 May 2018 which was carried at value of HRK 10.1 million. In 2018, Erste VIG paid dividend in amount of HRK 671 thousand to the Company (2017: HRK 555 thousand) (Note 29).

The Company holds 1,33% of shareholding in VIG FUND, a.s., Prague, related company, which is carried at value of HRK 25,196 thousand (2017: HRK 16,475 thousand). In 2018, Company recognized gain from change in fair value in amount of HRK 521 thousand in other comprehensive income (2017: gain HRK 571 thousand). In 2018, VIG FUND, a.s. paid dividend in amount of HRK 405 thousand to the Company (2017: HRK 401 thousand) (Note 29).

The Company was renting office premises to Erste VIG prior the merger into the Company whereby rental income was recognised in amount of HRK 455 thousand (2017: HRK 1,132 thousand). In addition, the Company was renting office premises from Erste VIG prior the merger whereby rental expenses were recognised in the amount of HRK 344 thousand (2017: HRK 987 thousand) (Note 29 and 33). In addition, the Company rents office premises from related company S.O.S.-Expert d.o.o., owned by LVP Holding GmbH, whereby rental expenses were recognised in the amount of HRK 1.5 million (2017: HRK 1.5 million) (Note 33).

### *Erste&Steiermärkische Bank Group*

The Company has strategic partnership with Erste&Steiermärkische Bank d.d. The Company offers insurance products over the Erste&Steiermärkische Bank d.d. (further on "Erste Bank") sales network as distribution channel. During 2018, the Company acquired through the Erste Bank as distribution channel gross written premium in amount of HRK 191.2 million (2017: HRK 60.5 million) and paid commission to Erste Bank thereon in amount of HRK 15.4 million (2017: HRK 3.5 million). Erste Bank and other members of Erste Bank Group concludes insurance contracts with the Company with gross written premium in amount of HRK 9.5 million in 2018 (2017: HRK 8.6 million). Majority of concluded insurance contracts were property insurance contracts.

The Company holds deposits and cash at bank accounts with Erste Bank in amount of HRK 66.1 million as at 31 December 2018 (2017: HRK 37.9 million). The Company holds corporate bond issued by Erste Bank in amount of HRK 21.9 million as at 31 December 2018 (2017: -) and structured bonds issued by Erste Bank AG and Banca Comerciala Romana s.a. in amount of HRK 89.7 million as at 31 December 2018 (2017: HRK 107.9 million). The Company holds units in investment funds managed by Erste Asset Management d.o.o. in amount of HRK 202.5 million as at 31 December 2018 (2017: HRK 143.8 million).

Erste Bank d.d. provides custody services, cash and payment transaction services and guarantee services to the Company which amounted to HRK 1.9 million during 2018 (2017: HRK 1.7 million). As at 31 December 2018 contingent guarantees amounted to HRK 1.9 million (2017: HRK 1,7 million). The Company also acquires services from other members of Erste Bank Group. The Company leases vehicles under operating leases with Erste & Steiermärkische S-Leasing d.o.o. During 2018, the Company paid to Erste & Steiermärkische S-Leasing d.o.o. under operating leases HRK 357 thousand (2017: -) and as at 31 December 2018 had operating lease commitments for minimum lease payments of HRK 442 thousand (2017: -). Erste Card Club d.o.o. provides card payment transaction services to the Company which amounted to HRK 702 thousand in 2018 (2017: HRK 890 thousand). Erste nekretnine d.o.o. provides real estate valuation and real state consulting services to the Company which amounted to HRK 164 thousand in 2018 (2017: -). Erste Group IT HR d.o.o. provides software maintenance services to the Company which amounted to HRK 119 thousand during 2018 (2017: -).

Deposits, bonds and investment funds attract standard commercial rates and yields as well services provided are subject to standard commercial transaction and service fees and charges.

### *Key management personnel*

Included in key management personnel are Management and Supervisory Board members. The remuneration of the key management personnel amounted to HRK 5.9 million (2017: HRK 6.2 million), and comprises the total gross amount of their compensation including short-term and long-term benefits, such as basic salary, bonuses and benefits in kind.

### 38 Related parties (continued)

2018

	Assets HRK'000	Liabilities HRK'000	Income HRK'000	Expense HRK'000
<i>Key management personnel</i>	-	1,523	-	5,885
<i>Parent company</i>				
Vienna Insurance Group AG Wiener Versicherung Gruppe	9,684	96,598	52,400	56,531
<i>Shareholder</i>				
Erste&Steiermärkische Bank Group	395,069	1,591	191,769	18,578
<i>Related companies</i>				
Wiener Staedtische Versicherung AG	165	1,020	848	4,934
VIG Re	10,380	18,847	23,222	33,990
DONAU	-	-	4	55
Kooperativa pojišťovna, a.s., Vienna Insurance Group, Prague	2	17	11	110
Erste VIG	-	-	455	528
S.O.S. – Expert d.o.o.	-	-	-	1,466
Camelot Informatik und Consulting	-	-	-	637
	<u>415,300</u>	<u>119,596</u>	<u>268,709</u>	<u>122,714</u>

2017

	Assets HRK'000	Liabilities HRK'000	Income HRK'000	Expense HRK'000
<i>Key management personnel</i>	-	1,609	-	6,238
<i>Parent company</i>				
Vienna Insurance Group AG Wiener Versicherung Gruppe	10,524	99,970	67,746	68,863
<i>Shareholder</i>				
Erste&Steiermärkische Bank Group	313,201	368	61,029	6,151
<i>Related companies</i>				
LVP Holding GmbH	-	-	-	1,030
Wiener Staedtische Versicherung AG	179	2,266	638	3,946
VIG Re	19,736	29,553	315,989	27,279
DONAU	39	-	4	58
Kooperativa pojišťovna, a.s., Vienna Insurance Group, Prague	7	82	7	82
Erste VIG	49	36	1,254	1,326
S.O.S. – Expert d.o.o.	-	-	-	1,456
	<u>343,735</u>	<u>133,884</u>	<u>446,667</u>	<u>116,429</u>

## 39 Financial Risk Management

The primary objective of the Company's risk and financial management framework is to protect the Company's policyholders and shareholders from events that hinder the sustainable achievement of financial performance objectives, including failing to exploit opportunities.

Transactions with financial instruments result in the Company assuming financial risks. These include market risk, credit risk (including reinsurance credit risk) and liquidity risk. Each of these financial risks is described below, including a summary of Company's risk management.

### Market risk

Market risk includes three types of risk:

- interest rate risk – the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.
- price risk – the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market.
- currency risk – the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

Market risk embodies the potential loss as well as the potential gain.

### Asset and liability matching

The Company manages its assets using an approach which balances quality, diversification, asset/liability matching, liquidity and investment return. The goal of the investment process is to optimise the after-tax, risk-adjusted investment income and risk-adjusted total return, whilst ensuring that the assets and liabilities are managed on a cash-flow and duration basis. Management reviews and approves target portfolios on a periodic basis, establishing investment guidelines and limits, and providing oversight of the asset/liability management process. Due attention is also given to the compliance with the rules established by the Insurance Act.

The Company establishes target asset portfolios for each business segment, which represents the investment strategies used to profitably fund its liabilities within acceptable levels of risk. These strategies include objectives for effective duration, liquidity, asset sector concentration and credit risk quality. The estimates used in determining the approximate amounts and timing of payments to or on behalf of policyholders for insurance liabilities are regularly reviewed.

Many of these estimates are inherently subjective and could affect the Company's ability to achieve its asset and liability management goals and objectives.

### Interest rate risk

The Company's exposure to market risk for changes in interest rates is concentrated in its investment portfolio and debt obligations. The Company's operations are subject to the risk of interest rate fluctuations to the extent that interest earning assets and interest bearing liabilities mature or reprice at different times or in different amounts.

The Company is also exposed to the risk of changes in future cash flows arising from the changes in market interest rates. This risk is, however, limited, considering that majority of the Company's interest earning investments and majority of interest bearing liabilities bear fixed interest rates at the reporting date.

## 39 Financial risk management (continued)

### Interest rate risk (continued)

Deposits retained from reinsurance bear variable interest rates.

Interest rate changes do not influence the level of non-life provisions, other than for motor third party annuities, which are not significant at the date of financial position. The life assurance provision is discounted using the lower of the technical interest rate or maximum rate prescribed by HANFA, which cannot be higher than the weighted average annual return for the last two years on assets backing life assurance provision.

The Company monitors this exposure through regular reviews of its asset and liability positions. Estimates of cash flows, as well as the impact of interest rate fluctuations on the investment portfolio and technical reserves, are regularly reviewed. The overall objective of these strategies is to limit the net changes in the value of assets and liabilities arising from interest rate movements.

The Company attempts to match the future receipts from these assets with its insurance liabilities by purchasing Government bonds. However, due to the relatively short duration of such bonds, and the longer duration of life assurance liabilities, and the inability of the Company to purchase interest rate swaps in Croatia, the Company is exposed to interest rate risk.

Note 41 discloses the effective interest rates and repricing analysis at the reporting date for the Company's and the Company's financial assets and financial liabilities within the scope of IAS 39 at 31 December 2018 and 31 December 2017.

Since the majority of interest earning assets and majority of interest bearing liabilities on those dates, had fixed interest rate, there would be no direct effect on the Company's profit or loss. Indirect effect would be reflected in the change of fair value of debt securities at fair value through profit or loss, therefore there are no disclosures on interest rate sensitivity analysis.

### Price risk

The Company is exposed to price risk on its portfolio of marketable equity securities and investment funds carried in the statement of financial position at fair value. Price risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded on the market.

The Company's objective is to earn competitive returns by investing in a diverse portfolio of securities. Portfolio characteristics are analysed regularly. The Company's holdings are diversified across industries, and concentrations in any one company or industry are limited by parameters established by senior management, as well as by statutory requirements.

The analysis below is performed for reasonably possible movements in key variable with all other variables held constant, showing the impact on profit and other comprehensive income resulting from financial instruments.

	<b>Impact on profit or loss after tax 2018 HRK'000</b>	<b>Impact on other comprehensive income after tax 2018 HRK'000</b>	<b>Impact on profit or loss after tax 2017 HRK'000</b>	<b>Impact on other comprehensive income after tax 2017 HRK'000</b>
Change in price by $\pm$ 1%	<b>1,049/(1,049)</b>	<b>1,105/(1,105)</b>	749/(749)	871/(871)
Change in price by $\pm$ 3%	<b>3,146/(3,146)</b>	<b>3,316/(3,316)</b>	2,247/(2,247)	2,612/(2,612)
Change in price by $\pm$ 5%	<b>5,244/(5,244)</b>	<b>5,527/(5,527)</b>	3,745/(3,745)	4,353/(4,353)

## 39 Financial risk management (continued)

### Foreign exchange risk

The Company is exposed to currency risk through transactions in foreign currencies. This is the risk that the value of a financial instrument will fluctuate because of changes in foreign exchange rates.

Foreign currency exposure arises from credit, deposit and investment activities as well as from premium income, calculation of related technical provisions and settlement of claims on insurance policies linked to foreign currency and subordinated loan. The currency giving rise to this risk is Euro.

The Company manages foreign currency risk by trying to minimise the gap between assets and liabilities denominated in or linked to foreign currency.

Note 42 discloses the currency analysis at the reporting date for the Company's financial assets and financial liabilities as at 31 December 2018 and 31 December 2017.

The analysis below is performed for reasonably possible movements in key variable with all other variables held constant, showing the impact on profit or loss and other comprehensive income resulting from financial investments.

All the Company's assets and liabilities are denominated either in HRK, EUR or USD. The EUR/HRK rate is targeted in an interval of between 7.40 HRK for 1 EUR and 7.50 HRK for 1 EUR (2017: between 7.40 HRK for 1 EUR and 7.60 HRK for 1 EUR). The EUR/HRK rate was most of the time in the past within that range.

EUR / HRK rate	Impact on profit or loss after tax 2018 HRK'000	Impact on other comprehensive income after tax 2018 HRK'000	Impact on profit or loss after tax 2017 HRK'000	Impact on other comprehensive income after tax 2017 HRK'000
Change in fx rate by $\pm$ 1%	18,380/(18,380)	759/(759)	12,942/(12,942)	135/(135)
Change in fx rate by $\pm$ 2%	36,761/(36,761)	1,518/(1,518)	25,884/(25,884)	270/(270)

## 39 Financial risk management (continued)

### Credit risk

In the course of its normal operations the Company is exposed to credit risk. Credit risk is defined as the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation. It usually results from the adverse changes in a borrower's ability to repay the debt. The Company's maximum exposure to credit risk is represented by the carrying value of its financial assets.

The Company's portfolios of fixed income securities, mortgage loans and to a lesser extent deposits with banks and other investments are subject to credit risk. Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis. Credit evaluations are performed on policyholders and collateral is secured prior to the disbursement or extension of approved policyholder loans.

