





# Claes Isacson

Since the Directors' Report and Financial Statements for the year to 20 February, 2013 went to the printers, the Board of Gard P&I (Bermuda) Ltd is saddened to announce the death of Claes Isacson, CEO of the Gard group since 2001. This document contains the report he made to the Board of Directors on 27 May 2013.

Claes Isacson joined Gard in 1996 to set up an office in Gothenburg. In 1999 he was promoted to head of P&I underwriting and became CEO in 2001. His tenure as CEO was characterised by a strategy of growth and diversification which led to Gard becoming the largest P&I club in the world and the third largest marine insurer. Gard now has total assets of USD 2.5 billion (USD 720 million in 2001) and employs over 450 staff in 12 offices around the world.

In addition to his role at Gard, Claes played an active role in the wider marine insurance market. In November 2009, he was elected Chairman of the International Group of P&I Clubs – the first non-British person to hold this position – for a three year term.

Integral to Claes' vision for Gard was to create a broader insurance group. To that end, his first act as CEO was to align the product areas of the organisation to create cost-saving synergies and better opportunities for cross-selling. However, simply managing a broader portfolio was just the first step – his wider vision was to take complete ownership of a marine insurance company.

Nearly ten years ago, he led a project which culminated in the purchase of the marine & energy portfolio from If P&C Insurance. This was as significant for the industry as it was for the group since it brought together P&I and marine and energy in one organisation for the first time. There were many who were sceptical about whether shipowners would want to buy a range of marine insurances from a single provider, and even more who questioned whether the provider could do that profitably. There is no doubt Claes' determination and decisive management style was key to this transformational acquisition.

The subsequent growth of the group was concrete evidence that the concept was an attractive one. Members and clients are now offered a wide range of protection from cover for damage to assets, loss of income and third party liability. Today, over half the group's premium income derives from clients with insurances in more than once business area. Since then, his overriding goal was to meet changing client needs. Whether it was developing Gard Academy to look at education, re-engineering underwriting, expanding the office network to reach the emerging economies or creating best practice in claims handling, Claes always looked to the future and to continually improve the organisation and the way it served its Members and clients.

There is no doubt that Gard is the organisation it is today because of his leadership and vision. However, to his many friends and colleagues across the industry, Claes Isacson's contribution cannot be measured solely by numbers. He pioneered open plan offices, understanding the essentially collaborative nature of Gard and in getting the best from everyone and – while he could be a hard taskmaster – he drove himself as hard as anyone, and was generous in giving credit for a job well done. Doing nothing was never an option for Claes. At work that made for a dynamic and exciting environment in which everyone was encouraged to ask "why not", and in his leisure hours made for some epic hunting and sailing tales. He regarded his colleagues as his friends, and was as interested in their lives as well as their work. He will be remembered for his energy, humour, hospitality and zest for life.

Claes is survived by his wife, Pia, and three children, Lotta, Calle and Olle.

Our thoughts and prayers are with Pia and the children at this very difficult time.



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# **IN OUR OWN WORDS**

THIS YEAR WE HAVE ASKED OUR COLLEAGUES TO SHARE THEIR THOUGHTS ON HOW THEY HELP OUR MEMBERS AND CLIENTS TO MANAGE THEIR FINANCIAL AND OPERATIONAL RISKS.

# **HIGHLIGHTS**

Five year performance - year to 20 February

### **GROSS WRITTEN PREMIUM**

| 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|
| 796  | 812  | 792  | 855  | 884  |

### **COMBINED RATIO**

| 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|
| 78   | 92   | 94   | 98   | 101  |

GENERAL CONTINGENCY RESERVE
USD MILLIONS, BASED ON 15 PER CENT DEFERRED CALL

| 2009 |     |     |     | 2013 |
|------|-----|-----|-----|------|
| 430  | 638 | 790 | 826 | 895  |

### **TOTAL ASSETS**

USD BILLIONS, BASED ON 15 PER CENT DEFERRED CALL

| 2009 |     |     |     | 2013 |
|------|-----|-----|-----|------|
| 1.7  | 1.9 | 2.4 | 2.5 | 2.5  |

### **AFTER TAX RESULT**

| 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|
| -150 | 240  | 175  | 51   | 99   |

# **AT A GLANCE**

### FINANCIAL FOUNDATIONS



Gard's financial strength rating was upgraded by Standard & Poor's to A+ in December 2012.

# THIRTY ONE MILLION



In May 2013 Gard returned USD 31 million to the mutual Members of the Club by reducing the deferred call for the 2012 policy year from 25 per cent to 15 per cent of the advanced call.

### KNOWLEDGE & EXPERTISE



A property policy to cover damage to or loss of containers – on and off the ship – was launched.



# 10 YEARS

Gard Academy celebrated its 10th anniversary and won the Kompetanseprisen for 2012 – rewarding the promotion of professional development.

### BUILDING RELATIONSHIPS

P&I owners' mutual tonnage in 2012, millions of gross tonnes

50

Number of vessels in the marine book

7,650

Number of staff

450

**IMABARI** 

In November 2012, we opened an office in southern Japan.

pened an office in southern Japan.

Different nationalities

**322** 

# **ABOUT GARD**

### What do Members and clients need?

The global economy could not function without the shipping industry. Without shipping, inter-continental trade, the bulk transport of raw materials, and the import/export of affordable food and manufactured goods would simply not be possible.

It is however a risky business, and the consequences of accidents at sea can affect a much wider number of people than are directly involved – for example, in cases involving significant loss of life or pollution. Those involved in the marine industries therefore need to mitigate and manage their risks, while ensuring that they are in a position to deliver compensation and support to the victims of maritime accidents, should the need arise.

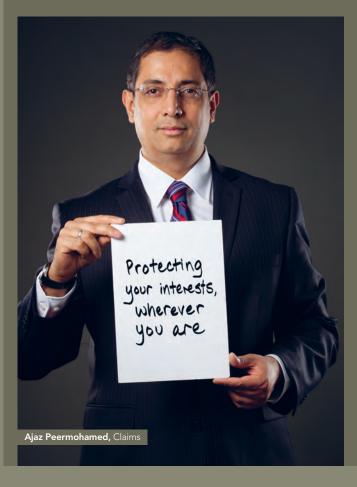




# What do we do?

For more than 100 years, Gard has been helping shipowners to protect their assets, safeguard their incomes, and defend their reputations so that trade can flourish.

As the maritime industries face changing times and fresh challenges, our objective is to help to manage the totality of Members' and clients' exposures – both to existing and developing risks. Providing risk capital is just one part of what we do. By ensuring that we also focus on risk assessment and loss prevention, as well as how we handle all aspects of casualties and crises, we can offer support every step of the way.





# **ABOUT GARD**

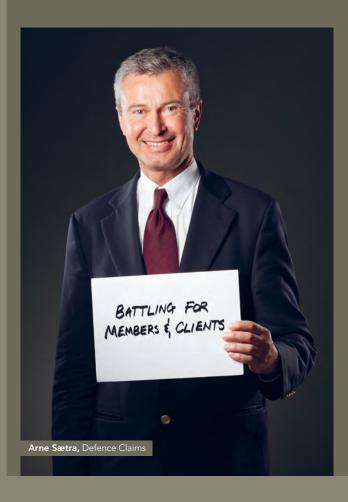
### continued

### How do we do it?

As individuals and as an organisation, we bring integrity to everything we do. Long-term relationships are built on trust, so we strive for honesty, transparency and respect. To respond to changing business realities, we have built our business on strong financial foundations, deep knowledge and expertise, and robust relationships.

### Strong financial foundations

- For over a century, we have built our financial strength to offer the stability and predictability that means our Members and clients can focus on their day-to-day businesses.
- Our history and structure means that sharing risk and reward is at the core of what we do.
- We do not aim to maximise short-term results, but instead invest for the future and manage resources and capital as effectively as possible.



### Deep knowledge and expertise

- We make a significant investment in our intellectual capital so that we can share expertise, experience and best practices, both internally and externally.
- Our product range is continually evolving and improving to assist our clients with meeting human, environmental and technological challenges. We also cater to specific needs requiring bespoke solutions.
- Marine biologists, engineers, lawyers and captains
  of vessels are just some of the specialists who work
  at Gard, delivering wide-ranging industry expertise
  to help solve your problems.

### **Robust relationships**

- Our focus is entirely on the maritime industries we understand where Members and clients have come from, and the dynamics of their businesses.
- With a network of 12 offices and teams of in-house claims specialists, we offer access to the right people and processes at every stage of the journey.
- We are passionate about what we do and how we do it – everything we do is about getting back to 'business as usual' as quickly as possible.



# **CHAIRMAN'S STATEMENT**



"I have been privileged to serve the Gard group through almost two decades of extraordinary change."

Stephen Pan, Chairman

In this, my last Report and Financial Statements as Chairman of Gard, it seems appropriate to reflect briefly on some of the changes and constants that have affected the industries in which it operates. I have had the privilege to serve the Gard group through almost two decades of extraordinary change. This change, both internal and external, has fundamentally shaped the organisation that Gard has become.

### Changing market conditions

Both shipping and insurance are characterised by highly cyclical behaviour – moving from highs to lows and back again with considerable and increasing frequency. While technological advances, productivity gains and greater globalisation have made the industry more efficient, they have also exacerbated the speed and magnitude of over-supply when demand takes its cyclical hiatus. Today the shipping industry is languishing in an ongoing trough, marked by excess tonnage and significant yard overcapacity against a background of very weak or non-existent demand growth. Recovery from the economic fallout has been stubbornly slow. Many structural weaknesses in the financial sector have been exposed and the resolution of these issues may take some time before we can see steady and sustainable growth.

The clear consequence is that many shipowners are facing financially and operationally challenging times. Falling asset values are putting pressure on many owners' loan covenants, while ongoing weak freight rates are often insufficient to cover vessels' operating expenses. Scrapping levels are far below those seen in the early 1980s, when a four-fold price increase in crude oil sent a shockwave through the global economy, resulting in an unprecedented global slowdown. On the other hand, the low prices being offered by many shipyards for energy-efficient ships are attracting some owners to place orders – despite the clear supply-demand imbalance. While I have no doubt that these new designs are environmentally friendly and economical to operate, they will nonetheless add to supply and may prolong the very poor market conditions.

Over the past two decades, China's demand for raw material imports and its export of manufactured goods has driven an almost unprecedented freight market boom. Today, however, excessive yard capacity, together with a government policy of direct and indirect support for the shipyards, may become the bane of the market.

# "Some forecasts for 2013 offer a glimmer of hope."

Some forecasts for 2013 offer a glimmer of hope, with a predicted decline in the rate of growth for the world fleet and a reduction in newbuilding deliveries. Improving world trade, including an increase in seaborne trade, could make a difference to shipowners around the world and bring some much-needed relief. I would, however, caution that improving trade and economic conditions may also bring about adjustments in interest rates that could dilute their positive effect.