Maximum exposure to credit risk at the reporting date is as follows:

	<i>Note</i>	<b>2018</b> <b>HRK'000</b>	2017 HRK'000
Cash	20	<b>23,272</b>	10,278
Debt securities	16	<b>3,347,064</b>	2,447,690
Deposits with banks	16	<b>148,067</b>	129,701
Loans to customers	16	<b>43,730</b>	50,207
Reinsurers' share of technical provisions	17	<b>200,601</b>	205,581
Insurance and other receivables	19	<b>134,990</b>	134,614
Current income tax prepayment	36c)	-	2,450
		<u><b>3,897,724</b></u>	<u>2,980,521</u>

Accordingly, at the reporting date, the Company had a significant concentration of amounts due from the Republic of Croatia as follows:

	<i>Note</i>	<b>2018</b> <b>HRK'000</b>	2017 HRK'000
Government bonds	16	<b>2,775,899</b>	1,986,512
Current income tax prepayment	36c)	-	2,450
		<u><b>2,775,899</b></u>	<u>1,988,962</u>

The total exposure to Croatian state risk represents 63% of the total assets of the Company (2017: 59%).

## 39 Financial risk management (continued)

### Credit risk (continued)

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the credit ratings of counterparties.

2018

	AAA - A HRK'000	BBB - B HRK'000	Not rated HRK'000	Total HRK'000
<i>Financial assets at fair value through profit or loss</i>				
Debt securities	14,237	9,646	-	23,883
Debt securities – assets backing index-linked products	27,927	485,095	-	513,022
<i>Available-for-sale financial assets</i>				
Debt securities	1,916	1,805,404	26,959	1,834,279
<i>Held-to-maturity investments</i>				
Debt securities	-	975,880	-	975,880
<i>Loans and receivables</i>				
Deposits with banks	-	49,108	98,959	148,067
Loans to customers	-	-	43,730	43,730
Reinsurers' share of technical provisions	200,601	-	-	200,601
Insurance and other receivables	30,269	-	104,721	134,990
Cash	-	-	23,272	23,272
<b>Total exposure to credit risk</b>	<b>274,950</b>	<b>3,325,133</b>	<b>297,641</b>	<b>3,897,724</b>

2017

	AAA - A HRK'000	BBB - B HRK'000	Not rated HRK'000	Total HRK'000
<i>Financial assets at fair value through profit or loss</i>				
Debt securities	26,931	7,905	-	34,836
Debt securities – assets backing index-linked products	33,005	384,616	-	417,621
<i>Available-for-sale financial assets</i>				
Debt securities	-	1,060,676	5,067	1,065,743
<i>Held-to-maturity investments</i>				
Debt securities	-	929,490	-	929,490
<i>Loans and receivables</i>				
Deposits with banks	-	47,889	81,812	129,701
Loans to customers	-	-	50,207	50,207
Reinsurers' share of technical provisions	205,581	-	-	205,581
Insurance and other receivables	40,057	-	94,557	134,614
Current income tax prepayment	-	2,450	-	2,450
Cash	-	-	10,278	10,278
<b>Total exposure to credit risk</b>	<b>305,574</b>	<b>2,433,026</b>	<b>241,921</b>	<b>2,980,521</b>

## 39 Financial risk management (continued)

### Credit risk (continued)

To mitigate the risk of reinsurance counterparties not paying amounts due, the Company established business and financial standards for reinsurers and broker approvals, incorporating ratings by major rating agencies and considering current market information (Standard&Poor's, A.M. Best).

<b>Reinsurers as of 31 December 2018</b>	<b>Credit rating (Standard&amp;Poor's or AM Best)</b>
American Agricultural Insurance Company	A
ACE INA Overseas Insurance Co	AA-
ACE American Insurance Company	AA
AIG Europe Ltd	A+
CHUBB European Group SE	AA
CHUBB Insurance Company of Europe SE	Not Rated
CHUBB Insurance Japan	A+
CHUBB Insurance Company of Australia	Not Rated
CHUBB Insurance Company of Canada	AA
CCR / Caisse Centrale de Reassurance	A-
Randall and Quilter Group Investment Holdings Ltd. (ex - Chevanstell Limited)	Not rated
DONAU Versicherung AG Vienna Insurance Group (rating VIG group)	A+
General Reinsurance AG	AA+
Glacier Reinsurance AG	Not rated
Hannover Rückversicherung AG	AA-
Helvetia Schweizerische Versicherungsgesellschaft AG	A
Kooperativa, pojist'ovna, a.s. Vienna Insurance Group (rating VIG group)	A+
Korean Reinsurance Co.	A
Liberty Mutual Insurance Europe Ltd	A
Mapfre Re, Compania de Reaseguros, S.A.	A
Mutuelle Centrale de Reassurance	Not Rated
Münchener Rückversicherungsgesellschaft	AA-
New Reinsurance Company	AA-
Odyssey Reinsurance Company	A-
Partner Reinsurance Europe SE	A+
Polish Re / Polskie Towarzystwo Reasekuracyjne S.A.	A-
R + V Versicherung AG	AA-
Sava / Pozavarovalnica Sava, d.d.	A-
SCOR Global P&C SE	AA-
Swiss Re Europe S.A.	AA-
Toa Reinsurance Company Limited	A+
Transatlantic Reinsurance Company Ltd.	A+
VIENNA INSURANCE GROUP AG Wiener Versicherung Gruppe	A+
VIG Re zajistovna a.s.	A+
Wiener Städtische Versicherung AG Vienna Insurance Group (rating VIG group)	A+
XL Re Europe Limited	A+
Zurich Re	AA-
Lloyd's of London – various syndicates	

## 39 Financial risk management (continued)

### Liquidity risk

Liquidity risk arises in the general funding of the Company's activities and in the management of positions. It includes both the risk of being unable to fund assets at appropriate maturities and rates and the risk of being unable to liquidate an asset at a reasonable price and in an appropriate timeframe.

The Company holds a portfolio of liquid assets as part of its liquidity risk management strategy, to ensure continuous operations and to meet legal requirements.

The Company's liquidity position is satisfactory and the Company met statutory requirements for claims settlement during the year.

Note 40 discloses the maturity analysis at the reporting date for the Company's financial assets and financial liabilities.

Note 23 discloses the maturity analysis of the Company's technical provisions.

### Fair values

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique.

	Note	2018		2017	
		Book value HRK'000	Fair value HRK'000	Book value HRK'000	Fair value HRK'000
Held-to-maturity investments	16	975,880	1,078,463	929,490	1,064,549
Available-for-sale financial assets	16	1,969,082	1,969,082	1,182,029	1,182,029
Financial assets at fair value through profit or loss	16	664,809	664,809	543,792	543,792
Loans and receivables	16	191,797	192,696	179,908	180,838
Reinsurers' share of technical provisions	17	200,601	200,601	205,581	205,581
Insurance and other receivables	19	134,990	134,990	134,614	134,614
Current income tax prepayment	36c)	-	-	2,450	2,450
Cash	20	23,272	23,272	10,278	10,278
<b>Total financial assets</b>		<b>4,160,431</b>	<b>4,263,913</b>	<b>3,188,142</b>	<b>3,324,131</b>
Insurance and other payables	26	305,890	305,890	256,255	256,255
Current income tax liability	36c)	915	915	-	-
<b>Total financial liabilities</b>		<b>306,805</b>	<b>306,805</b>	<b>256,255</b>	<b>256,255</b>

## 39 Financial risk management (continued)

### Fair values (continued)

Some of the Company's financial assets are measured at fair value at the end of each reporting period. The following table gives information about how the fair values of these financial assets are determined (in particular, the valuation technique(s) and inputs used).

Financial assets/financial liabilities	Fair value as at		Fair value hierarchy	Valuation techniques and key inputs	Significant unobservable inputs	Relationship of unobservable inputs to fair value
	31 December 2018	31 December 2017				
<i>Fair value through profit and loss</i>						
Debt securities	536,905	452,457	Level 2	Quoted market prices in active markets for underlying financial assets of index-linked debt securities or other valuation techniques as discounted cash flows in which all significant inputs are directly or indirectly observable from market data	Not applicable	Not applicable
Equity securities	3,996	826	Level 1	Price quoted on a stock exchange – average price on the last day in the month	Not applicable	Not applicable
Open-end investment fund shares	123,908	90,509	Level 1	Quoted price issued by the fund	Not applicable	Not applicable
<i>Available for sale assets</i>						
Debt securities	1,831,274	1,062,738	Level 1	Price quoted on a stock exchange – average trade or bid price on the last day in the month	Not applicable	Not applicable
Debt securities	3,005	3,005	Level 2	Last average price amortised until maturity and corporate bond in the process of listing into stock exchange (purchase price is used)	Not applicable	Not applicable
Equity securities	12,927	11,088	Level 1	Price quoted on a stock exchange – average price on the last day in the month	Not applicable	Not applicable
Equity securities	25,196	26,581	Level 2	Measured at cost and price based on NAV of the real estate fund	Not applicable	Not applicable
Open-end investment fund shares	96,680	78,617	Level 1	Quoted price issued by the fund	Not applicable	Not applicable

## 39 Financial risk management (continued)

### *Hierarchy of fair values*

The Company measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

- Level 1: quoted price (unadjusted) in an active market;
- Level 2: inputs other than quoted prices included in Level 1 that are observable for the financial assets, either directly (for example prices) or indirectly (for example derived from prices);
- Level 3: inputs for assets are not based on observable market data (for example valuation techniques using significant unobservable inputs).

	Level 1 HRK'000	Level 2 HRK'000	Level 3 HRK'000	Total HRK'000
<b>31 December 2018</b>				
<i>Financial assets at fair value through profit or loss</i>				
Debt securities	-	23,883	-	23,883
Debt securities – assets backing index-linked products	-	513,022	-	513,022
Equity securities	3,996	-	-	3,996
Investment funds	91,700	-	-	91,700
Investment funds – assets backing unit-linked products	32,208	-	-	32,208
<i>Available-for-sale financial assets</i>				
Debt securities	1,831,274	3,005	-	1,834,279
Equity securities	12,927	25,196	-	38,123
Investment funds	96,680	-	-	96,680
<b>Total financial assets</b>	<b>2,068,785</b>	<b>565,106</b>	<b>-</b>	<b>2,633,891</b>
<b>31 December 2017</b>				
<i>Financial assets at fair value through profit or loss</i>				
Debt securities	-	34,836	-	34,836
Debt securities – assets backing index-linked products	-	417,621	-	417,621
Equity securities	826	-	-	826
Investment funds	55,651	-	-	55,651
Investment funds – assets backing unit-linked products	34,858	-	-	34,858
<i>Available-for-sale financial assets</i>				
Debt securities	1,062,738	3,005	-	1,065,743
Equity securities	11,088	26,581	-	37,669
Investment funds	78,617	-	-	78,617
<b>Total financial assets</b>	<b>1,243,778</b>	<b>482,043</b>	<b>-</b>	<b>1,725,821</b>

In both 2018 and 2017 there were no transfers between Level 1 and Level 2 of the fair value hierarchy and available for sale hierarchy.

## 40 Maturity analysis

The tables below analyse the financial assets and liabilities within the scope of IAS 39 of the Company at 31 December 2018 and 31 December 2017 into relevant maturity groupings based on the remaining period from the reporting date to the contractual maturity date, except for non-monetary financial assets at fair value through profit or loss which are classified as short term and non-monetary financial assets available for sale carried at cost which are classified as long term. The estimated remaining contractual maturities of insurance provisions are analysed in Note 23 j).