### "The ability of businesses to navigate through peaks and troughs is what sets them apart."

The insurance industry is also suffering from over-capacity, creating highly competitive market conditions across almost all classes of business. Changing requirements from buyers in terms of products and expected levels of support are also having an impact, as is pressure on pricing. At the same time, yields on fixed-income instruments are at an unprecedented low. Many investors are significantly increasing their investment risk profiles in an attempt to chase yields. However, I am happy to say that as Gard's balance sheet is strong, we do not need to take undue risks to maintain our financial position.

The ability of businesses to navigate through these peaks and troughs is what sets them apart. Against this backdrop, the Gard model has proved robust. The strategy of being well-capitalised; focusing on efficiency; and taking risk from our Members is one that has positioned us strongly over the long term. Given that Gard's regulatory oversight sits in the relevant Finance ministries – not Transport – they too focus keenly on the balance sheet, so having a capital base that is second to none benefits everyone involved with Gard in the long term. It also means that the organisation is well-positioned to meet future regulatory requirements in Bermuda and under Solvency II.

### Increased government intervention

Another constant has been the increase in government intervention and the use of sanctions. More and more intrusive legislative changes have led to increased liabilities, which in turn have increased costs for activities such as wreck removals.

The other two key areas of focus are the EU Passenger Liability Regulation (EU PLR) and the Maritime Labour Convention (MLC).

The EU PLR came into force on 31 December 2012, incorporating into law the key provisions of the 2002 Protocol to the Athens Convention – even though they have yet to come into force. Essentially, this means that shipowners involved in carrying passengers are exposed to war risks that are not included in a mutual P&I policy.

To address this gap in cover, Safeguard Guarantee Company Ltd. a wholly-owned subsidiary of Gard P. & I. (Bermuda) Ltd. has developed an insurance and guarantee facility that covers the war risk liabilities that fall outside the standard P&I cover. We believe that these risks should be excluded from the Pooling Agreement because they are high accumulation risks that need to be handled differently, and which the International Group is not structured to handle.

The MLC is a consolidation of more than 60 existing International Labour Organisation standards and codifies a framework of rights and duties for seafarers, shipowners and governments. It requires

shipowners to comply with a raft of operational and technical requirements, and introduces new provisions on financial security. In August 2012, the Philippines government became the 30th state to ratify the MLC, thereby triggering its entry into force in the relevant states from August 2013. As a result, the MLC will come into force in some of the states with the largest ship registers by tonnage – such as Panama and Liberia – almost guaranteeing its universal application.

In recent years, we have seen a trend for states to opt out of various international conventions in order to create their own solutions for certain categories of claims. This has certainly been the case with regard to the right to limit liability for wreck removals, and more recently we have seen the global limitation figures for passenger claims increase.

# "More and more intrusive legislative changes have led to increased liabilities, and increased costs."

Therefore, we believe that a unified law would have great value. It would simplify the handling of major casualties and, to some extent, avoid forum shopping. The idea of creating such a law in the maritime field, however, is undermined by the freedom that state parties to a convention have to create their own solutions within it.

### Regulation of insurers rising

The insurance industry also faces closer regulatory scrutiny, both directly in order to manage possible policyholder risk, and indirectly as a political tool. One of the major challenges that the industry has faced over the last few years has been the introduction of Solvency II. While its underlying philosophy is simple, its implementation has been complex and a final start date has yet to be agreed. This has undoubtedly created pressure across the re/insurance market. The financial crisis has also caused regulators around the world to look at risk-taking in its entirety more closely, so there may be more changes to come.

New sanctions continued to proliferate in 2012. The insurance industry – and therefore inevitably its clients, the shipowners – was increasingly swept up in these developments, as it is seen as an effective route to enforcement. These sanctions place a heavy compliance burden on marine insurers, who cannot operationally control the trade routes or port calls of entered ships. There are also significant difficulties around applying unclear and sometimes conflicting legislation targeting different trades, cargoes and territories.

More worrying is the fact that claims arising in connection with sanctioned activities are not covered by the Clubs, or under the Pooling Agreement or market reinsurances – thus leaving victims of maritime casualties potentially without recourse to compensation.

# **CHAIRMAN'S STATEMENT**

### continued

As of 20 February 2013, all Clubs within the International Group, except the Japan P&I Club, are regulated by authorities that have imposed sanctions on certain shipping activities involving Iran and some other countries. The result could be the establishment of new Clubs in territories that are not affected – thus increasing competition within the market – and tried and tested providers of insurance may be put at a disadvantage by newcomers who are not subject to the same sanction regimes.

### The need for robust systems

After the handful of high profile and very costly marine casualties of 2011, we saw the rare occurrence of Gard having six Pool claims in the 2013 financial year. This illustrates the volatility inherent in our industry, as well as the strength of the mutual system – underpinned by the International Group and its pooling system – in managing the impact of losses like these.

Last year the EU Commission decided to close its two-year investigation into the International Group Clubs' claims sharing and collective reinsurance programme. This investigation, and its conclusion, took place while Claes Isacson was Chairman of the Group. The decision is a vote of confidence by the Commission in the value of the current P&I system and the unique role it plays in helping global shipping companies to access cost-efficient insurance solutions to cover the most common maritime liabilities.

### "This system benefits not only shipping and commercial trade interests in general, but also society at large."

This system not only benefits shipping and commercial trade interests in general, but also society at large because it ensures that victims of maritime incidents are compensated.

Two of the three largest-ever claims made under the Group XL reinsurance contract were in 2011. Inevitably, this had a significant impact on the cost of reinsurance and the International Group has worked hard to mitigate it. It has a long-term perspective and works continually to find the right balance between mutual claims sharing, retained versus transferred risk, and market pricing, so that shipowners may continue to enjoy the highest available levels of cover at affordable prices.

The mutual concept of P&I has served the shipping industry well since its inception over 150 years ago. It is sometimes important to impress upon the regulatory bodies that the Clubs are not a bottomless pit when it comes to the scope and quantum of liability. I am sure all of the International Group Clubs will do whatever is necessary to allow shipowners to ply their trade with peace of mind, but clear consideration must be given to potential systemic risks that may bring down this cost-effective and venerable system.

### Looking back and forward

When I was elected to the role in 2004, Gard had just begun the journey that has transformed the group with the acquisition of the M&E portfolio and since 2008 has been the largest Club. Over my tenure as Chairman, I have been fortunate to be able to report on the ongoing development of the Gard operation.

### "Mutuality remains the heartbeat of the group and one of the foundations of its success."

However, Gard did not become what it is today by luck or default. It has progressed through solid team work, strong business performance, productive financial and human capital and, above all, a robust knowledge base and forward-looking culture. We have survived and prospered in a world of turbulence and volatility, and it is important that we preserve and improve upon the ingredients that have made Gard what it is. Key to this will be attracting and keeping good people. Good people tend to work for good organisations, and Gard has a good mix of old and new, conservative and adventurous, the practical problem solver and intellectual thinker.

Under the leadership of Chief Executive Claes Isacson, Gard has retained its mutual mindset and values, helping it to fulfil its core purpose of helping Members and clients to mitigate and manage their risks. Mutuality undoubtedly remains the heartbeat of the group and one of the foundations of its success.

I would like to thank everyone who has given their time and commitment to work on our boards and committees, as well as the energy and enthusiasm of everyone at Gard. It has been a pleasure to work with all of you, and to share a journey of creativity and achievement – very much a Gard tradition that I am sure will continue far into the future.

Stephen Pan Chairman



# CHIEF EXECUTIVE'S OPERATIONAL REVIEW



"I am pleased to be able to report strong results for the last financial year."

Claes Isacson, Chief Executive Officer

Despite challenging market conditions, I am pleased to be able to report strong results for the financial year ending 20 February 2013. We recorded a surplus of USD 99 million on an estimated total call basis.\*

We were pleased to achieve an almost break-even underwriting result across the group, with a combined ratio net of 101 per cent. We have a robust underlying insurance portfolio and saw moderate growth over the year, achieving a gross written premium of USD 884 million. Gard remains strongly capitalised, with free reserves of USD 895 million, an increase of eight per cent.

We achieved a return of 6.1 per cent on our investments, well above our expectations for the year. This resulted from a marked improvement in many asset classes towards the end of the year, and a solid performance in the equity markets.

### Underwriting results broadly on target

Our overall gross written premium rose three per cent in the 2012 policy year. This was a good result in difficult markets and was above expectations. Overall, we are finding that growth is best in areas where we have a strong, established value proposition for our Members and clients.

"Growth is best in areas where we have a strong, established value proposition."

Last year, gross claims totalled USD 796 million and we had six claims above USD 10 million on a gross basis. While the total number of large claims by the end of the year was roughly what we expected, there were considerably more claims in P&I and fewer in other areas than anticipated.

# "Gard is strongly capitalised, with free reserves of USD 895 million."

In 2012 the supply side of the marine insurance market was characterised by ongoing excess capacity, leading to strong competition among insurers. Demand, however, was driven by the state of the shipping market and the economy at large. The result was flat to softening pricing across most areas of the industry. In addition, reinsurance costs were increasing, particularly for energy liability. There is no doubt that the tough climate underlines the need to achieve positive technical underwriting results through prudent risk selection and correct pricing of our insurance portfolios.

Overall, there was more movement between insurers than we have seen for a number of years. Owners appear to be looking to save money, and to change insurers if that helps them to do so.

### P&

For P&I, gross premium written for the year was USD 561 million, an increase of eight per cent compared to the year before. The 2013 P&I renewal was a successful one for Gard, in spite of market conditions being challenging in many areas. This concluded the eighth consecutive P&I renewal with a positive tonnage development, and the anticipated premium increases were achieved. Over the year, tonnage grew by 12 million GT to 175 million GT, an increase of seven per cent.

The start of the 2012 financial year saw a spate of claims in P&I, which then settled down as the year progressed. The first three months of the financial year saw Gard having five claims in the Pool. Of these, three related to navigational errors, while two resulted from explosion and fire – and fortunately none of them involved serious environmental damage. This illustrates the volatility inherent in our industry for which we need to be prepared, and our key priority is to manage the impact of these losses as effectively as possible.

In Defence, frequency rather than severity was the key issue, with the number of claims reported rising 11 per cent compared to the 2011 policy year. However, we have the required resources to deal with this level of activity, having significantly strengthened our Defence capabilities across the Gard network so that we can offer comprehensive coverage from west to east.

\* All premium figures and key ratios are on Estimated Total Call (ETC) basis, i.e., calculated before the reduction in deferred call which reduces the premium income. The accounts in this report are presented after accounting for the reduced deferred call.

### Marine & Energy

Across the Marine & Energy (M&E) business we saw strong results in 2012. Gross written premiums decreased by one per cent to USD 323 million, while gross claims totalled USD 185 million.

The marine market remains highly competitive, with any capital that leaves the market being quickly replaced by new underwriters. This appetite for risk and the availability of capacity has outweighed the impact of last year's very large claims. The claims picture for Gard was favourable over the year as a whole, albeit with peaks of activity at the beginning and end of the policy year.

While claims frequency has fallen slightly, the handling process – especially for loss of hire claims – is becoming slightly more challenging. This reflects ongoing profitability issues across the shipping industry and, as such, we expect to see more claims in the future linked to a reduction in the owners' operating budgets for maintenance on board. In addition, bunker quality issues and reductions in vessel speeds for economic or environmental reasons may lead to more engine damage claims.

In line with the Energy market overall, we had a very good year. Exceptionally good claims development across E&P and mobile offshore unit (MOU) hull claims was a significant contributor to the results of the group overall. There have, however, been rising calls for imposing extreme fines and penalties on the oil industry following offshore spills in certain regions, and this issue will need careful consideration when deciding what cover can be offered to different segments of the offshore industry.

Energy is a low frequency/high severity class of insurance – characterised by a more volatile results profile – and, as such, it requires the type of long-term commitment that we have made to this line of business. This year, we will be celebrating our 40th anniversary as a provider of insurance cover to oil and gas companies and owners/operators of MOUs.

### Helping to prevent losses

Core to what we do is helping our Members and clients to manage the totality of their existing and developing exposures. Our popular loss prevention updates – of which we published 46 last year – are a key part of this.

Our major loss prevention concern at present is navigation accidents, as well as improving safety when transporting solid bulk cargoes that may liquefy. In addition, due to the increased number of claims within the container vessel segment in 2012, we will be focusing on that area going forward. Work will also be focused on providing relevant training; during 2012, our Loss Prevention department continued to help train crews, focusing on operational risks and contributing factors to accidents.

### Investments

We achieved a strong investment result for the year, with a return on investments of 6.1 per cent – significantly exceeding our expectations. It was another volatile year in the financial markets, but the investment markets strengthened towards the end of the financial year. Equities and, in particular, real estate performed well. The portfolio also outperformed the benchmark with our active managers delivering a strong relative return.

The majority of Gard's investment portfolio is managed through its own fund structure, the Gard Common Contractual Fund, which is established in Ireland. This investment structure represents a common legal framework for the management of the funds belonging to the

### "We achieved a good return on our investments, well above our expectations for the year."

risk-carrying entities in the Gard group. The objective is to reduce management costs and optimise total returns within the investment guidelines. The overall fund investments are governed by guidelines set by the Board of Directors of each legal entity in the group.

The asset allocation was stable through the year. At 20 February 2013, the asset exposure was 53 per cent in US fixed income, 19 in non-US fixed income, five in emerging market debt, 15 in global equities, five in real estate and three per cent in cash.

Looking ahead, however, we anticipate a modest investment return over the medium term as interest rates are expected to remain low.

### Long-term stability

In May 2013, we announced our decision to return USD 31 million to the mutual Members by reducing the deferred call for the 2012 policy year from 25 per cent to 15 per cent. For each of the last four years Gard has reduced its deferred call, returning a total of USD 113 million to the membership.

We believe that our track record of managing estimated and actual deferred calls demonstrates the underlying strength of our operations over the long term. We remain committed to only asking for the general increase that we need, and – when our results and capital position allow – looking to further reduce costs for our Members.

In December 2012 we received an external vote of confidence when Standard & Poor's (S&P) upgraded our financial strength rating to A+. This was a recognition of the strength of Gard's capital position, as well as S&P's expectation that the group will sustain its strong competitive position, maintain its operating performance and develop its robust enterprise risk management going forward.

There is little doubt that ongoing uncertainty around the state of the global economy means that insurance buyers and brokers place a premium on financial strength and stability. Having now achieved the highest rating in the specialist marine market, Gard has benefited from that flight to quality. Our long-term financial stability and attractive premium policy have contributed to deep client loyalty for both P&I and M&E. The strong renewal results for both existing and new business underpin the competitive advantage this gives us.

# CHIEF EXECUTIVE'S OPERATIONAL REVIEW

continued



### The right resources in the right places

Our team of nearly 450 people, made up of 22 different nationalities in 12 offices around the world, is the key to our ongoing success. Our people are experts at what they do, using their specialist knowledge and skills to deliver for our Members and clients. In the last year alone we have added to that pool of talent from a variety of diverse backgrounds, including law, finance, the maritime industries, and mathematics.

In addition to the recruitment of experienced staff, we have a strong and long-term commitment to laying the foundations for the next generation through our graduate trainee scheme. This year we took four trainees – from 260 applicants – and we are delighted that in the last few years we have been able to offer 12 trainees full-time employment at the end of their year with us.

People are the lifeblood of our organisation. It is only if we invest in our employees and their ongoing development that they will be able to provide our Members and clients with the service that they deserve, and truly help us to stand out from the crowd.

This was one of the key objectives in the creation of Gard Academy in 2003. Over the last decade, it has provided a range of courses focusing on technical insurance and other relevant skills needed

in today's world. As well as now being part of every employee's development, we also share these high-quality courses externally.

Ten years on, we were delighted to win an award in April 2013 for our investment in professional development. The Kompetanseprisen Award for 2012 was given to us by Agdering, an association whose members promote professional development in Southern Norway. Agdering said that Gard's success was based on clear, long-term commitment by our leadership; the practical implementation of the programme; and the engagement of our employees.

"Our Members and clients need business partners who share a global footprint."

Having the right resources is only half the equation; ensuring they are in the right place is also vital. As global businesses, our Members and clients need business partners who share a global footprint. Over the last decade Gard has created a genuinely



international network – designed to offer first-class service wherever we are needed. Members and clients tell us that our service levels and investment in local relationships combine to make a value proposition that genuinely resonates with them, and this is reflected in our results.

We are continuing to build on this strategy by ensuring that we go where our Members and clients are going. In August 2012, we began the process to establish an admitted reinsurer in Brazil, with a representative office in Rio de Janeiro manned by an experienced underwriter. While the P&I clubs have always had access to this market, the same has not been the case for foreign marine and energy insurers. As a result, while Gard P&I has had a portfolio of Brazilian business for more than 20 years, on the M&E side we have only been able to compete in a very limited way. However, we are pleased to report that in April 2013, Gard Marine & Energy Limited gained registration as an admitted reinsurer in Brazil.

We also continue to invest in more mature markets. In November 2012, we opened a new office in Imabari in Japan. A significant number of shipowners operate from the west of the country, so this presence will help us to understand local needs, and decide on what resources we should provide to meet them going forward.

### Delivering a quality service

Operating expenses, excluding commissions, amounted to USD 157 million. This includes a write-off of system development expenses. However, our expense ratio has risen in recent years, with currency exchange movements and wage inflation being the major drivers.

"We are well-positioned to meet future challenges and help our Members and clients manage their risks."

We are actively working to improve our processes. To this end, we have invested in a quality management (QM) programme to create an environment where our employees are encouraged to contribute continuously to the improvement of our operations. We want people at all levels to feel engaged and accountable, getting actively involved in systematically improving what we do and how we do it. A significant part of the QM project is to map the processes and underlying workflows in key areas such as Claims, Underwriting, Accounting, ICT and HR. Both the mapping process itself and the documentation will provide a better understanding of how we operate, and a good basis for more efficient and effective operations in the future.

### Looking ahead

There will always be peaks and troughs in our business and the 2012 policy year was definitely a high point – a solid performance against a difficult backdrop – and we can take pride in that. Overall, we believe that we are well-positioned to meet future challenges: we have a strong competitive position relative to our peers; a sound insurance portfolio; and we are well-capitalised to meet future regulatory requirements and help our Members and clients manage their risks.

I would like to thank everyone at Gard for the hard work, enthusiasm and creativity that they have contributed over the last 12 months. However, there is no room for complacency. We are focused on long-term gain and, going forward, we will continue to concentrate on helping our Members and clients manage their risks, and improving the effectiveness and efficiency of our operations.

leur Grum

Claes Isacson Chief Executive Officer

# CORPORATE SOCIAL RESPONSIBILITY

"Our philanthropic activities include regularly supporting the Red Cross when there is a crisis or urgent need for help. We also sponsor an SOS Children's village in Liberia: we raise money for them every Christmas instead of sending cards to our Members and clients. Finally, we support the Gamalakhe Development Centre in South Africa on a regular basis."

Corporate social responsibility (CSR) is a subject we take seriously, and we understand its importance to our employees, Members and clients, and to society as a whole. People want to work for a company that contributes to the societies in which it operates, demonstrates strong ethical values and does the right thing.

We have long focused on 'giving back' to society – this idea is central to who we are and is underpinned by our core values: **FAIR** 

- Friendliness we are friendly; we give back to society and share knowledge
- Adaptability we continually improve in order to sustain over time
- Integrity we do the right thing and act transparently
- **Result-oriented** sustainability makes business profitable

A sense of fairness and equity is the basis for building an organisation of which we can all be proud, and it is within this context that we define our CSR activities under three key headers: people, sustainability and legal.

### People

Our work is focused in two main areas: philanthropy and knowledge.

Our philanthropic activities include regularly supporting the Red Cross when there is a crisis or urgent need for help. We also sponsor an SOS Children's village in Liberia: we raise money for them every Christmas instead of sending cards to our Members and clients. Finally, we support the Gamalakhe Development Centre in South Africa on a regular basis.

We are also active supporters of local cultural activities. For example, we sponsor the Arendal Culture House, Canal Street (a yearly jazz and blues festival in Arendal) and several local sports clubs.

In terms of knowledge, we are one of the founders of the Thor Heyerdahl International Maritime Environmental Award, which honours individuals or organisations in the shipping industry that have made outstanding contributions to preserving the marine environment.

We also sponsor the Norwegian Maritime Museum, which aims to encourage a broader understanding of how important maritime development has been – and will continue to be – to Norwegian society.

In Arendal, we support the Knowledge Centre, which teaches young people about chemistry, physics, maths, technology, biology and maritime risks in a practical and fun way. We are also on the board of the Arendal International School, which operates as a foundation, and provide financial support.

Gard also sponsors scholarships for students at the World Maritime University (WMU); the WMU is an institution that educates people from developing countries who work in the maritime industry in order to build capacity in those countries.





YoungShip, a non-profit organisation for young people working in the global shipping industry, is another organisation that we support through knowledge-sharing and loaning our facilities for events. In addition, we regularly share knowledge with members of Arendal's council, usually in the form of training courses.

### Sustainability

The environment is a major focus for Gard, so we have a range of activities centred on this area. We organise this into four areas: what we do within our Property and Service team; our work within the International Group; with our Members; and towards society.