### 2018

	Up to 6 months HRK'000	6-12 months HRK'000	1-2 years HRK'000	2-5 years HRK'000	More than 5 years HRK'000	Total HRK'000
<b>Financial assets</b>						
<i>Financial assets at fair value through profit or loss</i>						
Debt securities	-	5,470	14,237	4,176	-	23,883
Debt securities – assets backing index-linked products	-	76,016	174,226	205,494	57,286	513,022
Equity securities	3,996	-	-	-	-	3,996
Investment funds	91,700	-	-	-	-	91,700
Investment funds – assets backing unit-linked products	-	-	-	-	32,208	32,208
<i>Available-for-sale financial assets</i>						
Debt securities	2,030	4,987	124,302	144,365	1,558,595	1,834,279
Equity securities	12,927	-	-	-	25,196	38,123
Investment funds	96,680	-	-	-	-	96,680
<i>Held-to-maturity investments</i>						
Debt securities	-	138,353	542,565	133,999	160,963	975,880
<i>Loans and receivables</i>						
Deposits with banks	38,301	46,558	19,679	43,529	-	148,067
Loans to customers	7,100	2,931	4,239	6,086	23,374	43,730
Reinsurers' share of technical provisions	53,280	51,407	9,141	70,578	16,195	200,601
Insurance and other receivables	134,990	-	-	-	-	134,990
Cash	23,272	-	-	-	-	23,272
<b>Total financial assets</b>	<b>464,276</b>	<b>325,722</b>	<b>888,389</b>	<b>608,227</b>	<b>1,873,817</b>	<b>4,160,431</b>
<b>Financial liabilities</b>						
Current income tax liability	915	-	-	-	-	915
Insurance and other payables	93,426	111,389	30,422	47,067	23,586	305,890
<b>Total financial liabilities</b>	<b>94,341</b>	<b>111,389</b>	<b>30,422</b>	<b>47,067</b>	<b>23,586</b>	<b>306,805</b>

**40 Maturity analysis (continued)****2017**

	Up to 6 months HRK'000	6-12 months HRK'000	1-2 years HRK'000	2-5 years HRK'000	More than 5 years HRK'000	Total HRK'000
<b>Financial assets</b>						
<i>Financial assets at fair value through profit or loss</i>						
Debt securities	-	13,548	5,090	16,198	-	34,836
Debt securities – assets backing index-linked products	-	52,336	79,355	285,930	-	417,621
Equity securities	826	-	-	-	-	826
Investment funds	55,651	-	-	-	-	55,651
Investment funds – assets backing unit-linked products	-	-	-	-	34,858	34,858
<i>Available-for-sale financial assets</i>						
Debt securities	-	84,534	3,315	243,856	734,038	1,065,743
Equity securities	11,088	-	-	-	26,581	37,669
Investment funds	78,617	-	-	-	-	78,617
<i>Held-to-maturity investments</i>						
Debt securities	-	22,153	114,588	664,642	128,107	929,490
<i>Loans and receivables</i>						
Deposits with banks	-	-	81,812	47,889	-	129,701
Loans to customers	7,920	3,195	5,545	6,548	26,999	50,207
Reinsurers' share of technical provisions	47,949	48,181	6,158	87,832	15,461	205,581
Insurance and other receivables	134,614	-	-	-	-	134,614
Current income tax prepayment	2,450	-	-	-	-	2,450
Cash	10,278	-	-	-	-	10,278
<b>Total financial assets</b>	<b>349,393</b>	<b>223,947</b>	<b>295,863</b>	<b>1,352,895</b>	<b>966,044</b>	<b>3,188,142</b>
<b>Financial liabilities</b>						
Insurance and other payables	69,810	111,716	14,729	40,502	19,498	256,255
<b>Total financial liabilities</b>	<b>69,810</b>	<b>111,716</b>	<b>14,729</b>	<b>40,502</b>	<b>19,498</b>	<b>256,255</b>

## 41 Interest rate repricing analysis

The following tables present the Company's financial assets and liabilities within the scope of IAS 39 analysed according to repricing dates determined as the earlier of the remaining contractual maturity and the contractual repricing.

The tables are management's estimate of the interest rate risk for the Company as at 31 December 2018 and 31 December 2017 and are not necessarily indicative of the positions at other times but, taking into account the interest rate assumptions on which the calculation of the mathematical reserve is based (Note 6), provide some indication of the sensitivities of the Company's earnings to movements in interest rates. Earnings will also be affected by the currency of the assets and liabilities and equity. The Company has a significant proportion of interest-earning assets and interest-bearing liabilities in foreign currency.

### 2018

	Effective interest rate %	Up to 6 months HRK'000	6-12 months HRK'000	1-2 years HRK'000	2-5 years HRK'000	More than 5 years HRK'000	Non – interest bearing HRK'000	Total HRK'000	Amounts subject to fixed rates HRK'000
<b>Financial assets</b>									
<i>Financial assets at fair value through profit or loss</i>									
Debt securities	n/a	-	-	-	-	-	23,883	23,883	-
Debt securities – assets backing index-linked products	n/a	-	-	-	-	-	513,022	513,022	-
Equity securities	n/a	-	-	-	-	-	3,996	3,996	-
Investment funds	n/a	-	-	-	-	-	91,700	91,700	-
Investment funds – assets backing unit-linked products	n/a	-	-	-	-	-	32,208	32,208	-
<i>Available-for-sale financial assets</i>									
Debt securities	3.85	1,967	4,964	121,925	143,093	1,534,415	27,915	1,834,279	1,806,364
Equity securities	n/a	-	-	-	-	-	38,123	38,123	-
Investment funds	n/a	-	-	-	-	-	96,680	96,680	-
<i>Held-to-maturity investments</i>									
Debt securities	6.25	-	137,700	531,195	130,284	157,005	19,696	975,880	956,184
<i>Loans and receivables</i>									
Deposits with banks	3.89	31,648	40,000	17,000	37,961	-	21,458	148,067	126,609
Loans to customers	6.75	7,100	2,931	4,239	6,086	16,480	6,894	43,730	33,604
Reinsurers' share of technical provisions	n/a	-	-	-	-	-	200,601	200,601	-
Insurance and other receivables	n/a	-	-	-	-	-	134,990	134,990	-
Cash	0.01	23,272	-	-	-	-	-	23,272	-
<b>Total financial assets</b>		<b>63,987</b>	<b>185,595</b>	<b>674,359</b>	<b>317,424</b>	<b>1,707,900</b>	<b>1,211,166</b>	<b>4,160,431</b>	<b>2,922,761</b>
<b>Financial liabilities</b>									
Current income tax liability	n/a	-	-	-	-	-	915	915	-
Insurance and other payables	0.76	81,078	175	213	1,051	612	222,761	305,890	2,390
<b>Total financial liabilities</b>		<b>81,078</b>	<b>175</b>	<b>213</b>	<b>1,051</b>	<b>612</b>	<b>223,676</b>	<b>306,805</b>	<b>2,390</b>

**41 Interest rate repricing analysis (continued)****2017**

	Effective interest rate %	Up to 6 months HRK'000	6-12 months HRK'000	1-2 years HRK'000	2-5 years HRK'000	More than 5 years HRK'000	Non – interest bearing HRK'000	Total HRK'000	Amounts subject to fixed rates HRK'000
<b>Financial assets</b>									
<i>Financial assets at fair value through profit or loss</i>									
Debt securities	n/a	-	-	-	-	-	34,836	<b>34,836</b>	-
Debt securities – assets backing index-linked products	n/a	-	-	-	-	-	417,621	<b>417,621</b>	-
Equity securities	n/a	-	-	-	-	-	826	<b>826</b>	-
Investment funds	n/a	-	-	-	-	-	55,651	<b>55,651</b>	-
Investment funds – assets backing unit-linked products	n/a	-	-	-	-	-	34,858	<b>34,858</b>	-
<i>Available-for-sale financial assets</i>									
Debt securities	4.10	-	81,455	3,083	235,641	724,800	20,764	<b>1,065,743</b>	1,044,979
Equity securities	n/a	-	-	-	-	-	37,669	<b>37,669</b>	-
Investment funds	n/a	-	-	-	-	-	78,617	<b>78,617</b>	-
<i>Held-to-maturity investments</i>									
Debt securities	6.30	-	21,620	114,049	649,784	124,890	19,147	<b>929,490</b>	910,343
<i>Loans and receivables</i>									
Deposits with banks	3.86	-	-	71,648	43,298	-	14,755	<b>129,701</b>	114,946
Loans to customers	6.97	7,920	3,195	5,545	6,548	19,255	7,744	<b>50,207</b>	41,568
Reinsurers' share of technical provisions	n/a	-	-	-	-	-	205,581	<b>205,581</b>	-
Insurance and other receivables	n/a	-	-	-	-	-	134,614	<b>134,614</b>	-
Current income tax prepayment	n/a	2,450	-	-	-	-	-	<b>2,450</b>	-
Cash	0.01	10,278	-	-	-	-	-	<b>10,278</b>	-
<b>Total financial assets</b>		<b>20,648</b>	<b>106,270</b>	<b>194,325</b>	<b>935,271</b>	<b>868,945</b>	<b>1,062,683</b>	<b>3,188,142</b>	<b>2,111,836</b>
<b>Financial liabilities</b>									
Insurance and other payables	1.13	85,063	117	121	1,209	553	169,192	<b>256,255</b>	2,289
<b>Total financial liabilities</b>		<b>85,063</b>	<b>117</b>	<b>121</b>	<b>1,209</b>	<b>553</b>	<b>169,192</b>	<b>256,255</b>	<b>2,289</b>

## 42 Currency risk analysis

The Company's financial assets and financial liabilities within the scope of IAS 39 were denominated as follows as at 31 December 2018 and 31 December 2017.

### 2018

	EURO HRK'000	EURO linked HRK'000	EURO and EURO linked total HRK'000	USD HRK'000	CZK HRK'000	HRK HRK'000	Total HRK'000
<b>Financial assets</b>							
<i>Financial assets at fair value through profit or loss</i>							
Debt securities	23,883	-	23,883	-	-	-	23,883
Debt securities – assets backing index-linked products	65,837	372,700	438,537	-	-	74,485	513,022
Equity securities	-	-	-	-	-	3,996	3,996
Investment funds	-	-	-	-	-	91,700	91,700
Investment funds – assets backing unit-linked products	-	32,208	32,208	-	-	-	32,208
<i>Available-for-sale financial assets</i>							
Debt securities	226,828	741,823	968,651	8,982	-	856,646	1,834,279
Equity securities	25,196	-	25,196	-	-	12,927	38,123
Investment funds	11,520	55,858	67,378	-	-	29,302	96,680
<i>Held-to-maturity investments</i>							
Debt securities	-	721,636	721,636	-	-	254,244	975,880
<i>Loans and receivables</i>							
Deposits with banks	-	29,429	29,429	-	-	118,638	148,067
Loans to customers	-	22,428	22,428	676	-	20,626	43,730
Reinsurers' share of technical provisions	-	3,145	3,145	36	-	197,420	200,601
Insurance and other receivables	2,732	2,997	5,729	-	-	129,261	134,990
Cash	1,643	-	1,643	-	-	21,629	23,272
<b>Total financial assets</b>	<b>357,639</b>	<b>1,982,224</b>	<b>2,339,863</b>	<b>9,694</b>	<b>-</b>	<b>1,810,874</b>	<b>4,160,431</b>
<b>Financial liabilities</b>							
Current income tax liability	-	-	-	-	-	915	915
Insurance and other payables	4,604	48,274	52,878	36	26	252,950	305,890
<b>Total financial liabilities</b>	<b>4,604</b>	<b>48,274</b>	<b>52,878</b>	<b>36</b>	<b>26</b>	<b>253,865</b>	<b>306,805</b>

## 42 Currency risk analysis (continued)

2017

	EURO HRK'000	EURO linked HRK'000	EURO and EURO linked total HRK'000	USD HRK'000	CZK HRK'000	HRK HRK'000	Total HRK'000
<b>Financial assets</b>							
<i>Financial assets at fair value through profit or loss</i>							
Debt securities	34,836	-	34,836	-	-	-	34,836
Debt securities – assets backing index-linked products	121,346	220,752	342,098	-	-	75,523	417,621
Equity securities	-	-	-	-	-	826	826
Investment funds	-	-	-	-	-	55,651	55,651
Investment funds – assets backing unit-linked products	-	34,858	34,858	-	-	-	34,858
<i>Available-for-sale financial assets</i>							
Debt securities	102,103	316,711	418,814	9,177	-	637,752	1,065,743
Equity securities	16,460	-	16,460	-	15	21,194	37,669
Investment funds	13,342	26,144	39,486	-	-	39,131	78,617
<i>Held-to-maturity investments</i>							
Debt securities	-	652,788	652,788	-	-	276,702	929,490
<i>Loans and receivables</i>							
Deposits with banks	-	28,890	28,890	-	-	100,811	129,701
Loans to customers	-	26,191	26,191	699	-	23,317	50,207
Reinsurers' share of technical provisions	-	3,077	3,077	37	-	202,467	205,581
Insurance and other receivables	2,814	884	3,698	-	-	130,916	134,614
Current income tax prepayment	-	-	-	-	-	2,450	2,450
Cash	1,020	-	1,020	21	-	9,237	10,278
<b>Total financial assets</b>	<b>291,921</b>	<b>1,310,295</b>	<b>1,602,216</b>	<b>9,934</b>	<b>15</b>	<b>1,575,977</b>	<b>3,188,142</b>
<b>Financial liabilities</b>							
Insurance and other payables	10,899	13,787	24,686	-	-	231,569	256,255
<b>Total financial liabilities</b>	<b>10,899</b>	<b>13,787</b>	<b>24,686</b>	<b>-</b>	<b>-</b>	<b>231,569</b>	<b>256,255</b>

## **43 Contingent assets and liabilities**

### *Off-balance sheet accounts*

The Company had no off-balance sheet accounts as at 31 December 2018 (2017: -).

### *Litigations and claims*

The Company is sued in several litigations (excluding court claims) for which provision was made in the financial statements when the Management believes that is probable that the Company will lose the court case.

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency**  
**Statement of financial position (balance sheet) 31 December 2018**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>001</b>	002+003	<b>I</b>	<b>INTANGIBLE ASSETS</b>	<b>2,973,100</b>	<b>15,229,344</b>	<b>18,202,444</b>	<b>9,854,635</b>	<b>18,782,179</b>	<b>28,636,814</b>
002		1	Goodwill	-	3,551,774	3,551,774	-	3,551,774	3,551,774
003		2	Other intangible assets	2,973,100	11,677,570	14,650,670	9,854,635	15,230,405	25,085,040
<b>004</b>	005+006+007	<b>II</b>	<b>TANGIBLE ASSETS</b>	<b>47,320,743</b>	<b>29,209,061</b>	<b>76,529,804</b>	<b>65,964,524</b>	<b>28,685,766</b>	<b>94,650,290</b>
005		1	Land and buildings intended for company business operations	47,255,183	22,473,956	69,729,139	64,637,815	22,910,267	87,548,083
006		2	Equipment	65,560	6,148,357	6,213,917	1,326,709	5,432,991	6,759,700
007		3	Other tangible assets and stock	-	586,748	586,748	-	342,508	342,508
<b>008</b>	009+010+014+033	<b>III</b>	<b>INVESTMENTS</b>	<b>1,931,746,816</b>	<b>500,039,805</b>	<b>2,431,786,621</b>	<b>2,830,243,249</b>	<b>506,880,416</b>	<b>3,337,123,665</b>
<b>009</b>		<b>A</b>	<b>Investments in land and buildings not intended for company business operations</b>	<b>19,821,166</b>	<b>29,226,035</b>	<b>49,047,201</b>	<b>54,474,758</b>	<b>26,309,969</b>	<b>80,784,728</b>
<b>010</b>	011+012+013	<b>B</b>	<b>Investments in subsidiaries, associates and joint ventures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
011		1	Shares and stakes in subsidiaries	-	-	-	-	-	-
012		2	Shares and stakes in associates	-	-	-	-	-	-
013		3	Joint venture participation	-	-	-	-	-	-
<b>014</b>	015+018+023+029	<b>C</b>	<b>Financial investments</b>	<b>1,911,925,651</b>	<b>470,813,769</b>	<b>2,382,739,420</b>	<b>2,775,768,491</b>	<b>480,570,447</b>	<b>3,256,338,937</b>
<b>015</b>	016+017	<b>1</b>	<b>Financial investments held-to-maturity</b>	<b>873,330,359</b>	<b>56,159,084</b>	<b>929,489,444</b>	<b>919,706,583</b>	<b>56,173,874</b>	<b>975,880,457</b>
016		1.1	Debt financial securities	873,330,359	56,159,084	929,489,444	919,706,583	56,173,874	975,880,457
017		1.2	Other	-	-	-	-	-	-
<b>018</b>	019+020+021+022	<b>2</b>	<b>Financial investments available-for-sale</b>	<b>798,236,505</b>	<b>383,792,213</b>	<b>1,182,028,718</b>	<b>1,579,779,742</b>	<b>389,301,959</b>	<b>1,969,081,702</b>
019		2.1	Equity financial securities	29,589,137	8,080,142	37,669,280	27,781,167	10,342,186	38,123,353
020		2.2	Debt financial securities	694,036,736	371,705,331	1,065,742,067	1,459,342,756	374,935,155	1,834,277,911
021		2.3	Investment fund units	74,610,632	4,006,739	78,617,371	92,655,819	4,024,619	96,680,438
022		2.4	Other	-	-	-	-	-	-
<b>023</b>	024+025+026+027+028	<b>3</b>	<b>Financial investments at fair value through profit and loss account</b>	<b>63,448,001</b>	<b>27,865,407</b>	<b>91,313,409</b>	<b>86,513,046</b>	<b>33,066,309</b>	<b>119,579,356</b>
024		3.1	Equity financial securities	-	826,274	826,274	-	3,996,225	3,996,225
025		3.2	Debt financial securities	34,835,879	-	34,835,879	23,882,686	-	23,882,686
026		3.3	Derivative financial instruments	-	-	-	-	-	-
027		3.4	Investment fund units	28,612,122	27,039,133	55,651,256	62,630,360	29,070,084	91,700,444
028		3.5	Other	-	-	-	-	-	-

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of financial position (balance sheet) 31 December 2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>029</b>	030+031+032	<b>4</b>	<b>Loans and receivables</b>	<b>176,910,785</b>	<b>2,997,065</b>	<b>179,907,850</b>	<b>189,769,119</b>	<b>2,028,304</b>	<b>191,797,423</b>
030		4.1	Deposits with credit institutions (banks)	129,701,118	-	129,701,118	148,067,795	-	148,067,795
031		4.2	Loans	47,209,667	2,997,065	50,206,732	41,701,324	2,028,304	43,729,628
032		4.3	Other	-	-	-	-	-	-
<b>033</b>		<b>D</b>	<b>Deposits with the cedent</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>034</b>		<b>IV</b>	<b>INVESTMENTS FOR THE ACCOUNT AND RISK OF LIFE ASSURANCE POLICYHOLDERS</b>	<b>452,478,908</b>	<b>-</b>	<b>452,478,908</b>	<b>545,229,814</b>	<b>-</b>	<b>545,229,814</b>
<b>035</b>	036+037+038+039+040+041+042	<b>V</b>	<b>REINSURANCE SHARE IN TECHNICAL PROVISIONS</b>	<b>1,021,914</b>	<b>204,559,069</b>	<b>205,580,984</b>	<b>1,548,174</b>	<b>199,053,182</b>	<b>200,601,357</b>
036		1	Provisions for unearned premiums, reinsurance share	-	48,587,692	48,587,692	279,402	52,821,655	53,101,057
037		2	Mathematical provision, reinsurance share	-	-	-	222,709	-	222,709
038		3	Provision for claims outstanding, reinsurance share	1,021,914	155,971,378	156,993,292	1,046,063	146,231,528	147,277,591
039		4	Provisions bonuses and rebates, reinsurance share	-	-	-	-	-	-
040		5	Equalisation provisions, reinsurance share	-	-	-	-	-	-
041		6	Other insurance technical provisions, reinsurance share	-	-	-	-	-	-
042		7	Life assurance technical provisions where the policyholder bears the insurance risk, reinsurance share	-	-	-	-	-	-
<b>043</b>	044+045	<b>VI</b>	<b>DEFERRED AND CURRENT TAX ASSET</b>	<b>3,169,733</b>	<b>5,877,140</b>	<b>9,046,873</b>	<b>4,968,571</b>	<b>2,818,071</b>	<b>7,786,643</b>
044		1	Deferred tax asset	3,169,733	3,426,804	6,596,537	4,968,571	2,818,071	7,786,643
045		2	Current tax asset	-	2,450,336	2,450,336	-	-	-
<b>046</b>	047+050+051	<b>VII</b>	<b>RECEIVABLES</b>	<b>4,845,947</b>	<b>128,194,016</b>	<b>133,039,963</b>	<b>7,677,841</b>	<b>126,048,354</b>	<b>133,726,195</b>
<b>047</b>	048+049	<b>1</b>	<b>Receivables from insurance business</b>	<b>9,000</b>	<b>51,592,982</b>	<b>51,601,982</b>	<b>2,828</b>	<b>59,987,214</b>	<b>59,990,042</b>
048		1.1	From policyholders	-	51,018,190	51,018,190	-	59,509,369	59,509,369
049		1.2	From insurance agents, or insurance brokers	9,000	574,792	583,792	2,828	477,845	480,673
<b>050</b>		<b>2</b>	<b>Receivables from reinsurance business</b>	<b>780,523</b>	<b>39,276,184</b>	<b>40,056,707</b>	<b>2,832,653</b>	<b>27,436,266</b>	<b>30,268,919</b>
<b>051</b>	052+053+054	<b>3</b>	<b>Other receivables</b>	<b>4,056,423</b>	<b>37,324,850</b>	<b>41,381,274</b>	<b>4,842,360</b>	<b>38,624,874</b>	<b>43,467,234</b>
<b>052</b>		<b>3.1</b>	<b>Receivables from other insurance business</b>	<b>-</b>	<b>27,128,325</b>	<b>27,128,325</b>	<b>-</b>	<b>26,402,931</b>	<b>26,402,931</b>
<b>053</b>		<b>3.2</b>	<b>Receivables for return on investments</b>	<b>142,658</b>	<b>739</b>	<b>143,397</b>	<b>152,712</b>	<b>385</b>	<b>153,097</b>
<b>054</b>		<b>3.3</b>	<b>Other receivables</b>	<b>3,913,765</b>	<b>10,195,786</b>	<b>14,109,551</b>	<b>4,689,648</b>	<b>12,221,558</b>	<b>16,911,206</b>

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of financial position (balance sheet) 31 December 2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>055</b>	056-060+061	<b>VIII</b>	<b>OTHER ASSETS</b>	<b>6,069,162</b>	<b>4,208,811</b>	<b>10,277,973</b>	<b>8,718,451</b>	<b>14,553,767</b>	<b>23,272,218</b>
<b>056</b>	057+058+059	<b>1</b>	<b>Cash at bank and in hand</b>	<b>6,069,162</b>	<b>4,208,811</b>	<b>10,277,973</b>	<b>8,718,451</b>	<b>14,553,767</b>	<b>23,272,218</b>
057		1.1	<i>Funds in the business account</i>	3,597,703	4,203,516	<b>7,801,218</b>	7,493,148	14,548,964	<b>22,042,112</b>
058		1.2	<i>Funds in the account of assets covering mathematical provision</i>	2,471,460	-	<b>2,471,460</b>	1,225,303	-	<b>1,225,303</b>
059		1.3	<i>Cash in hand</i>	-	5,295	<b>5,295</b>	-	4,803	<b>4,803</b>
<b>060</b>		<b>2</b>	<b>Long-term assets intended for sale and business cessation</b>	-	-	-	-	-	-
<b>061</b>		<b>3</b>	<b>Other</b>	-	-	-	-	-	-
<b>062</b>	063+064+065	<b>IX</b>	<b>PREPAYMENTS AND ACCRUED INCOME</b>	<b>302,515</b>	<b>26,107,800</b>	<b>26,410,315</b>	<b>293,353</b>	<b>26,570,305</b>	<b>26,863,658</b>
063		1	Deferred interest and rent	-	-	-	-	-	-
064		2	Deferred acquisition costs	290,077	24,545,853	<b>24,835,929</b>	271,019	25,328,576	<b>25,599,596</b>
065		3	Other prepayments and accrued income	12,439	1,561,947	<b>1,574,386</b>	22,334	1,241,729	<b>1,264,062</b>
<b>066</b>	001+004+008+034+035+043+046+055+062	<b>X</b>	<b>TOTAL ASSETS</b>	<b>2,449,928,839</b>	<b>913,425,045</b>	<b>3,363,353,884</b>	<b>3,474,498,612</b>	<b>923,392,041</b>	<b>4,397,890,653</b>
<b>067</b>		<b>XI</b>	<b>OFF BALANCE SHEET ITEMS</b>	-	-	-	-	-	-

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of financial position (balance sheet) 31 December 2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>068</b>	069+072+073+077+081+084	<b>XII</b>	<b>CAPITAL AND RESERVES</b>	<b>338,721,491</b>	<b>244,377,633</b>	<b>583,099,124</b>	<b>440,139,820</b>	<b>246,412,970</b>	<b>686,552,790</b>
<b>069</b>	070+071	<b>1</b>	<b>Subscribed capital</b>	<b>134,303,825</b>	<b>101,491,315</b>	<b>235,795,140</b>	<b>134,303,825</b>	<b>101,491,315</b>	<b>235,795,140</b>
070		1.1	<i>Paid-up capital - ordinary shares</i>	134,303,825	101,491,315	235,795,140	134,303,825	101,491,315	235,795,140
071		1.2	<i>Paid-up capital - preference shares</i>	-	-	-	-	-	-
<b>072</b>		<b>2</b>	<b>Issued shares premiums (capital reserves)</b>	<b>6,752,671</b>	<b>43,699,922</b>	<b>50,452,593</b>	<b>6,752,671</b>	<b>43,699,922</b>	<b>50,452,593</b>
<b>073</b>	074+075+076	<b>3</b>	<b>Revaluation reserve</b>	<b>48,752,697</b>	<b>25,793,823</b>	<b>74,546,520</b>	<b>76,110,911</b>	<b>23,817,200</b>	<b>99,928,111</b>
074		3.1	<i>Land and buildings</i>	-	-	-	-	-	-
075		3.2	<i>Financial investments available-for-sale</i>	48,752,697	25,793,823	74,546,520	76,110,911	23,817,200	99,928,111
076		3.3	<i>Other revaluation reserves</i>	-	-	-	-	-	-
<b>077</b>	078+079+080	<b>4</b>	<b>Reserves</b>	<b>92,528,105</b>	<b>34,497,964</b>	<b>127,026,069</b>	<b>142,275,613</b>	<b>34,497,964</b>	<b>176,773,577</b>
078		4.1	<i>Legally stipulated reserves</i>	2,755,583	560,571	3,316,154	2,781,327	560,571	3,341,898
079		4.2	<i>Statutory reserve</i>	871,562	-	871,562	871,562	-	871,562
080		4.3	<i>Other reserve</i>	88,900,960	33,937,392	122,838,353	138,622,724	33,937,392	172,560,117
<b>081</b>	082+083	<b>5</b>	<b>Transferred profit or retained loss</b>	<b>45,069,385</b>	<b>22,312,859</b>	<b>67,382,244</b>	<b>56,850,498</b>	<b>24,800,121</b>	<b>81,650,619</b>
082		5.1	<i>Retained profit</i>	45,069,385	22,312,859	67,382,244	56,850,498	24,800,121	81,650,619
083		5.2	<i>Transferred loss (-)</i>	-	-	-	-	-	-
<b>084</b>	085+086	<b>6</b>	<b>Profit or loss of the current accounting period</b>	<b>11,314,808</b>	<b>16,581,751</b>	<b>27,896,559</b>	<b>23,846,301</b>	<b>18,106,449</b>	<b>41,952,750</b>
085		6.1	<i>Profit of the current accounting period</i>	11,314,808	16,581,751	27,896,559	23,846,301	18,106,449	41,952,750
086		6.2	<i>Loss of the current accounting period (-)</i>	-	-	-	-	-	-
<b>087</b>		<b>XIII</b>	<b>SUBORDINATED LIABILITIES</b>	-	-	-	-	-	-
<b>088</b>		<b>XIV</b>	<b>MANORITY INTERESTS</b>	-	-	-	-	-	-