Protecting the environment and ensuring we are not wasteful is an important goal, and our Property and Service department is always looking for ways to improve how we do this – for example, installing heat pumps for seawater cooling/heating and using movement sensors to control lighting.

Gard also carries out a range of loss prevention activities focused on environmental issues which are targeted at our Members and clients, as well as participating in International Group work on this topic.

### Legal

The legal aspects of our CSR work centre on promoting high ethical standards and the need to respect human rights throughout our supply chain.

We also strive to create a positive working environment for our employees, and conduct regular employment satisfaction surveys to monitor progress. Health and safety is crucial in the workplace, and we work hard to ensure that all of our employees can do their jobs safely.

Anti-corruption is another key area of focus, so we have created a set of ethical guidelines that all employees have to become familiar with. We have also developed a whistleblowing system.





# **AUDITOR'S REPORT**

We have audited the accompanying financial statements of Gard P. & I. (Bermuda) Ltd. comprising the financial statements for the parent company and the group. The financial statements for the parent company and the group comprise the balance sheet as at 20 February 2013, the statements of profit and loss and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

# The Board of Directors' and the President's responsibility for the financial statements

The Directors and the President are responsible for the preparation of these financial statements in accordance with Norwegian generally accepted accounting principles and "Regulations for annual accounts for insurance companies" approved by the Norwegian Ministry of Finance, and for such internal control as the Directors and President determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

The application of Norwegian generally accepted accounting principles and "Regulations for annual accounts for insurance companies" for the preparation of these financial statements is approved by the Bermuda Monetary Authority.

### Auditor's responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

### Opinion

In our opinion, the financial statements of Gard P. & I. (Bermuda) Ltd. for the year ended 20 February 2013 are prepared, in all material respects, in accordance with Norwegian generally accepted accounting principles and "Regulations for annual accounts for insurance companies" approved by the Norwegian Ministry of Finance.

Arendal, 27 May 2013
ERNST & YOUNG AS

Jan Dønvik

## **NOTICE OF AGM**

### To The Members of Gard P. & I. (Bermuda) Ltd.

NOTICE IS HEREBY GIVEN that the 2013 Annual General Meeting of Gard P. & I. (Bermuda) Ltd. (the "Company") will be held on Wednesday, 28 August 2013 at the offices of its Manager, Lingard Limited, Trott & Duncan Building, 17A Brunswick Street, Hamilton HM 10, Bermuda at 12:00 noon or as soon thereafter as possible, for the following purposes:

### AGENDA

- 1. To appoint a Chairman and a Secretary of the Meeting.
- 2. To read the Notice calling the Meeting and to confirm that a quorum is present.
- 3. To consider the Minutes of the 2012 Annual General Meeting of the Company held on 29 August 2012.
- 4. To receive the Auditor's report and Financial Statements for the year ended 20 February 2013.

- 5. a) To elect Directors and Alternate Directors;
  - b) To authorise the Directors to fill any vacancies on the Board;
  - c) To authorise the Directors to appoint Alternate Directors; and
  - d) To determine the remuneration of the Directors and the Alternate Directors.
- 6. To elect members of the Election Committee.
- 7. To appoint new Auditors for the financial year to 20 February 2014.
- 8. To ratify and confirm the actions of the Directors and Officers of the Company in relation to their Company duties.

By order of the Board of Directors

Graham W. Everard Secretary



# **CORPORATE GOVERNANCE**

Gard is committed to maintaining high standards of corporate governance. We believe that effective corporate governance is essential and establishes an open and transparent framework for delivering insurance products and services to our Members and clients.

### Composition of the Board and Committees

The Members of Gard P. & I. (Bermuda) Ltd. are the owners of the Gard group, and therefore the composition of the governing bodies of the various legal entities within the group mirror, as far as possible and practical, the make-up of the Members in terms of categories of tonnage entered and geographic spread.

### The Board and Committees of Gard P. & I. (Bermuda) Ltd.

In line with Bermudan law Gard P. & I. (Bermuda) Ltd. has a Board of Directors whose directors are all elected by the membership at the Annual General Meeting. There are not less than 10 and not more than 35 directors and the Board normally meets twice a year. Following elections at the Annual General meeting in August 2012, the Board now consists of 23 Directors.

The Board of Directors has established an Executive Committee and an Election Committee.

### The Executive Committee

Unless otherwise determined by the Board, the Executive Committee shall administer the daily business of Gard P. & I. (Bermuda) Ltd. The Executive Committee shall, *inter alia*, administer Gard P. & I. (Bermuda) Ltd.'s funds in accordance with the general principles laid down by the Board and submit proposals and recommendations to the Board regarding the approval of the accounts, premium policy, the levy of calls and closing of open policy years, and deal with other issues arising out of the daily business of the Company.

The Executive Committee shall consist of at least five, but not more than eight, Directors and the President. The members of the Executive Committee shall be appointed each year by the Board of Directors at the first Board meeting held after the Annual General Meeting. The Executive Committee normally meets four to five times each year, in addition to the regular meetings of the Board of Directors.

### **The Election Committee**

The Election Committee shall assist in the selection of the Board of Directors and the Executive Committee of Gard P. & I. (Bermuda) Ltd. The Election Committee shall make recommendations to the Annual General Meeting for the election of all of the members of the Board of Directors and the Election Committee.

The Election Committee shall comprise a minimum of three but not more than four, members elected by the General Meeting and the Chairman of the Board of Directors. The Chairman of the Board of Directors is also the Chairman of the Election Committee.

Normally, the Election Committee meets once a year in order to determine the Election Committee's recommendations to the Annual General Meeting for the election of members to the Board of Directors and the Election Committee.

### **Professional secrecy**

Members of governing corporate bodies of a company within the Gard group are bound to observe professional secrecy in relation to any and all matters dealt with, or reported to, the relevant board or committee. The duty to observe professional secrecy extends to all information received by the individual in their capacity as members of a board or committee of an entity within the Gard group regarding the group's business activities, and the business activities of the group's owners, clients and/or Members unless obliged by law to release such information.

### **Conflicts of interest**

General conflict of interest principles, as laid down in the governing legislation and/or the Statutes and/or the Articles of Association and/or the Bye-laws of the individual group company, shall apply to members of a governing corporate body of an entity within the Gard group. Notwithstanding the above, no member of a governing corporate body of an entity within the group can be a member of a governing corporate body of another company or association or other legal entity that is involved in business activities which compete with Gard.

### Duty to inform if a conflict of interest situation arises

If a conflict of interest situation arises, or a situation arises which might give reason to assume that such a conflict may exist, the relevant member of the board or committee has a duty to report the matter immediately to the chairman of the relevant board or committee.

# **MEETING DATES**

The meeting dates for the Board and the Executive Committee of Gard P. & I. (Bermuda) Ltd. in the period from 20 February 2012 to 20 February 2013 are as follows:

### The Annual General Meeting

Wednesday 29 August 2012, Bermuda

### **Board of Directors**

Monday 28 May 2012, Luxembourg Wednesday 29 August 2012, Bermuda Monday 29 October 2012, Budapest

### **Executive Committee**

Thursday 19 April 2012, Arendal Saturday 26 May 2012, Luxembourg Thursday 27 September 2012, Copenhagen Saturday 27 October 2012, Budapest Tuesday 22 January 2013, London

# MEMBERS OF THE BOARD AND THE EXECUTIVE COMMITTEE

The members of the Board of Directors, the Executive Committee and the Election Committee of Gard P. & I. (Bermuda) Ltd. during the year are as follows:

### The Board of Directors

Stephen Pan, Chairman

Bengt Hermelin, Deputy Chairman

Salah M. Al-Hareky Ian Beveridge K. C. Chang

Trond Eilertsen

Timothy C. Faries Costas Gerapetritis

Costas Gerapetritis Hannu Haapanen

Herbjørn Hansson

Morten W. Høegh

Kenneth Hvid Hans Peter Jebsen Robert E. Johnston Sergio Machado

Tadeusz Niszczota Halvor Ribe

Michael Say

Jane Sy Kazuya Uchida Jan Eyvin Wang Hor Weng Yew

Claes Isacson, President

World-Wide Shipping Agency Limited, Hong Kong

Samco Shipholding Pte. Ltd, Singapore

Saudi Aramco, Dhahran Bernhard Schulte, Hamburg

Evergreen Marine Corp. (Taiwan) Ltd., Taipei

Oslo Bermuda

Navios Shipmanagement, Inc., Piraeus

Neste Shipping OY, Espoo

Nordic American Tanker Shipping Limited, Bermuda

Leif Höegh (UK) Ltd., London

Teekay Shipping (Canada) Ltd, Vancouver Kristian Gerhard Jebsen Skipsrederi AS, Bergen Overseas Shipholding Group Inc., New York Petroleo Brasileiro S.A. – Petrobras, Rio de Janeiro

Polish Steamship Co., Szczecin J.J. Ugland Companies, Grimstad

Aug. Bolten Wm. Miller's Nachfolger, Hamburg

Stolt Tankers B.V., Rotterdam Meiji Shipping Co. Ltd., Tokyo Wilh. Wilhelmsen ASA, Oslo

AET-Tankers PTE Limited, Kuala Lumpur

### The Executive Committee

Trond Eilertsen, Chairman

Tadeusz Niszczota Morten W. Høegh Jane Sy

Michael Say Claes Isacson, President Oslo

Polish Steamship Co., Szczecin Leif Höegh (UK) Ltd., London Stolt Tankers B.V., Rotterdam

Aug. Bolten Wm. Miller's Nachfolger, Hamburg

### The Election Committee

Stephen Pan, Chairman Bengt Hermelin

Trond Eilertsen

Herbjørn Hansson

World-Wide Shipping Agency Limited, Hong Kong

Samco Shipholding Pte. Ltd, Singapore

Oslo

Nordic American Tanker Shipping Limited, Bermuda

# GARD P. & I. (BERMUDA) LTD. Income statement

| Amounts in USD 000's  |                         | Parent company | Consc                   | lidated accounts        |
|---|-------------------------|----------------|-------------------------|-------------------------|
| Not   | 21.02.12<br>to 20.02.13 | 21.02.11       | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |
| Technical account   |                         |                |                         |                         |
| Gross written premium                                       | ,5 452,638              | 403,553        | 853,494                 | 840,493                 |
| Ceded reinsurance   | (280,021                | (238,110)      | (175,231)               | (141,453)               |
| Change in gross premium reserve                             | 0                       | 0              | (1,151)                 | (10,640)                |
| Change in RI premium reserve                                | 0                       | 0              | 4,420                   | (3,006)                 |
| Net earned premium  | 3 <b>172,617</b>        | 165,443        | 681,532                 | 685,395                 |
| Other insurance related income                              | 0                       | 0              | 929                     | 1,176                   |
| Gross settled claims  | 431,595                 | 343,839        | 820,731                 | 590,986                 |
| Reinsurers' share of gross settled claims                   | (211,937                | ) (135,619)    | (179,462)               | (41,375)                |
| Change in gross claims reserve                              | 115,941                 | 56,357         | (24,617)                | 91,582                  |
| Reinsurers' share of change in claims reserve               | (147,327                | (100,266)      | (25,387)                | (46,051)                |
| Net claims cost   | ,6 <b>188,272</b>       | 164,311        | 591,266                 | 595,141                 |
| Acquisition costs   | ,8 <b>4,172</b>         | 3,612          | 95,808                  | 93,452                  |
|   |                         |                |                         |                         |
| Net operating expenses                                      | 8 20,886                | 12,507         | 35,808                  | 113                     |
| Technical result  | 7 (40,712               | ) (14,987)     | (40,422)                | (2,134)                 |
| Non-technical account                                       |                         |                |                         |                         |
| Investment income   | 62,833                  | 77,450         | 33,596                  | 33,690                  |
| Change in unrealised gain/loss on investments               | 27,448                  | (27,514)       | 70,298                  | (48,760)                |
| Gain on realisation of investments                          | 9,283                   | 42,678         | 19,240                  | 73,636                  |
| Investment management expenses                              | (2,941                  | ) (2,580)      | (9,623)                 | (9,149)                 |
| Non-technical result  | 9 96,623                | 90,035         | 113,512                 | 49,417                  |
| Profit before tax   | 55,911                  | 75,048         | 73,090                  | 47,283                  |
| Taxation  | 4,252                   | 3,893          | 5,309                   | 11,010                  |
| Net result  | 51,659                  | 71,155         | 67,781                  | 36,273                  |
| Other comprehensive income                                  |                         |                |                         |                         |
| Exchange differences on translation of foreign subsidiaries | 0                       | 0              | 1,395                   | (350)                   |
| Total result  | 51,659                  | 71,155         | 69,176                  | 35,923                  |
| Transferred to contingency reserve                          | 23 (51,659              | ) (71,155)     | (69,176)                | (35,923)                |
| Use of total result   | (51,659                 |                | (69,176)                | (35,923)                |

# GARD P. & I. (BERMUDA) LTD. Balance sheet

| Amounts in USD 000's  |          | 1              | Parent company | Consolidated account |                               |  |
|---|----------|----------------|----------------|----------------------|-------------------------------|--|
| Assets  | Notes    | As at 20.02.13 | As at 20.02.12 | As at 20.02.13       | As a <sup>-</sup><br>20.02.12 |  |
| Assets  | Notes    | 20.02.13       | 20.02.12       | 20.02.13             | 20.02.12                      |  |
| Intangible  |          |                |                |                      |                               |  |
| Other intangible assets                                     | 11       | 0              | 0              | 0                    | 17,22°                        |  |
| Total intangible assets                                     |          | 0              | 0              | 0                    | 17,22                         |  |
| Investments   |          |                |                |                      |                               |  |
| Property and plant used in operation                        | 12       | 0              | 0              | 41,430               | 36,414                        |  |
| Investments in subsidiaries                                 | 13       | 583,387        | 533,388        | 0                    | (                             |  |
| Loan to subsidiaries  | 3        | 38,311         | 34,935         | 0                    | (                             |  |
| Investments at amortised cost                               | 15,16    | 13             | 13             | 2,136                | 3,478                         |  |
| Financial instruments at fair value through profit and loss | 15,16,17 | 523,747        | 531,856        | 1,807,020            | 1,762,856                     |  |
| Other financial investments                                 | 15,16    | 5,400          | 0              | 55,451               | 41,367                        |  |
| Total investments   | 12/12    | 1,150,858      | 1,100,192      | 1,906,038            | 1,844,11                      |  |
|   |          |                |                |                      |                               |  |
| Reinsurers' share of technical provisions                   |          |                |                |                      |                               |  |
| Reinsurers' share of gross premium reserve                  |          | 0              | 0              | 5,848                | 3,664                         |  |
| Reinsurers' share of gross claims reserve                   | 3,6      | 434,561        | 287,236        | 230,982              | 206,278                       |  |
| Total reinsurers' share of technical provisions             |          | 434,561        | 287,236        | 236,829              | 209,942                       |  |
|   |          |                |                |                      |                               |  |
| Receivables   |          |                |                |                      |                               |  |
| Receivables from direct insurance operations                | 18       | 42,067         | 47,270         | 163,718              | 163,000                       |  |
| Receivables from reinsurance operations                     |          | 11,055         | 4,079          | 8,908                | 4,22                          |  |
| Receivables from group companies                            |          | 62,603         | 71,390         | 0                    | (                             |  |
| Other receivables   | 17,19    | 2,750          | 0              | 20,134               | 7,282                         |  |
| Total receivables   |          | 118,476        | 122,739        | 192,760              | 174,503                       |  |
|   |          |                |                |                      |                               |  |
| Other assets  |          |                |                |                      |                               |  |
| Equipment   | 14       | 1,356          | 1,356          | 10,359               | 10,524                        |  |
| Cash and cash equivalents                                   | 20       | 24,581         | 55,995         | 143,882              | 195,638                       |  |
| Deferred tax asset  | 10       | 0              | 0              | 12,237               | 8,60                          |  |
| Total other assets  |          | 25,937         | 57,350         | 166,479              | 214,767                       |  |
| Prepayments and accrued income                              |          |                |                |                      |                               |  |
| Accrued income and other prepayments                        |          | 3,711          | 8,584          | 29,269               | 33,697                        |  |
|   |          |                |                |                      |                               |  |
| Total prepayments and accrued income                        |          | 2 711          | 2 52/          | 70 760               | 44 40                         |  |
| Total prepayments and accrued income                        |          | 3,711          | 8,584          | 29,269               | 33,697                        |  |

# GARD P. & I. (BERMUDA) LTD. Balance sheet

| Amounts in USD 000's                                |       |           | D         | Canad     | :                     |
|---|-------|-----------|-----------|-----------|-----------------------|
|   | —     | As at     | As at     | As at     | idated accounts As at |
|   | Notes | 20.02.13  | 20.02.12  | 20.02.13  | 20.02.12              |
| Equity and liabilities                              |       |           |           |           |                       |
| Paid in equity                                      |       |           |           |           |                       |
| Statutory reserve                                   | 22    | 463       | 463       | 463       | 463                   |
| Total equity  |       | 463       | 463       | 463       | 463                   |
| Technical provisions                                |       |           |           |           |                       |
| Gross premium reserve                               |       | 0         | 0         | 161,708   | 157,755               |
| Gross claims reserve                                |       | 877,519   | 761,580   | 1,344,151 | 1,370,242             |
| Total technical provisions                          |       | 877,519   | 761,580   | 1,505,859 | 1,527,997             |
| Cantinganay   |       |           |           |           |                       |
| Contingency reserve Contingency reserve             | 23    | 760,570   | 708,910   | 894,792   | 825,618               |
| Total contingency reserve                           | 23    | 760,570   | 708,910   | 894,792   | 825,618               |
|   |       |           |           |           |                       |
| Provision for other liabilities                     |       |           |           |           |                       |
| Pension obligations                                 | 21    | 1,291     | 1,417     | 48,398    | 37,601                |
| Income tax payable                                  | 10    | 5,059     | 6,072     | 13,762    | 16,925                |
| Other provisions for liabilities                    | 8     | 0         | 0         | 0         | 623                   |
| Total provisions for other liabilities              |       | 6,350     | 7,490     | 62,160    | 55,148                |
| Payables  |       |           |           |           |                       |
| Payables arising out of direct insurance operations |       | 588       | 1,515     | 1,183     | 1,753                 |
| Payables arising out of reinsurance operations      |       | 33,821    | 26,059    | 18,501    | 12,953                |
| Liabilities to financial institutions               |       | 0         | 0         | 0         |                       |
| Payables group companies                            |       | 32,688    | 48,898    | 0         | C                     |
| Other payables                                      | 17,19 | 4,591     | 7,671     | 17,001    | 39,211                |
| Total payables                                      |       | 71,689    | 84,143    | 36,686    | 53,917                |
|   |       |           |           |           |                       |
| Accruals and deferred income                        |       | 47.050    | 42.545    | 24.444    | 24.404                |
| Accruals and deferred income                        |       | 16,952    | 13,515    | 31,414    | 31,101                |
| Total accruals and deferred income                  |       | 16,952    | 13,515    | 31,414    | 31,101                |
| Total liabilities                                   |       | 1,733,080 | 1,575,638 | 2,530,912 | 2,493,782             |
| Total equity and liabilities                        |       | 1,733,542 | 1,576,101 | 2,531,375 | 2,494,245             |
| Total oquity and navinaes                           |       | 1,700,042 | 1,0,0,101 | 2,001,070 | 2,77,243              |

# GARD P. & I. (BERMUDA) LTD. Cash flow analysis

| Amounts in USD 000's   |       |                                | Parent company               | Consoli                 | dated accounts          |
|--|-------|--------------------------------|------------------------------|-------------------------|-------------------------|
|  | Notes | 21.02.12<br>to 20.02.13        | 21.02.11<br>to 20.02.12      | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |
| Cash flow from operating activities  |       |                                |                              |                         |                         |
| Profit from ordinary operations before tax   |       | 55,911                         | 75,048                       | 73,090                  | 47,283                  |
| Tax paid   | 10    | (5,299)                        | (909)                        | (11,369)                | (8,259)                 |
| Change in unrealised gain/loss of investments  | 9     | 27,448                         | (27,514)                     | 70,298                  | (48,760)                |
| Income/loss from sales of equipment  |       | 0                              | 0                            | (3)                     | (152)                   |
| Depreciation and amortisation expenses   | 12,14 | 0                              | 0                            | 22,460                  | 3,065                   |
| Change in pension obligation   | 21    | (126)                          | (1,157)                      | 10,798                  | 11,737                  |
| Change in receivables and payables   |       | (70,670)                       | (108,694)                    | (30,749)                | (11,946)                |
| Change in technical provisions and other accruals  |       | (31,352)                       | (43,709)                     | (48,989)                | 67,870                  |
| Net cash flow from operating activities  |       | (24,089)                       | (106,935)                    | 85,536                  | 60,838                  |
| Cash flow from investment activities  Purchase/sale of investment (net)  Dividends received from subsidiaries  Group contribution paid to subsidiary | 3     | (33,114)<br>70,790<br>(45,000) | 58,949<br>84,375<br>(30,000) | (127,204)<br>0<br>0     | (89,346)                |
| Purchase of intangible assets  | 11    | 0                              | 0                            | (2,593)                 | (3,028)                 |
| Purchase of equipment  | 14    | 0                              | 0                            | (2,312)                 | (3,332)                 |
| Purchase of property and plant   | 12    | 0                              | 0                            | (5,568)                 | (4,174)                 |
| Proceeds from disposal of equipment  |       | 0                              | 0                            | 386                     | 705                     |
| Net cash flow from investment activities   |       | (7,324)                        | 113,324                      | (137,291)               | (99,175                 |
| Cash flow from financial activities  |       |                                |                              |                         |                         |
| Repayment of borrowings  |       | 0                              | 0                            | 0                       | (10,150)                |
| Net cash flow from financial activities  |       | 0                              | 0                            | 0                       | (10,150)                |
| Net change in cash and cash equivalents  |       | (31,413)                       | 6,389                        | (51,755)                | (48,487)                |
| Cash and cash equivalents at beginning of year   |       | 55,995                         | 49,606                       | 195,638                 | 245,845                 |
| Currency exchange effects on cash equivalents  |       | 0                              | 0                            | 0                       | (1,720)                 |
| Cash and cash equivalents at end of year   |       | 24,582                         | 55,995                       | 143,882                 | 195,638                 |

### Notes to the accounts

### Note 1 - Corporate information - the Gard group of companies

Gard P. & I. (Bermuda) Ltd. (the "Company") is a mutual insurance association registered and domiciled in Bermuda. The Company is incorporated as an exempted company and licensed by the Bermuda Monetary Authority as a Class 2 insurer. As a mutual insurance association the Company is owned by its Members being the owners and charterers of the ships from time to time insured by the Company for protection and indemnity risks. There are no external capital owners.