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of financial position (balance sheet) 31 December 2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>089</b>	090+091+092+093+094+095	<b>XV</b>	<b>TECHNICAL PROVISIONS</b>	<b>1,599,314,034</b>	<b>446,251,350</b>	<b>2,045,565,385</b>	<b>2,369,901,057</b>	<b>458,750,579</b>	<b>2,828,651,635</b>
090		1	Provisions for unearned premiums, gross amount	1,875,753	146,261,293	148,137,046	2,510,694	161,151,219	163,661,912
091		2	Mathematical provision, gross amount	1,574,422,724	-	1,574,422,724	2,330,509,399	-	2,330,509,399
092		3	Provision for claims outstanding, gross amount	23,015,557	298,722,148	321,737,706	33,415,964	295,539,672	328,955,636
093		4	Provisions bonuses and rebates, gross amount	-	422,789	422,789	-	1,345,525	1,345,525
094		5	Equalisation provision, gross amount	-	5,120	5,120	-	4,163	4,163
095		6	Other insurance technical provisions, gross amount	-	840,000	840,000	3,465,000	710,000	4,175,000
<b>096</b>		<b>XVI</b>	<b>LIFE ASSURANCE TECHN.PROV.WHERE THE POLICYHOLDER BEARS THE INSURANCE RISK, gross amount</b>	<b>452,478,908</b>	<b>-</b>	<b>452,478,908</b>	<b>545,229,814</b>	<b>-</b>	<b>545,229,814</b>
<b>097</b>	098+099	<b>XVII</b>	<b>OTHER RESERVES</b>	<b>4,600,319</b>	<b>4,992,099</b>	<b>9,592,418</b>	<b>4,167,304</b>	<b>4,550,170</b>	<b>8,717,474</b>
098		1	Provisions for pensions and similar liabilities	-	787,869	787,869	-	844,113	844,113
099		2	Other provisions	4,600,319	4,204,230	8,804,549	4,167,304	3,706,057	7,873,361
<b>100</b>	101+102	<b>XVIII</b>	<b>DEFERRED AND CURRENT TAX LIABILITY</b>	<b>10,701,811</b>	<b>5,662,059</b>	<b>16,363,870</b>	<b>16,927,846</b>	<b>5,922,247</b>	<b>22,850,094</b>
101		1	Deferred tax liability	10,701,811	5,662,059	16,363,870	16,707,273	5,228,166	21,935,439
102		2	Current tax liability	-	-	-	220,573	694,081	914,654
<b>103</b>		<b>XIX</b>	<b>DEPOSIT RETAINED FROM BUSINESS CEDED TO REINSURANCE</b>	<b>457,507</b>	<b>86,605,270</b>	<b>87,062,777</b>	<b>663,507</b>	<b>82,465,045</b>	<b>83,128,552</b>
<b>104</b>	105+106+107	<b>XX</b>	<b>FINANCIAL LIABILITIES</b>	<b>186,654</b>	<b>-</b>	<b>186,654</b>	<b>-</b>	<b>-</b>	<b>-</b>
105		1	Liabilities on the basis of loans	-	-	-	-	-	-
106		2	Liabilities on the basis of issued financial instrument	-	-	-	-	-	-
107		3	Other financial liabilities	186,654	-	186,654	-	-	-

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of financial position (balance sheet) 31 December 2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>108</b>	109+110+111+112	<b>XXI</b>	<b>OTHER LIABILITIES</b>	<b>14,720,685</b>	<b>77,348,096</b>	<b>92,068,781</b>	<b>29,292,494</b>	<b>76,037,867</b>	<b>105,330,360</b>
109		1	Liabilities from direct insurance business	7,311,262	7,784,167	15,095,429	16,275,529	8,884,823	25,160,352
110		2	Liabilities from co-insurance and reinsurance business	909,407	51,837,674	52,747,081	2,718,454	47,804,820	50,523,273
111		3	Liabilities for sale and ceased business	-	-	-	-	-	-
112		4	Other liabilities	6,500,017	17,726,254	24,226,271	10,298,511	19,348,224	29,646,735
<b>113</b>	114+115	<b>XXII</b>	<b>ACCRUED EXPENSES AND DEFERRED INCOME</b>	<b>28,747,429</b>	<b>48,188,539</b>	<b>76,935,968</b>	<b>68,176,771</b>	<b>49,253,164</b>	<b>117,429,935</b>
114		1	Deferred reinsurance commission	-	-	-	-	-	-
115		2	Other accrued expenses and deferred income	28,747,429	48,188,539	76,935,968	68,176,771	49,253,164	117,429,935
<b>116</b>	068+087+088+089+096+097+100+103+104+108+113	<b>XXIII</b>	<b>TOTAL LIABILITIES</b>	<b>2,449,928,839</b>	<b>913,425,045</b>	<b>3,363,353,884</b>	<b>3,474,498,612</b>	<b>923,392,041</b>	<b>4,397,890,653</b>
<b>117</b>		<b>XXIV</b>	<b>OFF BALANCE SHEET ITEMS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of comprehensive income (income statement) for period 01.01.2018- 31.12.2018**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>001</b>	002+003+004+005+006	<b>I</b>	<b>Earned premiums (recognised in revenue)</b>	<b>279,834,653</b>	<b>182,684,361</b>	<b>462,519,014</b>	<b>419,910,137</b>	<b>207,651,011</b>	<b>627,561,148</b>
002		1	Written gross premiums	283,247,298	309,522,628	592,769,925	422,863,031	343,196,692	766,059,722
003		2	Value adjustment and charged adjustment of insurance premium value	-	1,352,563	1,352,563	-	1,013,092	1,013,092
004		3	Premiums ceded to reinsurance (-)	(3,480,847)	(114,695,590)	(118,176,437)	(3,240,686)	(125,902,810)	(129,143,496)
005		4	Change in gross provisions for unearned premiums (+/-)	74,680	(2,336,600)	(2,261,920)	312,912	(14,889,926)	(14,577,013)
006		5	Change in provisions for unearned premiums, reinsurance share (+/-)	(6,478)	(11,158,640)	(11,165,117)	(25,121)	4,233,963	4,208,843
<b>007</b>	008+009+010+011+012+013+014	<b>II</b>	<b>Income from investments</b>	<b>131,632,318</b>	<b>27,232,105</b>	<b>158,864,423</b>	<b>144,990,870</b>	<b>21,313,224</b>	<b>166,304,095</b>
008		1	Income from subsidiaries, associates and joint ventures	-	-	-	-	-	-
009		2	Income from investment in land and buildings	1,706,802	1,240,105	2,946,906	1,481,282	2,535,903	4,017,184
010		3	Interest income	83,296,028	19,635,910	102,931,939	96,710,550	15,610,383	112,320,933
011		4	Unrealized profits from investment	15,082,557	39,746	15,122,303	19,695,000	14,695	19,709,695
012		5	Realized profits from investment	27,076,965	4,600,031	31,676,996	21,585,270	1,771,132	23,356,403
013		6	Net positive exchange rate differentials	2,765,235	1,331,485	4,096,720	2,203,762	165,414	2,369,175
014		7	Other investment profits	1,704,730	384,828	2,089,558	3,315,007	1,215,697	4,530,704
<b>015</b>		<b>III</b>	<b>Income from commissions and fees</b>	<b>451,346</b>	<b>33,183,448</b>	<b>33,634,794</b>	<b>1,355,443</b>	<b>30,699,010</b>	<b>32,054,453</b>
<b>016</b>		<b>IV</b>	<b>Other insurance-technical income, net of reinsurance</b>	<b>1,335,704</b>	<b>4,285,460</b>	<b>5,621,164</b>	<b>908,955</b>	<b>2,887,696</b>	<b>3,796,651</b>
<b>017</b>		<b>V</b>	<b>Other income</b>	<b>377,427</b>	<b>3,979,261</b>	<b>4,356,689</b>	<b>337,822</b>	<b>1,294,835</b>	<b>1,632,656</b>
<b>018</b>	019+022	<b>VI</b>	<b>Expenditures for insured events, net</b>	<b>112,017,278</b>	<b>(107,470,055)</b>	<b>4,547,223</b>	<b>(335,844,112)</b>	<b>(124,247,436)</b>	<b>(460,091,547)</b>
019	020+021	1	Settled claims	122,378,856	(108,367,126)	14,011,730	(339,279,187)	(117,690,062)	(456,969,249)
020		1.1	Gross amount (-)	(170,937,591)	(187,522,814)	(358,460,404)	(341,433,478)	(176,629,097)	(518,062,575)
021		1.2	Reinsurer share(+)	293,316,447	79,155,687	372,472,134	2,154,290	58,939,035	61,093,326
022	023+024	2	Change in provisions for claims outstanding (+/-)	(10,361,578)	897,072	(9,464,507)	3,435,076	(6,557,374)	(3,122,298)
023		2.1	Gross amount (-)	(9,012,220)	(8,331,299)	(17,343,519)	5,313,297	3,182,476	8,495,773
024		2.2	Reinsurer share(+)	(1,349,358)	9,228,371	7,879,012	(1,878,221)	(9,739,850)	(11,618,071)

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of comprehensive income (income statement) for period 01.01.2018 - 31.12.2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
025	026+029	VII	<b>Change in other technical provisions, net of reinsurance</b>	<b>(275,955,183)</b>	<b>1,697,737</b>	<b>(274,257,446)</b>	<b>(111,348,846)</b>	<b>130,956</b>	<b>(111,217,890)</b>
026	027+028	1	Change in mathematical provision (+/-)	(275,955,183)	-	(275,955,183)	(111,248,846)	-	(111,248,846)
027		1.1	Gross amount (-)	16,455,182	-	16,455,182	(111,247,424)	-	(111,247,424)
028		1.2	Reinsurer share(+)	(292,410,365)	-	(292,410,365)	(1,422)	-	(1,422)
029	030+031	2	Change in other technical provisions, net of reinsurance (+/-)	-	1,697,737	1,697,737	(100,000)	130,956	30,956
030		2.1	Gross amount (-)	-	1,697,737	1,697,737	(100,000)	130,956	30,956
031		2.2	Reinsurer share(+)	-	-	-	-	-	-
032	033+034	VIII	<b>Change in life assurance technical provisions where the policyholder bears the insurance risk, net of reinsurance (+/-)</b>	<b>(103,061,998)</b>	<b>-</b>	<b>(103,061,998)</b>	<b>72,605,086</b>	<b>-</b>	<b>72,605,086</b>
033		1	Gross amount (-)	(103,061,998)	-	(103,061,998)	72,605,086	-	72,605,086
034		2	Reinsurer share(+)	-	-	-	-	-	-
035	036+037	IX	<b>Expenditures for return of premium (bonuses and rebates), net of reinsurance</b>	<b>-</b>	<b>(422,789)</b>	<b>(422,789)</b>	<b>-</b>	<b>(922,736)</b>	<b>(922,736)</b>
036		1	Depending on the result (bonuses)	-	(422,789)	(422,789)	-	(922,736)	(922,736)
037		2	Not depending on the result (rebates)	-	-	-	-	-	-
038	039+043	X	<b>Business expenditures (for business operations), net</b>	<b>(105,458,548)</b>	<b>(101,933,776)</b>	<b>(207,392,323)</b>	<b>(123,144,001)</b>	<b>(102,759,920)</b>	<b>(225,903,921)</b>
039	040+041+042	1	Acquisition costs	(46,035,499)	(64,967,787)	(111,003,286)	(61,627,805)	(67,781,584)	(129,409,389)
040		1.1	Commission	(10,170,481)	(41,934,198)	(52,104,679)	(24,084,274)	(47,169,187)	(71,253,461)
041		1.2	Other acquisition costs	(35,871,217)	(23,460,184)	(59,331,401)	(37,524,474)	(21,395,120)	(58,919,594)
042		1.3	Change in deferred acquisition costs (+/-)	6,198	426,595	432,794	(19,057)	782,724	763,666
043	044+045+046	2	Management costs (administration costs)	(59,423,048)	(36,965,989)	(96,389,038)	(61,516,196)	(34,978,336)	(96,494,532)
044		2.1	Depreciation	(4,902,065)	(2,053,677)	(6,955,742)	(6,910,835)	(2,492,679)	(9,403,514)
045		2.2	Salaries, taxes and contributions to and from salaries	(20,039,997)	(17,043,565)	(37,083,562)	(20,050,101)	(16,639,054)	(36,689,155)
046		2.3	Other administration costs	(34,480,986)	(17,868,748)	(52,349,734)	(34,555,260)	(15,846,603)	(50,401,864)

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of comprehensive income (income statement) for period 01.01.2018 - 31.12.2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>047</b>	048+049+050+051+052+053+054	<b>XI</b>	<b>Investment expenses</b>	<b>(24,768,779)</b>	<b>(8,095,896)</b>	<b>(32,864,675)</b>	<b>(35,231,791)</b>	<b>(4,266,503)</b>	<b>(39,498,294)</b>
048		1	Depreciation (buildings not intended for business operations of the company)	(376,942)	(550,375)	(927,317)	(258,354)	(425,138)	(683,493)
049		2	Interest	(4,549)	(1,785,698)	(1,790,247)	(6,719)	(631,532)	(638,251)
050		3	Investment value adjustment (reduction)	(1,801,624)	(1,978,350)	(3,779,974)	(12,514)	(405,970)	(418,485)
051		4	Realized losses from sale of financial assets	(2,337,740)	(1,184,392)	(3,522,132)	(2,785,549)	(3,062)	(2,788,610)
052		5	Unrealized losses from sale of financial assets	(8,145,138)	(19,494)	(8,164,632)	(12,853,244)	(497,570)	(13,350,813)
053		6	Net negative exchange rate differences	(10,478,806)	(1,051,228)	(11,530,034)	(17,272,767)	(1,299,468)	(18,572,235)
054		7	Other investment expenses	(1,623,980)	(1,526,359)	(3,150,339)	(2,042,645)	(1,003,763)	(3,046,408)
055	056+057	<b>XII</b>	<b>Other technical expenses, net of reinsurance</b>	<b>(928,488)</b>	<b>(11,076,305)</b>	<b>(12,004,793)</b>	<b>(1,020,055)</b>	<b>(8,609,359)</b>	<b>(9,629,413)</b>
056		1	Expenses for preventive operations	-	(2,305,324)	(2,305,324)	-	(1,684,319)	(1,684,319)
057		2	Other technical expenses of insurance	(928,488)	(8,770,981)	(9,699,468)	(1,020,055)	(6,925,040)	(7,945,094)
058		<b>XIII</b>	<b>Other expenses including value adjustments</b>	<b>(1,496,365)</b>	<b>(3,832,766)</b>	<b>(5,329,131)</b>	<b>(3,807,689)</b>	<b>(454,907)</b>	<b>(4,262,596)</b>
<b>059</b>	001+007+015+016+017+018+025+032+035+038+047+055+058	<b>XIV</b>	<b>Profit or loss of the accounting period before taxation (+/-)</b>	<b>13,979,366</b>	<b>20,230,786</b>	<b>34,210,152</b>	<b>29,711,820</b>	<b>22,715,872</b>	<b>52,427,691</b>
<b>060</b>	061+062	<b>XV</b>	<b>Profit or loss tax</b>	<b>(2,664,558)</b>	<b>(3,649,034)</b>	<b>(6,313,593)</b>	<b>(5,865,518)</b>	<b>(4,609,423)</b>	<b>(10,474,941)</b>
061		1	Current tax expense	(2,923,163)	(4,021,434)	(6,944,597)	(5,632,043)	(4,000,691)	(9,632,733)
062		2	Deferred tax expense (income)	258,605	372,400	631,005	(233,475)	(608,733)	(842,208)
<b>063</b>	059+060	<b>XVI</b>	<b>Profit or loss of the accounting period after taxation (+/-)</b>	<b>11,314,808</b>	<b>16,581,751</b>	<b>27,896,559</b>	<b>23,846,301</b>	<b>18,106,449</b>	<b>41,952,750</b>
064		1	Attributable to owners of the parent	-	-	-	-	-	-
065		2	Attributable to non-controlling interests	-	-	-	-	-	-
<b>066</b>	001+007+015+016+017+062	<b>XVII</b>	<b>TOTAL INCOME</b>	<b>413,890,053</b>	<b>251,737,035</b>	<b>665,627,089</b>	<b>567,269,752</b>	<b>263,237,043</b>	<b>830,506,795</b>
<b>067</b>	018+025+032+035+038+047+055+058+061	<b>XVIII</b>	<b>TOTAL EXPENDITURE</b>	<b>(402,575,246)</b>	<b>(235,155,284)</b>	<b>(637,730,530)</b>	<b>(543,423,450)</b>	<b>(245,130,595)</b>	<b>(788,554,045)</b>

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of comprehensive income (income statement) for period 01.01.2018 - 31.12.2018 (continued)**

In HRK

Position number	Sum elements	Position code	Position description	Previous business period			Current business period		
				Life	Non-life	Total	Life	Non-life	Total
<b>068</b>	069+070+071+072+073+074+075+076	<b>XIX</b>	<b>Other comprehensive income</b>	<b>8,649,418</b>	<b>2,804,527</b>	<b>11,453,944</b>	<b>(23,865,476)</b>	<b>(1,976,624)</b>	<b>(25,842,100)</b>
069		1	Profits/losses on translation of financial statements on foreign operating activities	-	-	-	-	-	-
070		2	Profits/losses on revaluation of financial assets available for sale	10,548,070	3,420,154	<b>13,968,225</b>	(29,104,239)	(2,410,517)	<b>(31,514,756)</b>
071		3	Profits/losses on revaluation of land and buildings intended for business activities of the company	-	-	-	-	-	-
072		4	Profits/losses on revaluation of other tangible and (except land and real estate) intangible assets	-	-	-	-	-	-
073		5	Effects from cash flow hedging instruments	-	-	-	-	-	-
074		6	Actuarial profits/losses on defined benefit pension plans	-	-	-	-	-	-
075		7	Share in other comprehensive income of associated companies	-	-	-	-	-	-
076		8	Profit tax on other comprehensive income	(1,898,653)	(615,628)	<b>(2,514,280)</b>	5,238,763	433,893	<b>5,672,656</b>
<b>077</b>	078+079	<b>XX</b>	<b>Total comprehensive income</b>	<b>19,964,225</b>	<b>19,386,278</b>	<b>39,350,503</b>	<b>(19,175)</b>	<b>16,129,825</b>	<b>16,110,650</b>
078		1	Attributable to owners of the parent	-	-	-	-	-	-
079		2	Attributable to non-controlling interests	-	-	-	-	-	-
<b>080</b>		<b>XXI</b>	<b>Reclassification adjustments</b>	-	-	-	-	-	-

## Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency (continued)

### Statement of cash flow (indirect method) for period 01.01.2018 - 31.12.2018

Position number	Sum elements	Position code	Position description	In HRK	
				Current business period	The same period of the previous year
<b>001</b>	002+013+031	<b>I</b>	<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>70,488,430</b>	<b>39,903,799</b>
<b>002</b>	003+004	<b>1</b>	<b>Cash flow before the change in assets and liabilities</b>	<b>(63,440,648)</b>	<b>(82,410,818)</b>
003		1.1	Profit/loss before taxation	52,427,691	34,210,152
004	005+006+007 +008+009+010 +011+012	1.2	Adjustments	<b>(115,868,339)</b>	(116,620,969)
005		1.2.1	Depreciation of real estate and equipment	5,445,822	5,214,768
006		1.2.2	Depreciation of intangible assets	4,699,163	2,715,040
007		1.2.3	Value impairment and profits/losses on reduction to fair value	(6,232,291)	(4,068,129)
008		1.2.4	Interest expense	638,251	1,790,247
009		1.2.5	Interest income	(112,320,933)	(102,931,939)
010		1.2.6	Shares in profit of associated companies	-	-
011		1.2.7	Profits/losses on sale of tangible assets (including land and buildings)	(1,899,656)	(90,814)
012		1.2.8	Other adjustments	(6,198,694)	(19,250,143)
<b>013</b>	014+015+...+030	<b>2</b>	<b>Increase/decrease in assets and liabilities</b>	<b>140,239,667</b>	<b>134,617,515</b>
014		2.1	Increase/decrease in investments available-for-sale	(93,200,609)	(96,530,502)
015		2.2	Increase/decrease in investment valued at fair value through profit and loss account	(28,925,570)	78,329,936
016		2.3	Increase/decrease in deposits, loans and receivables	5,945,161	40,017,131
017		2.4	Increase/decrease of deposits in insurance business ceded to reinsurance	-	-
018		2.5	Increase/decrease in investments for the account and risk of life assurance policyholders	74,205,950	(96,810,952)
019		2.6	Increase/decrease in reinsurance share in technical provisions	7,410,651	295,696,470
020		2.7	Increase/decrease in tax assets	-	-
021		2.8	Increase/decrease in receivables	119,702,384	(134,861,486)
022		2.9	Increase/decrease in other assets	-	1,008,994
023		2.10	Increase/decrease in prepayments and accrued income	(1,620,823)	(3,717,751)
024		2.11	Increase/decrease in technical provisions	118,220,444	1,875,309
025		2.12	Increase decrease in life assurance technical provisions where the policyholder bears the investment risk	(72,605,086)	103,061,998
026		2.13	Increase/decrease in tax liabilities	-	-
027		2.14	Increase/decrease in deposits retained from business ceded to reinsurance	(5,559,373)	(3,638,611)
028		2.15	Increase/decrease in financial liabilities	(186,654)	186,654
029		2.16	Increase/decrease in other liabilities	(5,500,629)	(53,056,505)
030		2.17	Increase/decrease in accruals and deferred income	22,353,822	3,056,830
<b>031</b>		<b>3</b>	<b>Paid profit tax</b>	<b>(6,310,589)</b>	<b>(12,302,899)</b>

## Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency (continued)

### Statement of cash flow (indirect method) for period 01.01.2018 - 31.12.2018 (continued)

In HRK					
Position number	Sum elements	Position code	Position description	Current business period	The same period of the previous year
<b>032</b>	033+034+...+046	<b>II</b>	<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>(46,217,397)</b>	<b>(5,087,466)</b>
033		1	Inflows from sale of tangible assets	1,259,596	289,625
034		2	Outflows for purchase of tangible assets	(6,714,549)	(5,226,781)
035		3	Inflows from sale of intangible assets	-	-
036		4	Outflows for purchase of intangible assets	(14,733,237)	(9,310,702)
037		5	Inflows from sale of land and buildings not intended for business operations of the company	3,383,955	1,585,044
038		6	Outflows for purchase of land and buildings not intended for business operations of the company	(40,854,812)	(392,564)
039		7	Increase/decrease in investments in subsidiaries, associates and joint ventures	-	-
040		8	Inflows from investments held to maturity	10,057,632	6,749,928
041		9	Outflows for investments held to maturity	-	-
042		10	Inflows from sale of securities and stakes	-	-
043		11	Outflows for investments in securities and stakes	-	-
044		12	Inflows from dividends and shares in profit	1,384,017	1,217,983
045		13	Inflows on the basis of payment of given short-term and long-term loans	-	-
046		14	Outflows for given short-term and long-term loans	-	-
<b>047</b>	048+049+050+051+052	<b>III</b>	<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>(23,712,075)</b>	<b>(37,267,894)</b>
048		1	Cash inflows on the basis of initial capital increase	-	-
049		2	Cash inflows from received short-term and long-term loans	-	-
050		3	Cash outflows for payment of received short-term and long-term loans	-	(15,087,480)
051		4	Cash outflows for repurchase of own shares	-	-
052		5	Cash outflows for payment of dividends	(23,712,075)	(22,180,414)
<b>053</b>	001+032+047		<b>NET CASH FLOW</b>	<b>558,958</b>	<b>(2,451,562)</b>
<b>054</b>		<b>IV</b>	<b>EFFECTS OF CHANGES IN EXCHANGE RATES FOR FOREIGN CURRENCIES ON CASH AND CASH EQUIVALENTS</b>	12,435,286	
<b>055</b>	053+054	<b>V</b>	<b>NET INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS</b>	<b>12,994,244</b>	<b>(2,451,562)</b>
056		1	Cash and cash equivalents at the beginning of the period	10,277,973	12,729,535
<b>057</b>	<b>055+056</b>	<b>2</b>	<b>Cash and cash equivalents at the end of the period</b>	<b>23,272,218</b>	<b>10,277,973</b>

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of changes in equity for period 01.01.2018 - 31.12.2018**