The principal activities of the Company are; the insurance of marine protection and indemnity risk on behalf of its Members; the insurance of marine and energy risks through its wholly owned subsidiary Gard Marine & Energy Limited; and management of assets covering the technical provisions.

The Members of the Company are also Members of Assuranceforeningen Gard -gjensidig- and vice versa. The major part of the two associations' combined portfolio of direct business (currently about 80 per cent) is underwritten by the Company through its Norwegian branch as direct insurer. Assuranceforeningen Gard – gjensidig – is primarily used as a vehicle for a smaller proportion of the combined P&I portfolio being primarily direct P&I business in certain countries within the EU/EEA area where an EU/EEA based insurer is required in order to comply with the governing EU regulations with regard to cross border activities.

Assuranceforeningen Gard – gjensidig – ("Gard P&I Norway") is a mutual insurance association registered and domiciled in Norway and licensed by the Norwegian Ministry of Finance to carry out marine liability and legal costs insurances. The principal activity of the association is the insurance of marine protection and indemnity risk on behalf of its Members, including the reinsurance of a proportion of the protection and indemnity risk underwritten by the Company as direct insurer. In as much as the Company has got the right to exercise membership rights in the reinsured portfolio, the Company controls more than 2/3rds of the voting rights in Gard P&I Norway being the legal basis for consolidating the two associations accounts pursuant to the International Accounting Standard 27 Consolidated and Separate Financial Statements.

**Gard Marine & Energy Limited** ("Gard M&E") is a wholly owned subsidiary of the Company. Gard M&E is registered and domiciled in Bermuda and licensed by the Bermuda Monetary Authority as a Class 3B insurer covering, *inter alia*, marine and energy risks. The principal activity of Gard M&E is direct insurance of marine and energy risks.

Hydra Gard Cell. Hydra Insurance Company Limited is a reinsurance company established by the parties to the International Group of P&I Clubs' Pooling Agreement pursuant to the Bermuda Segregated Accounts Companies Act 2000 as amended for the purpose of reinsuring certain layers of risks retained by the insurers being parties to the said Pooling Agreement. The Hydra Gard Cell is owned 100 per cent by the Company. The assets and liabilities of the segregated account of the Company, the Hydra Gard Cell, are separated from the general accounts of Hydra Insurance Company and from any other cells.

Lingard Limited is an insurance management company registered and domiciled in Bermuda and a wholly owned subsidiary of the Company. Lingard Limited offers insurance management and insurance intermediary services to the Company and its Bermuda based subsidiaries Gard M&E, Gard Re and Safeguard.

Safeguard Guarantee Company Ltd. ("Safeguard") is a wholly owned subsidiary of the Company and is registered and domiciled in Bermuda. Safeguard is licensed by the Bermuda Monetary Authority as a Class 3A insurer. It offers insurance of special risks falling outside the scope of the traditional marine liability cover and financial security required under the International Convention on Civil Liability for Bunker Oil Pollution Damage, 2001, for vessels reinsured outside the reinsurance arrangements organised by the International Group of P&I Clubs, as well as financial security for passenger vessels required under the Athens Convention/PLR for war and terrorism risks falling outside the scope of the International Group of P&I Clubs' Pooling Agreement and market reinsurance covers.

Gard Reinsurance Co Ltd ("Gard Re") is a wholly owned subsidiary of the Company registered and domiciled in Bermuda. Gard Re is licensed by the Bermuda Monetary Authority as a Class 3A insurer. Its principal activity is the reinsurance of an agreed proportion of the risks retained by the Company, Gard M&E and Gard P&I Norway.

Gard AS is a wholly owned subsidiary of the Company. Gard AS is registered and domiciled in Norway. Its principal activity is to provide insurance agent and intermediary services to Lingard Limited and Gard P&I Norway.

AS Assuransegården is a wholly owned subsidiary of the Company. AS Assuransegården is a Norwegian registered and domiciled company and the owner of various fixed properties in Norway used by the Gard group of companies.

### Note 2 - Accounting policies

### Basis of preparation of the accounts

Gard P. & I. (Bermuda) Ltd. is incorporated under Bermudian law. The operations and insurance activities of the Company are carried out by Lingard Ltd. In order to comply with Norwegian Regulations, Gard P. & I. (Bermuda) Ltd. established a Norwegian branch on 21 February 2010. The Norwegian branch contains all business underwritten in Norway and is registered with the Norwegian Companies Register (organisation number 995 194 384). The financial statements of the Norwegian branch have to be reported to the Norwegian authorities and filed in Norway.

The financial statements have been prepared in accordance with, allowing for a few exceptions, the "Regulations for annual accounts for insurance companies" approved by the Norwegian Ministry of Finance which requires a limited use of certain International Financial Reporting Standards (IFRS) regarding certain accounting recognition and measurements and disclosures to the financial statements, and in accordance with Norwegian generally accepted accounting principles. This year's accounts include the activity from 21 February 2012 to 20 February 2013.

### Notes to the accounts

### Note 2 - Accounting policies continued

The IFRS standards applied that affect recognition and measurement are IFRS 4 and IAS 39, and certain parts of IFRS 7 apply regarding disclosures of financial instruments. The insurance contracts are accounted for in accordance with IFRS 4 and financial instruments are accounted for in accordance with IAS 39.

Gard P. & I. (Bermuda) Ltd. fulfils the exemption criteria in paragraphs 1-5 and 1-6 of "Regulations of annual accounts for insurance companies" and has decided to prepare financial statements in accordance with rules for limited use of IFRS.

The financial statements of insurance companies with operations in Norway are subject to regulations established by the Norwegian Ministry of Finance. According to a resolution from the financial supervisory authority of Norway, the Norwegian branch has been given dispensation to present the financial statements in the English language and in USD currency.

Gard P. & I. (Bermuda) Ltd. does not allocate a part of the financial income to the technical result.

Solvency margin and solvency capital are not calculated for the Company as such, as those Norwegian requirements only relate to the Norwegian branch.

### Basis for consolidation

The consolidated financial statements comprise Gard P. & I. (Bermuda) Ltd. (The Company) and the companies over which Gard P. & I. (Bermuda) Ltd. has a controlling interest (Gard group). A controlling interest is normally obtained when ownership is more than 50 per cent of the shares in the Company and can exercise control over the Company. In as much as the Company has got the right to exercise membership rights in Gard P&I Norway, the Company controls more than 2/3rds of the voting rights in Gard P&I Norway, being the legal basis for consolidating the two associations' accounts pursuant to the International Accounting Standard 27 Consolidated and Separate Financial Statements.

Transactions between consolidated companies have been eliminated in the consolidated financial statements. The consolidated financial statements have been prepared in accordance with the same accounting principles for both parent and subsidiaries.

The acquisition method is applied when accounting for business combinations. Companies which have been bought or sold during the year are included in the consolidated financial statements from the date when control is achieved and until the date when control ceases.

### Use of accounting estimates when preparing the accounts

The preparation of the accounts requires the management to make estimates and assumptions that affect assets, liabilities, revenues, expenses and contingent liabilities. Due to circumstances in the future these estimates can change. Estimates and their assumptions are considered continuously and accounts adjusted accordingly.

### Insurance contract liabilities

Insurance contract liabilities are the main items in the balance sheet based upon judgments and estimates. Estimates have to be made both for the expected total cost of claims reported and for the expected total cost of claims incurred but not reported at the balance sheet date. Standard actuarial methods are used in estimating the total cost of outstanding claims. The actuarial method uses historical data as one of the elements in the model to estimate the future claims costs. It can take a significant period of time before the ultimate claims cost can be established with certainty.

#### Pension liabilities

The cost of defined benefit pension plans and the present value of the pension obligation are determined using actuarial valuations according to NRS 6. The actuarial valuation involves making assumptions about discount rates, expected rates of return on assets, future salary increases, mortality rates and future pension increases. Due to the complexity of the valuation, the underlying assumptions and its long-term nature, a defined benefit obligation is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date. Details of the key assumptions used in the estimates are contained in Note 21.

### Foreign currency

### Functional currency and presentation currency

The accounts are prepared in USD, which is both the functional currency and presentation currency of the Company.

### Transactions in foreign currency

Transactions in foreign currency are translated at the rate applicable on the transaction date. Monetary items in a foreign currency are retranslated into USD using the exchange rate applicable on the balance sheet date. The currency exposure of the provision for claims is assessed to be equivalent to the same currency exposure as claims paid. The opening and closing balances of the provision for claims in foreign currency are translated into USD based on the same method as for monetary items. Non-monetary items that are measured at fair value expressed in foreign currency are translated into USD using the exchange rate applicable on the transaction date. Translation differences are recognised in the Income Statement as they occur during the accounting period.

The assets and liabilities of foreign operations are translated to USD at the rate of exchange at the closing date for items in the balance sheet and at an average rate of exchange for items in the Income Statement. Translation differences arising on translation are recognised in other comprehensive income.

### Notes to the accounts

### Note 2 - Accounting policies continued

### Revenue recognition and recognition of expenses Premiums

Premiums are based on the insurance contracts where one party (the insurer) has accepted a significant risk from another party (the policyholders) by agreeing to compensate the policyholders if a specified uncertain future event adversely affects the policyholders. Premiums are accounted for in the period they are earned. A deferred call for P&I business for the accounting year is subject to approval from the Board of Directors in the following year but is included as revenue in the accounts for the current year. Supplementary calls for P&I business may be charged to Members for previous policy years.

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned premiums are calculated on a daily pro rata basis. The proportion attributable to subsequent periods is deferred as gross premium reserve.

### Reinsurance premiums

Reinsurance premiums are recognised as an expense over the underlying policy period.

#### Claims expenses

Expenses regarding incurred claims and other administrative expenses are recognised in the period in which they are incurred.

### Other

Other income and expenses are accounted for in the period they are incurred.

### Income tax

The tax expense consists of tax payable and changes in deferred tax.

Deferred tax/tax asset of the subsidiaries is calculated on all differences between the book value and the tax value of assets and liabilities. Deferred tax is calculated at the nominal tax rate of temporary differences and the tax effect of tax losses carried forward. A deferred tax asset is recorded in the balance sheet, when it is more likely than not that the tax asset will be utilised.

The Norwegian branch is liable to pay income tax based on gross earned premiums. Income tax is calculated as 0.84 per cent of gross earned premiums irrespective of whether the branch created any profit or suffered any loss in the reporting period.

### Shares in subsidiaries

The investments in the subsidiaries are valued at cost in the Parent Company accounts. The investments are valued as cost of the shares in the subsidiary, less any impairment losses. An impairment loss is recognised if the impairment is not considered temporary, in accordance with generally accepted accounting principles. Impairment losses are reversed if the reason for the impairment loss disappears in a later period.

### Financial instruments

In accordance with "Regulations for annual accounts for insurance companies", IAS 39, Financial instruments: Recognition and measurement is used for financial instruments within the scope of IAS 39. Disclosures regarding financial instruments are made in accordance with IFRS 7 paragraphs 6-12, 21-26, 27Ba, 29, 30b, and 31-42 as well as Appendix B.

### Financial assets

The group's financial assets include cash and short-term deposits, trade receivables, loan and other receivables, quoted and unquoted financial instruments, and derivative financial instruments.

### Initial recognition and measurement

Financial assets within the scope of IAS 39 are classified into the following categories: at fair value through profit and loss, held to maturity, loans and receivables, available for sale and other financial assets. Financial assets are recognised initially at fair value.

The classification depends on the purpose for which the investments were acquired or originated. Financial assets are classified as at fair value through profit and loss where the group's documented investment strategy is to manage financial investments on a fair value basis, because the related liabilities are also managed on this basis.

Financial instruments that are primarily held with the objective of trading in the short-term and financial instruments that form part of a portfolio of identified instruments which are managed together and where there are clear traces of short-term gain realisation are classified as held for trading purposes. These instruments form part of the category of financial instruments recognised at their fair value through profit and loss, together with financial instruments which qualify for, and have been designated as, instruments recognised at their fair value with changes in value through profit and loss.

Available for sale financial investments can include both equity and debt securities. Equity investments classified as available for sale are those that are neither classified as held for trading nor designated at fair value through profit and loss. Debt securities in this category are those that are intended to be held for an indefinite period of time and which may be sold in response to needs for liquidity or in response to changes in market conditions.

Financial assets with fixed or determinable cash flows and a specific redemption date which the association intends and is able to keep until maturity are classified as investments held to maturity.

### ${\bf Subsequent\ measurement}$

Subsequent measurement of financial assets depends on their classification as follows:

### Financial assets at fair value through profit and loss

For investments designated as at fair value through profit and loss, the assets and liabilities are part of a group of financial assets, financial liabilities, or both, which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

These investments are initially recorded at fair value. Subsequent to initial recognition, they are re-measured at fair value. Changes in fair value are recorded in "Change in unrealised gain/loss of investments". Interest and dividends receivable are accrued and presented in "Investment income".

### Notes to the accounts

### Note 2 - Accounting policies continued

### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These investments are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the investment. All transaction costs directly attributable to the acquisition are also included in the cost of the investment. After initial measurement, loans and receivables are measured at amortised cost, using the Effective Interest Rate (EIR) method, less allowance for impairment. Gains and losses are recognised in the income statement when the investments are derecognised or impaired, as well as through the amortisation process.

### Available for sale financial assets

After initial measurement, available for sale financial assets are subsequently measured at fair value, with unrealised gains or losses recognised in other comprehensive income.

#### Held to maturity

Investments that are held to maturity are recognised at their amortised cost.

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

### Financial liabilities

### Initial recognition and measurement

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, less directly attributable transaction costs.

The group's financial liabilities include trade and other payables, insurance payables and derivative financial instruments.

### Financial derivatives

Financial derivatives are assessed at their fair value. Changes in the fair value are recognised in the Income Statement as they arise. Financial derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

Financial derivatives are used in the Gard group's investment portfolio primarily to cover the exposure that is laid down in the Board of Directors instructions.

### Property and plant used in operation and equipment

Property, plant and equipment is capitalised and depreciated linearly over its estimated useful life. Costs for maintenance are expensed as incurred, whereas costs for improving and upgrading property plant and equipment are added to the acquisition cost and are depreciated with the related asset. If the carrying value of a non-current asset exceeds the estimated recoverable amount, the asset is written down to the recoverable amount. Property used in the entity's operations are recognised and measured in accordance with IAS 16.

### **Technical provisions**

Technical provision are calculated in accordance with the "Regulations for annual accounts for insurance companies", paragraph 3-6 to 3-12.

#### Gross premium reserve

The gross premium reserve at the year-end in the consolidated accounts relates to M&E business. The gross premium reserve for M&E business is calculated and accounted for in the balance sheet as a provision for the part of premium written that exceeds the end of the financial year. Changes in the provision are charged to the Income Statement.

#### Gross claims reserve

The gross claims reserve comprises estimates of the expected remaining exposure from claims that have been reported to the company (RBNS), and from claims that have been incurred but which have not yet been reported (IBNR).

Provisions for reported claims are made by assessing the liability of each claim. Actuarial methods are used in estimating the total cost of outstanding claims. The claim provisions have not been discounted.

In accordance with the Norwegian regulations for insurance companies a provision for internal claims handling expenses (unallocated loss adjustment expenses, or ULAE) has been calculated on the basis of the minimum requirements for internal claims handling expenses and is included in the gross claims reserve.

Disclosures regarding insurance contracts are given in accordance with IFRS 4 paragraph 37 (a) and (d), and IAS 37.

### Contingency reserve

The contingency reserve is retained to meet unforeseen fluctuations in claims exposure, possible catastrophes and extraordinary claims patterns that fall within the Gard group's liabilities.

### Designated reserves

Given the level of Pool retentions and the participation of the International Group in the general excess loss reinsurance contract, all parties to the Pooling Agreement have entered into arrangements, under an agreement dated 20 February 1996, to provide security by way of letters of credit or security bonds to other Pooling members to cover a significant proportion of their potential liabilities under the Pooling Agreement. Such letters of credit/security bonds can only be drawn upon in the event that an association fails to meet a call upon it in relation to its obligations under the Pooling Agreement. The Company currently has a contingent liability under a bank guarantee in the amount of USD 29.4 million relating to its participation in this arrangement. The bank guarantee does not constitute a formal charge on the assets of the Company as no counter security has been required.

### **Pensions**

The basis for accounting for defined benefit plans is an actuarial calculation of pension commitments. Any change in the pension commitment during the year is expensed in the Income Statement, except for estimation deviations which are expensed over a five-year period.

### Notes to the accounts

### Note 2 - Accounting policies continued

### Provisions, contingent liabilities and assets

Provisions are recognised when the group has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. For potential obligations whose likelihood is neither remote nor not probable (i.e. not 'more likely than not'), a contingent liability is disclosed.

Contingent liabilities are not recognised in the balance sheet.

Contingent assets are not recognised in the financial statements but are disclosed if it is likely that resources embodying economic benefits will flow to the Company.

### Changes to accounting principles

Changes in accounting principles and corrections of errors in previous year accounts are presented in accordance with IAS 8.

### Events after the reporting period

New information on the Company's financial position at the end of the reporting period, which becomes known after the end of the reporting period, is recorded in the annual accounts. Events after the reporting period that do not affect the Company's financial position at the end of the reporting period but which will affect the financial position in the future are disclosed if significant.

### Cash flow analysis

The cash flow analysis is presented using the indirect method. Cash and cash equivalents comprise cash at bank, cash in hand and short-term deposits.

### Note 3 - Group transactions

### Reinsurance agreements

Gard P. & I. (Bermuda) Ltd. (the "Company") and Assuranceforeningen Gard – gjensidig – ("Gard P&I Norway") have entered into mutual reinsurance agreements. The Company reinsures with effect from 20 February 2010 a proportion amounting to 25 per cent of Gard P&I Norway's Protection and Indemnity risk underwritten that is not reinsured elsewhere (85 per cent for policy years up to 2009). With effect from the same date the Company cedes to Gard P&I Norway by way of reinsurance 2 per cent of the Company's Protection and Indemnity risk underwritten that is not reinsured elsewhere (15 per cent for policy years up to 2009).

Received premium from Gard P&I Norway amounts to USD 15.1 million (2012 USD 21.9 million).

Ceded premium to Gard P&I Norway amounts to USD 6.1 million (2012 USD 5.6 million).

Gard P. & I. (Bermuda) Ltd. has received from Gard P&I Norway USD 4.5 million (2012 USD 2.4 million) as reinsurers' share of gross settled claims, and reinsurers' share of claims reserve amounts to USD 8.1 million (20.02.12 USD 8.2 million).

Gard P. & I. (Bermuda) Ltd. has as reinsurers of Gard P&I Norway paid a share of gross settled claims amounting to USD 83.5 million (2012 USD 104 million) and the share of gross claims reserve amounts to USD 194.4 million (20.02.12 USD 305.7 million).

Net commission paid under the reinsurance agreements with Gard P&I Norway amounts to USD 2.3 million (2012 USD 4.1 million).

Both the Company and Gard Marine & Energy Limited ("Gard M&E") have entered into reinsurance agreements with Gard Reinsurance Co Ltd ("Gard Re") whereby the two direct insurers are ceding 50 per cent of all risk underwritten that is not reinsured elsewhere to Gard Re with effect from 20 February 2010. Ceded premium from the Company to Gard Re amounts to USD 155.5 million (2012 USD 147.7 million) and the Company has received a reinsurance commission amounting to USD 34.2 million (2012 USD 32.5 million). The Company has received USD 96.2 million (2012 USD 67.5 million) as reinsurers' share of gross settled claims and Gard Re's reinsurers' share of gross claims reserve amounts to USD 245.7 million (20.02.12 USD 189.7 million).

The Company and Gard P&I Norway have entered into a reinsurance agreement with Hydra, which is a segregated accounts company. The Company's segregated account (cell) in Hydra is covering the former companies' liability to the second layer of the International Group (IG) Pool and the former companies share of IG-companies 25 per cent participation in the 1st market excess layer. Reinsurance premium amounts to USD 21.7 million (2012 USD 19.4 million).