In HRK

Position code	Position description	Attributable to owners of the parent							Attributable to non-controlling interest	Total capital and reserves
		Paid-up capital (ordinary and preference shares)	Premiums for issued shares	Revaluation reserves	Reserves (legal, statutory, other)	Retained profit or transferred loss	Profit/loss of the current year	Total capital and reserves		
<b>I.</b>	<b>Balance as at 1 January of previous year</b>	<b>235,795,140</b>	<b>50,452,593</b>	<b>63,092,576</b>	<b>127,026,069</b>	<b>63,468,053</b>	<b>26,094,605</b>	<b>565,929,035</b>	-	-
1.	Changes in accounting policies	-	-	-	-	-	-	-	-	-
2.	Correction of errors from previous periods	-	-	-	-	-	-	-	-	-
<b>II.</b>	<b>Balance as at 1 January of previous year (corrected)</b>	<b>235,795,140</b>	<b>50,452,593</b>	<b>63,092,576</b>	<b>127,026,069</b>	<b>63,468,053</b>	<b>26,094,605</b>	<b>565,929,035</b>	-	-
<b>III.</b>	<b>Comprehensive income/loss of the previous year</b>	-	-	<b>11,453,944</b>	-	-	<b>27,896,559</b>	<b>39,350,503</b>	-	-
1.	Profit or loss of the period	-	-	-	-	-	27,896,559	27,896,559	-	-
2.	<b>Other comprehensive income or loss of the previous year</b>	-	-	<b>11,453,944</b>	-	-	-	<b>11,453,944</b>	-	-
2.1.	Unrealized gains or losses from tangible assets (land and buildings)	-	-	-	-	-	-	-	-	-
2.2.	Unrealized gains or losses from financial assets available for sale	-	-	34,804,642	-	-	-	34,804,642	-	-
2.3.	Realized gains or losses from financial assets available for sale	-	-	(23,350,698)	-	-	-	(23,350,698)	-	-
2.4.	Other non-owner changes in equity	-	-	-	-	-	-	-	-	-
<b>IV.</b>	<b>Transactions with owners (previous period)</b>	-	-	-	-	<b>3,914,191</b>	<b>(26,094,605)</b>	<b>(22,180,414)</b>	-	-
1.	Increase/decrease in subscribed capital	-	-	-	-	-	-	-	-	-
2.	Other payments by owners	-	-	-	-	-	-	-	-	-
3.	Payment of shares in profit /dividends	-	-	-	-	-	(22,180,414)	(22,180,414)	-	-
4.	Other distributions to owners	-	-	-	-	3,914,191	(3,914,191)	-	-	-
<b>V.</b>	<b>Balance as at the last day of the reporting period in previous year</b>	<b>235,795,140</b>	<b>50,452,593</b>	<b>74,546,520</b>	<b>127,026,069</b>	<b>67,382,244</b>	<b>27,896,559</b>	<b>583,099,124</b>	-	-

**Supplementary information prescribed by the Regulation of the Croatian Financial Services Supervisory Agency  
(continued)**

**Statement of changes in equity for period 01.01.2018 - 31.12.2018 (continued)**

In HRK

Position code	Position description	Attributable to owners of the parent						Total capital and reserves	Attributable to non-controlling interest	Total capital and reserves
		Paid-up capital (ordinary and preference shares)	Premiums for issued shares	Revaluation reserves	Reserves (legal, statutory, other)	Retained profit or transferred loss	Profit/loss of the current year			
<b>VI.</b>	<b>Balance as at 1 January of the current year</b>	235,795,140	50,452,593	74,546,520	127,026,069	67,382,244	27,896,559	583,099,124	-	-
1.	Changes in accounting policies	-	-	-	-	-	-	-	-	-
2.	Correction of errors from previous periods	-	-	-	-	-	-	-	-	-
<b>VII.</b>	<b>Balance as at 1 January of the current year (corrected)</b>	235,795,140	50,452,593	74,546,520	127,026,069	67,382,244	27,896,559	583,099,124	-	-
<b>VIII.</b>	<b>Comprehensive income/loss of the current year</b>	-	-	(25,842,100)	-	-	41,952,750	16,110,650	-	-
1.	Profit or loss of the previous period	-	-	-	-	-	41,952,750	41,952,750	-	-
2.	<b>Other comprehensive income or loss of the current year</b>	-	-	(25,842,100)	-	-	-	(25,842,100)	-	-
2.1.	Unrealised gains or losses from tangible assets (land and buildings)	-	-	-	-	-	-	-	-	-
2.2.	Unrealised gains or losses from financial assets available for sale	-	-	(7,992,450)	-	-	-	(7,992,450)	-	-
2.3.	Realised gains or losses from financial assets available for sale	-	-	(17,849,649)	-	-	-	(17,849,649)	-	-
2.4.	Other non-owner changes in equity	-	-	-	-	-	-	-	-	-
<b>IX.</b>	<b>Transactions with owners (current period)</b>	-	-	51,223,691	49,747,508	14,268,375	(27,896,559)	87,343,015	-	-
1.	Increase/decrease in subscribed capital	-	-	-	-	-	-	-	-	-
2.	Other payments by owners	-	-	-	-	-	-	-	-	-
3.	Payment of shares in profit /dividends	-	-	-	-	-	(23,712,075)	(23,712,075)	-	-
4.	Other transactions with owners	-	-	51,223,691	49,747,508	14,268,375	(4,184,484)	111,055,090	-	-
<b>X.</b>	<b>Balance as at the last day of the reporting period in the current year</b>	235,795,140	50,452,593	99,928,111	176,773,577	81,650,619	41,952,750	686,552,790	-	-

## Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules

### Statement of financial position – Assets as at 31 December 2018

Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services		Transfer of deferred acquisition costs	Transfer of other tangible assets to inventories	Transfer of investments for and on behalf of life assurance policyholders to Financial assets at fair value through profit or loss	Transfer of other prepaid expenses and other assets to insurance and other receivables	Statutory financial statements	Comment
<b>INTANGIBLE ASSETS</b>	<b>28,636,814</b>					<b>28,636,814</b>	<b>Other intangible assets</b>
Goodwill	3,551,774						
Other intangible assets	25,085,040						
		25,599,596				<b>25,599,596</b>	<b>Deferred acquisition costs</b>
<b>TANGIBLE ASSETS</b>	<b>94,650,290</b>					<b>94,612,996</b>	<b>Property and equipment</b>
Land and buildings intended for company business operations	87,548,083		(37,294)				
Equipment	6,759,700						
Other tangible assets and stock	342,508						
<b>INVESTMENTS</b>	<b>3,337,123,665</b>						
<b>Investments in land and buildings not intended for company business operations</b>	<b>80,784,728</b>					<b>80,784,728</b>	<b>Investment property</b>
<b>Investments in subsidiaries, associates and joint ventures</b>	-						
Shares and stakes in subsidiaries	-						
Shares and stakes in associates	-						
Joint venture participation	-						
<b>Financial investments</b>	<b>3,256,338,937</b>						
<b>Financial investments held-to-maturity</b>	<b>975,880,457</b>					<b>975,880,457</b>	<b>Held-to-maturity investments</b>
Debt financial securities	975,880,457						
Other	-						
<b>Financial investments available-for-sale</b>	<b>1,969,081,702</b>					<b>1,969,081,702</b>	<b>Available-for-sale financial assets</b>
Equity financial securities	38,123,353						
Debt financial securities	1,834,277,911						
Investment fund units	96,680,438						
Other	-						
<b>Financial investments at fair value through profit and loss account</b>	<b>119,579,356</b>			545,229,814		<b>664,809,170</b>	<b>Financial assets at fair value through profit or loss</b>
Equity financial securities	3,996,225						
Debt financial securities	23,882,686						
Derivative financial instruments	-						
Investment fund units	91,700,444						
Other	-						
<b>Loans and receivables</b>	<b>191,797,423</b>					<b>191,797,423</b>	<b>Loans and receivables</b>
Deposits with credit institutions (banks)	148,067,795						
Loans	43,729,628						
Other	-						
<b>Deposits with the cedent</b>	-						

**Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)****Statement of financial position – Assets as at 31 December 2018 (continued)**

Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services		Transfer of deferred acquisition costs	Transfer of other tangible assets to inventories	Transfer of investments for and on behalf of life assurance policyholders to Financial assets at fair value through profit or loss	Transfer of other prepaid expenses and other assets to insurance and other receivables	Statutory financial statements	Comment
<b>INVESTMENTS FOR THE ACCOUNT AND RISK OF LIFE ASSURANCE POLICYHOLDERS</b>	<b>545,229,814</b>			(545,229,814)			
<b>REINSURANCE SHARE IN TECHNICAL PROVISIONS</b>	<b>200,601,357</b>					<b>200,601,357</b>	<b>Reinsurers' share of technical provisions</b>
Provisions for unearned premiums, reinsurance share	53,101,057						
Mathematical provision, reinsurance share	222,709						
Provision for claims outstanding, reinsurance share	147,277,591						
Provisions bonuses and rebates, reinsurance share	-						
Equalisation provisions, reinsurance share	-						
Other insurance technical provisions, reinsurance share	-						
Life assurance technical provisions where the policyholder bears the insurance risk, reinsurance share	-						
<b>DEFERRED AND CURRENT TAX ASSET</b>	<b>7,786,643</b>						
Deferred tax asset	7,786,643					<b>7,786,643</b>	<b>Deferred tax assets</b>
Current tax asset	-						
<b>RECEIVABLES</b>	<b>133,726,195</b>						
<b>Receivables from insurance business</b>	<b>59,990,042</b>						
<i>From policyholders</i>	59,509,369						
<i>From insurance agents, or insurance brokers</i>	480,673						
<b>Receivables from reinsurance business</b>	<b>30,268,919</b>						
<b>Other receivables</b>	<b>43,467,234</b>						
<i>Receivables from other insurance business</i>	26,402,931						
<i>Receivables for return on investments</i>	153,097						
<i>Other receivables</i>	16,911,206						
<b>OTHER ASSETS</b>	<b>23,272,218</b>						
<b>Cash at bank and in hand</b>	<b>23,272,218</b>						
<i>Funds in the business account</i>	22,042,112					<b>23,272,218</b>	<b>Cash</b>
<i>Funds in the account of assets covering mathematical provision</i>	1,225,303						
<i>Cash in hand</i>	4,803						
<b>Long-term assets intended for sale and business cessation</b>	<b>-</b>						
<b>Other</b>	<b>-</b>		37,294			<b>37,294</b>	<b>Inventories</b>
<b>PREPAYMENTS AND ACCRUED INCOME</b>	<b>26,863,658</b>						
Deferred interest and rent	-						
Deferred acquisition costs	25,599,596	(25,599,596)					
Other prepayments and accrued income	1,264,062				(1,264,062)		
<b>TOTAL ASSETS</b>	<b>4,397,890,653</b>					<b>4,397,890,653</b>	<b>Total assets</b>
<b>OFF BALANCE SHEET ITEMS</b>	<b>-</b>						

## Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)

### Statement of financial position – Equity and liabilities as at 31 December 2018

Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services		Transfer of current year profit to retained earnings	Transfer of statutory reserve to legal reserves	Transfer of discretionary profit participation from life assurance provision to separate line	Transfer of life assurance provision for products where policyholders bear investment risk to technical provisions	Transfer of deposit from reinsurance, accrued expenses and other liabilities to insurance and other payables	Statutory financial statements	Comment
<b>CAPITAL AND RESERVES</b>	<b>686,552,790</b>						<b>686,552,790</b>	<b>Total equity</b>
<b>Subscribed capital</b>	<b>235,795,140</b>						<b>235,795,140</b>	<b>Share capital</b>
<i>Paid-up capital - ordinary shares</i>	235,795,140							
<i>Paid-up capital - preference shares</i>								
<b>Issued shares premiums (capital reserves)</b>	<b>50,452,593</b>						<b>50,452,593</b>	<b>Capital reserves</b>
<b>Revaluation reserve</b>	<b>99,928,111</b>						<b>99,928,111</b>	<b>Fair value reserve</b>
<i>Land and buildings</i>								
<i>Financial investments available-for-sale</i>	99,928,111							
<i>Other revaluation reserves</i>								
<b>Reserves</b>	<b>176,773,577</b>							
<i>Legally stipulated reserves</i>	3,341,898		871,562				<b>4,213,460</b>	<b>Legal and statutory reserves</b>
<i>Statutory reserve</i>	871,562		(871,562)					
<i>Other reserve</i>	172,560,117						<b>172,560,117</b>	<b>Other reserves</b>
<b>Transferred profit or retained loss</b>	<b>81,650,619</b>	41,952,750					<b>123,603,369</b>	<b>Retained earnings</b>
<i>Retained profit</i>	81,650,619							
<i>Transferred loss (-)</i>								
<b>Profit or loss of the current accounting period</b>	<b>41,952,750</b>	(41,952,750)						
<i>Profit of the current accounting period</i>	41,952,750							
<i>Loss of the current accounting period (-)</i>								
<b>SUBORDINATED LIABILITIES</b>								
<b>MANORITY INTERESTS</b>								
<b>TECHNICAL PROVISIONS</b>	<b>2,828,651,635</b>			(50,715,466)	545,229,814		<b>3,323,166,983</b>	<b>Technical provisions</b>
<i>Provisions for unearned premiums, gross amount</i>	163,661,912							
<i>Mathematical provision, gross amount</i>	2,330,509,399							
<i>Provision for claims outstanding, gross amount</i>	328,955,636							
<i>Provisions bonuses and rebates, gross amount</i>	1,345,525							
<i>Equalisation provision, gross amount</i>	4,163							
<i>Other insurance technical provisions, gross amount</i>	4,175,000							

**Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)****Statement of financial position – Equity and liabilities as at 31 December 2018 (continued)**

Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services		Transfer of current year profit to retained earnings	Transfer of statutory reserve to legal reserves	Transfer of discretionary profit participation from life assurance provision to separate line	Transfer of life assurance provision for products where policyholders bear investment risk to technical provisions	Transfer of deposit from reinsurance, accrued expenses and other liabilities to insurance and other payables	Statutory financial statements	Comment
<b>LIFE ASSURANCE TECHN.PROV.WHERE THE POLICYHOLDER BEARS THE INSURANCE RISK, gross amount</b>	<b>545,229,814</b>			50,715,466	(545,229,814)		<b>50,715,466</b>	<b>Discretionary profit participation provision</b>
<b>OTHER RESERVES</b>	<b>8,717,474</b>						<b>8,717,474</b>	<b>Provisions for liabilities and charges</b>
Provisions for pensions and similar liabilities	844,113							
Other provisions	7,873,361							
<b>DEFERRED AND CURRENT TAX LIABILITY</b>	<b>22,850,094</b>							
Deferred tax liability	21,935,439						21,935,439	Deferred tax liability
Current tax liability	914,654						914,654	Current income tax liability
<b>DEPOSIT RETAINED FROM BUSINESS CEDED TO REINSURANCE</b>	<b>83,128,552</b>					(83,128,552)		
<b>FINANCIAL LIABILITIES</b>								
Liabilities on the basis of loans								
Liabilities on the basis of issued financial instrument								
Other financial liabilities								
<b>OTHER LIABILITIES</b>	<b>105,330,360</b>					200,558,487	<b>305,888,847</b>	<b>Insurance and other payables</b>
Liabilities from direct insurance business	25,160,352							
Liabilities from co-insurance and reinsurance business	50,523,273							
Liabilities for sale and ceased business								
Other liabilities	29,646,735							
<b>ACCRUED EXPENSES AND DEFERRED INCOME</b>	<b>117,429,935</b>					(117,429,935)		
Deferred reinsurance commission								
Other accrued expenses and deferred income	117,429,935							
<b>TOTAL LIABILITIES</b>	<b>4,397,890,653</b>						<b>4,397,890,653</b>	<b>Total liabilities and equity</b>
<b>OFF BALANCE SHEET ITEMS</b>	<b>545,229,814</b>							

**Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)****Statement of comprehensive income for year ended 31 December 2018**

<b>Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services</b>		Netting off of premium impairment with gross premium written	Adding other technical income to other operating income	Adding gross changes in provisions to gross claims incurred	Adding reinsurers share of technical provisions to reinsurers share of claims and benefits incurred	Adding other expenses to other operating expenses	Netting off of positive and negative foreign exchange differences, unrealized/realized gains and losses and income from sale of real estate with net book value of asset sold	<b>Statutory financial statements</b>	<b>Comment</b>
<b>Earned premiums (recognised in revenue)</b>	<b>627,561,148</b>								
Written gross premiums	766,059,722	1,013,092						767,072,814	Gross premiums written
Value adjustment and charged adjustment of insurance premium value	1,013,092	(1,013,092)							
Premiums ceded to reinsurance (-)	(129,143,496)							(129,143,496)	Written premiums ceded to reinsurers
Change in gross provisions for unearned premiums (+/-)	(14,577,013)							(14,577,013)	Change in the gross provision for unearned premiums
Change in provisions for unearned premiums, reinsurance share (+/-)	4,208,843							4,208,843	Reinsurers' share of change in the provision for unearned premiums
<b>Income from investments</b>	<b>166,304,095</b>						(18,508,598)	147,795,497	Financial income
Income from subsidiaries, associates and joint ventures	-								
Income from investment in land and buildings	4,017,184								
Interest income	112,320,933								
Unrealized profits from investment	19,709,695						(13,350,813)		
Realized profits from investment	23,356,403						(2,788,610)		
Net positive exchange rate differentials	2,369,175						(2,369,175)		
Other investment profits	4,530,704								
<b>Income from commissions and fees</b>	<b>32,054,453</b>							32,054,453	Fee and commission income
<b>Other insurance-technical income, net of reinsurance</b>	<b>3,796,651</b>		(3,796,651)						
<b>Other income</b>	<b>1,632,656</b>		3,796,651					5,429,307	Other operating income
<b>Expenditures for insured events, net</b>	<b>(460,091,547)</b>								
Settled claims	(456,969,249)								
<i>Gross amount (-)</i>	(518,062,575)			(31,038,345)				(549,100,920)	Claims and benefits incurred
<i>Reinsurer share(+)</i>	61,093,326				(11,619,493)			49,473,833	Reinsurers' share of claims and benefits incurred
Change in provisions for claims outstanding (+/-)	(3,122,298)								
<i>Gross amount (-)</i>	8,495,773			(8,495,773)					
<i>Reinsurer share(+)</i>	(11,618,071)				11,618,071				

**Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)****Statement of comprehensive income for year ended 31 December 2018 (continued)**

Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services		Netting off of premium impairment with gross premium written	Adding other technical income to other operating income	Adding gross changes in provisions to gross claims incurred	Adding reinsurers share of technical provisions to reinsurers share of claims and benefits incurred	Adding other expenses to other operating expenses	Netting off of positive and negative foreign exchange differences, unrealized/realized gains and losses and income from sale of real estate with net book value of asset sold	Statutory financial statements	Comment
<b>Change in other technical provisions, net of reinsurance</b>	<b>(111,217,890)</b>								
Change in mathematical provision (+/-)	(111,248,846)								
Gross amount (-)	(111,247,424)			111,247,424					
Reinsurer share(+)	(1,422)				1,422				
Change in other technical provisions, net of reinsurance (+/-)	30,956								
Gross amount (-)	30,956			(30,956)					
Reinsurer share(+)	-								
<b>Change in life assurance technical provisions where the policyholder bears the insurance risk, net of reinsurance (+/-)</b>	<b>72,605,086</b>								
Gross amount (-)	72,605,086			(72,605,086)					
Reinsurer share(+)	-								
<b>Expenditures for return of premium (bonuses and rebates), net of reinsurance</b>	<b>(922,736)</b>								
Depending on the result (bonuses)	(922,736)			922,736					
Not depending on the result (rebates)	-								
<b>Business expenditures (for business operations), net</b>	<b>(225,903,921)</b>								
Acquisition costs	(129,409,389)							(129,409,389)	Acquisition costs
Commission	(71,253,461)								
Other acquisition costs	(58,919,594)								
Change in deferred acquisition costs (+/-)	763,666								
Management costs (administration costs)	(96,494,532)							(96,494,532)	Administration costs
Depreciation	(9,403,514)								
Salaries, taxes and contributions to and from salaries	(36,689,155)								
Other administration costs	(50,401,864)								

**Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)****Statement of comprehensive income for year ended 31 December 2018 (continued)**

<b>Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services</b>		Netting off of premium impairment with gross premium written	Adding other technical income to other operating income	Adding gross changes in provisions to gross claims incurred	Adding reinsurers share of technical provisions to reinsurers share of claims and benefits incurred	Adding other expenses to other operating expenses	Netting off of positive and negative foreign exchange differences, unrealized/realized gains and losses and income from sale of real estate with net book value of asset sold	<b>Statutory financial statements</b>	<b>Comment</b>
<b>Investment expenses</b>	<b>(39,498,294)</b>								
Depreciation (buildings not intended for business operations of the company)	(683,493)						18,508,598	(20,989,696)	Financial expenses
Interest	(638,251)								
Investment value adjustment (reduction)	(418,485)								
Realized losses from sale of financial assets	(2,788,610)						2,788,610		
Unrealized losses from sale of financial assets	(13,350,813)						13,350,813		
Net negative exchange rate differences	(18,572,235)						2,369,175		
Other investment expenses	(3,046,408)								
<b>Other technical expenses, net of reinsurance</b>	<b>(9,629,413)</b>					(4,262,596)		(13,892,009)	Other operating expenses
Expenses for preventive operations	(1,684,319)								
Other technical expenses of insurance	(7,945,094)								
<b>Other expenses including value adjustments</b>	<b>(4,262,596)</b>					4,262,596			
<b>Profit or loss of the accounting period before taxation (+/-)</b>	<b>52,427,691</b>							52,427,691	Profit before income tax
<b>Profit or loss tax</b>	<b>(10,474,941)</b>							(10,474,941)	Income tax expense
Current tax expense	(9,632,733)								
Deferred tax expense (income)	(842,208)								
<b>Profit or loss of the accounting period after taxation (+/-)</b>	<b>41,952,750</b>							41,952,750	Profit for the year
Attributable to owners of the parent	-								
Attributable to non-controlling interests	-								
<b>TOTAL INCOME</b>	<b>830,506,795</b>								
<b>TOTAL EXPENDITURE</b>	<b>(788,554,045)</b>								

**Reconciliation between financial statements and Croatian Financial Services Supervisory****Statement of comprehensive income for year ended 31 December 2018 (continued)**

<b>Supplementary information prescribed by a regulation of the Croatian Agency for Financial Services</b>		Netting off of premium impairment with gross premium written	Adding other technical income to other operating income	Adding gross changes in provisions to gross claims incurred	Adding reinsurers share of technical provisions to reinsurers share of claims and benefits incurred	Adding other expenses to other operating expenses	Adding other technical income to other operating income	Netting off of positive and negative foreign exchange differences, unrealized/realized gains and losses and income from sale of real estate with net book value of asset sold	<b>Statutory financial statements</b>	<b>Comment</b>
<b>Other comprehensive income</b>	<b>(25,842,100)</b>								<b>(25,842,100)</b>	<b>Change in fair value of available-for-sale financial assets, net of amounts realised and net of deferred tax</b>
Profits/losses on translation of financial statements on foreign operating activities	-									
Profits/losses on revaluation of financial assets available for sale	(31,514,756)									
Profits/losses on revaluation of land and buildings intended for business activities of the company	-									
Profits/losses on revaluation of other tangible and (except land and real estate) intangible assets	-									
Effects from cash flow hedging instruments	-									
Actuarial profits/losses on defined benefit pension plans	-									
Share in other comprehensive income of associated companies	-									
Profit tax on other comprehensive income	5,672,656									
<b>Total comprehensive income</b>	<b>16,110,650</b>								<b>16,110,650</b>	<b>Total comprehensive income for the year</b>
Attributable to owners of the parent	-									
Attributable to non-controlling interests	-									
<b>Reclassification adjustments</b>	<b>-</b>									

## Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)

### Statement of cash flows for year ended 31 December 2018

Statement of cash flow prepared in accordance with the Ordinance on the form and content of financial statements and additional reports of insurance and reinsurance companies (Official Gazette 37/16, 96/18), the preparation of which is described in detail in the Instructions for completing financial statements and additional reports of insurance and reinsurance companies ("HANFA CF") differ in the presentation from the Statement of cash flows ("CF") forming a part of statutory financial statements.

Differences are as follows:

1. Net impairment losses and write off losses on property and equipment and investment property are shown in CF together with amortization or depreciation correspondingly, while in CF HANFA they are presented within Impairment losses and fair value gains/losses.
2. Change in deferred acquisition costs in CF is presented separately while in HANFA CF is presented within Other adjustments.
3. Depreciation of small inventory is shown separately in CF, while in CF HANFA is shown within Depreciation of property and equipment.
4. Net impairment losses on financial assets and insurance and other receivables are presented separately in CF while in HANFA CF are presented within Impairment losses and fair value gains/losses.
5. Net fair value gains on financial assets are presented separately in CF and include realised and unrealised gains/losses while in CF HANFA unrealised gains are presented within Impairment losses and fair value gains/losses and realised gains are presented within Other adjustments.
6. Net foreign exchange losses are presented separately in CF while in HANFA CF are shown within Other adjustments.
7. Dividend income and cash receipts from dividends are in CF presented separately and within operating cash flow while in CF HANFA dividend income is presented within Other adjustments and dividend cash receipts within investing activities.
8. Net gain/loss on disposal of property and equipment as well investment property are shown separately in CF, while in CF HANFA they are shown together within Profit/losses on sale of tangible assets (including land and buildings).
9. Provision for liabilities and charges in CF is shown separately while in CF HANFA is shown within Other adjustments.
10. Net decrease in held-to-maturity investments in CF is shown within cash flow from operating activities, while in HANFA CF within cash flow from investing activities.
11. Net decrease / (increase) in financial assets at fair value through profit and loss in CF is shown comprising investments for the account and risk of life assurance policyholders as opposed to being shown separately in HANFA CF.

## **Reconciliation between financial statements and Croatian Financial Services Supervisory Agency Schedules (continued)**

### **Statement of cash flows for year ended 31 December 2018 (continued)**

12. Net (increase) / decrease in investment property in CF is shown within cash flow from operating activities while in CF HANFA is presented within cash flow from investing activities.
13. Net increase in technical provision in CF comprise Increase/decrease in technical provisions and Increase/decrease in life assurance technical provisions where the policyholder bears the investment risk which are shown separately in HANFA CF.
14. Net decrease / (increase) in receivables and other assets in CF are shown collectively while in CF HANFA are shown separately within Increase/decrease in receivables and Increase/decrease in prepayments and accrued income after deducting Interest received shown separately in CF.
15. Net decrease in insurance and other liabilities in CF are shown collectively while in CF HANFA are shown separately within Increase/decrease in deposits retained from business ceded to reinsurance, Increase/decrease in other liabilities, Increase/decrease in financial liabilities, Increase/decrease in accruals and deferred income after deducting Interest paid which is shown separately in CF.