### Insurance management agreement

The Company, Gard M&E, Gard Re and Safeguard Guarantee Company Ltd. have appointed Lingard Limited as their insurance manager and principal representative in Bermuda. These services are governed by individual insurance management agreements entered into between each of the above four companies and Lingard Limited. Insurance services have been invoiced with USD 71.9 million (2012 USD 61.4 million).

### Insurance agency agreements

Lingard Limited in its capacity as insurance manager of the Company and Gard M&E have entered into insurance agency agreements with Gard AS and its subsidiaries. Gard AS is the general agent of the Norwegian branches of the Company and Gard M&E, whereby Gard AS is delegated authority as an agent and insurance intermediary to perform claims handling and underwriting functions on behalf of the two Bermuda based risk carriers. A similar agency agreement has been entered into between Gard P&I Norway as the principal and Gard AS as the agent.

Insurance agency agreements have been concluded between Lingard Limited and each of the subsidiaries of Gard AS for the purpose of sub-delegating certain insurance intermediary functions to regional offices in Japan, Hong Kong, Finland, Sweden, the United Kingdom, Greece and the United States of America.

### Loan agreement

The Company has entered into loan agreements with AS Assuransegården and Gard AS. The loans amount to USD 38.3 million (20.02.12 USD 34.9 million).

Loan interest amounts to USD 1.0 million (2012 USD 1.0 million).

### Dividends and capital contributions

Gard M&E Ltd has decided to pay a dividend to Gard P. & I. (Bermuda) Ltd. of USD 53.2 million (20.02.12 USD 65 million).

Lingard Limited has decided to pay a dividend of USD 5.4 million (20.02.12 USD 4.9 million).

Safeguard Ltd has decided not to pay a dividend this year (20.02.12 USD 0.8 million).

Gard P. & I. (Bermuda) Ltd. will pay capital contribution to Gard Reinsurance Co Ltd with USD 30 million (20.02.12 USD 45 million).

# Notes to the accounts

### Note 4 – Gross written premium by geographical areas

| Amounts in USD 000's                     |                           | Parent company            |                           | Consolidated accounts     |  |  |
|--|---------------------------|---------------------------|---------------------------|---------------------------|--|--|
|  | 21.02.12<br>to 20.02.13   | 21.02.11<br>to 20.02.12   | 21.02.12<br>to 20.02.13   | 21.02.11<br>to 20.02.12   |  |  |
| FF.A                                     | 200 200                   | 271 247                   | E01 200                   | E71 / 00                  |  |  |
| EEA OIL                                  | 299,280                   | 271,246                   | 591,290                   | 571,680                   |  |  |
| Other areas  Total gross written premium | 153,358<br><b>452,638</b> | 132,307<br><b>403,553</b> | 262,204<br><b>853,494</b> | 268,813<br><b>840,493</b> |  |  |

### Note 5 – Estimated deferred call

These accounts are prepared on the basis that the Board of Directors will invoice a 15 per cent deferred call in respect to the 2012 policy year, payable in 2013. The deferred call for the 2011 year was 20 per cent.

### Note 6 - Claims incurred gross and net of reinsurance

| Amounts in USD 000's                           |           |              |                          |           |              |                          |
|--|-----------|--------------|--------------------------|-----------|--------------|--------------------------|
|  |           | Pa           | rent company             |           | Pa           | rent company             |
|  | P&I       | 21.02<br>M&E | .12 to 20.02.13<br>Total | P&I       | 21.02<br>M&E | .11 to 20.02.12<br>Total |
| Gross claims                                   |           |              |                          |           |              |                          |
| Provisions, at the beginning of the period     | (761,580) | 0            | (761,580)                | (705,222) | 0            | (705,222)                |
| Claims paid*                                   | 431,595   | 0            | 431,595                  | 343,839   | 0            | 343,839                  |
| Provisions, at the end of the period           | 877,519   | 0            | 877,519                  | 761,580   | 0            | 761,580                  |
| Claims incurred – gross                        | 547,534   | 0            | 547,534                  | 400,197   | 0            | 400,197                  |
| Claims net of reinsurance                      |           |              |                          |           |              |                          |
| Provisions, at the beginning of the period     | (474,344) | 0            | (474,344)                | (518,252) | 0            | (518,252)                |
| Claims paid, net*                              | 219,658   | 0            | 219,658                  | 208,220   | 0            | 208,220                  |
| Provisions net, at the end of the period       | 442,958   | 0            | 442,958                  | 474,344   | 0            | 474,344                  |
| Net claims cost                                | 188,272   | 0            | 188,272                  | 164,312   | 0            | 164,312                  |
|  |           | Consolida    | ated accounts            |           | Consolid     | ated accounts            |
|  |           |              | .12 to 20.02.13          |           |              | .11 to 20.02.12          |
|  | P&I       | M&E          | Total                    | P&I       | M&E          | Total                    |
| Gross claims                                   |           |              |                          |           |              |                          |
| Provisions, at the beginning of the period     | (974,901) | (395,341)    | (1,370,242)              | (930,563) | (347,139)    | (1,277,702)              |
| Claims paid*                                   | 532,682   | 288,049      | 820,731                  | 388,575   | 202,411      | 590,986                  |
| Provisions, at the end of the period           | 1,053,359 | 290,792      | 1,344,151                | 974,901   | 395,341      | 1,370,242                |
| Currency exchange effect                       | 0         | 1,475        | 1,475                    | 0         | (959)        | (959)                    |
| Claims incurred – gross                        | 611,140   | 184,975      | 796,115                  | 432,913   | 249,654      | 682,568                  |
|  |           |              |                          |           |              |                          |
| Claims net of reinsurance                      |           |              |                          |           |              |                          |
| Provisions net, at the beginning of the period | (854,386) | (309,578)    | (1,163,964)              | (797,021) | (319,093)    | (1,116,114)              |
| Claims paid, net*                              | 415,797   | 225,472      | 641,269                  | 344,889   | 204,722      | 549,611                  |
| Provision net, at the end of the period        | 861,221   | 251,949      | 1,113,169                | 854,386   | 309,578      | 1,163,964                |
| Net currency exchange effect                   | 0         | 792          | 792                      | 0         | (2,320)      | (2,320)                  |
| Net claims cost                                | 422,632   | 168,634      | 591,266                  | 402,255   | 192,887      | 595,141                  |

<sup>\*</sup> Claims paid include claims handling costs. Claims handling costs consist of both direct and indirect claims handling costs from Insurance Intermediary.

### Notes to the accounts

Note 6 - Claims incurred gross and net of reinsurance continued

Reinsurers' share of technical provisions

Amounts in USD 000's

| , and and an odd occor                     |                | Pa        | rent company   |         | Par       | rent company   |
|--|----------------|-----------|----------------|---------|-----------|----------------|
|  | As at 20.02.13 |           |                |         |           | As at 20.02.12 |
|  | Premium        | Claim     | Total          | Premium | Claim     | Total          |
| Descriptions and the leaving in the second | 0              | 207.227   | 207.227        | 0       | 107.070   | 10/ 070        |
| Provisions, at the beginning of the period | 0              | 287,236   | 287,236        | 0       | 186,970   | 186,970        |
| Change in reinsurers' provision            | 0              | 147,325   | 147,325        | 0       | 100,266   | 100,266        |
| Provision, at the end of the period        | 0              | 434,561   | 434,561        | 0       | 287,236   | 287,236        |
|  |                | Consolida | ated accounts  |         | Consolida | ated accounts  |
|  |                |           | As at 20.02.13 |         |           | As at 20.02.12 |
|  | Premium        | Claim     | Total          | Premium | Claim     | Total          |
|  |                |           |                |         |           |                |
| Provisions, at the beginning of the period | 3,664          | 206,278   | 209,943        | 3,520   | 161,588   | 165,108        |
| Change in reinsurers' provision            | 4,420          | 25,387    | 29,806         | (3,006) | 46,051    | 43,046         |
| Net currency exchange effect               | (2,106)        | (683)     | (2,789)        | 3,150   | (1,361)   | 1,789          |
| Provision, at the end of the period        | 5,978          | 230,982   | 236,959        | 3,664   | 206,278   | 209,943        |

No changes have been made during the year as to how the reinsurers' share of technical provisions has been measured or calculated.

We have no information about the reinsurers taking part in the Company's reinsurance programme that could lead to a potential shortfall in the reinsurers' share of technical provisions.

The Company is a member of the International Group of P&I Clubs. Technical provision regarding the Pooling Agreement is;

| reclinical provision regarding the reclining regreement is, |                | Parent company | Cons           | Consolidated accounts |  |
|---|----------------|----------------|----------------|-----------------------|--|
|   | As at 20.02.13 | As at 20.02.12 | As at 20.02.13 | As at 20.02.12        |  |
|   |                |                |                |                       |  |
| Gross provision for Pool claims                             | 94,840         | 74,491         | 164,206        | 171,717               |  |
| Net provision for Pool claims                               | 59,426         | 42,948         | 160,730        | 161,497               |  |

### Note 7 - The technical results for gross operations and ceded reinsurance operations divided into business areas

Amounts in USD 000's

| Amounts in USD 000's                 |           | Parent company       |           |           | Parent         |           |  |
|--------------------------------------|-----------|----------------------|-----------|-----------|----------------|-----------|--|
|                                      |           | 21.02.12 to 20.02.13 |           |           | 21.02.11 to 20 |           |  |
|                                      | P&I       | M&E                  | Total     | P&I       | M&E            | Total     |  |
|                                      |           |                      |           |           |                |           |  |
| Gross                                |           |                      |           |           |                |           |  |
| Premiums earned                      | 452,638   | 0                    | 452,638   | 403,553   | 0              | 403,553   |  |
| Claims incurred                      | (547,535) | 0                    | (547,535) | (400,196) | 0              | (400,196) |  |
| Operating costs                      | (33,984)  | 0                    | (33,984)  | (20,755)  | 0              | (20,755)  |  |
| Total result – gross                 | (128,881) | 0                    | (128,881) | (17,398)  | 0              | (17,398)  |  |
|                                      |           |                      |           |           |                |           |  |
| Ceded reinsurance                    |           |                      |           |           |                |           |  |
| Reinsurance premiums                 | (280,021) | 0                    | (280,021) | (238,110) | 0              | (238,110) |  |
| Reinsurers' share of claims incurred | 359,264   | 0                    | 359,264   | 235,885   | 0              | 235,885   |  |
| Reinsurance commission               | 8,927     | 0                    | 8,927     | 4,636     | 0              | 4,636     |  |
| Total result – ceded reinsurance     | 88,169    | 0                    | 88,169    | 2,411     | 0              | 2,411     |  |
|                                      |           |                      |           |           |                |           |  |
| Result on technical account          | (40,712)  | 0                    | (40,712)  | (14,987)  | 0              | (14,987)  |  |

Note 7 – The technical results for gross operations and ceded reinsurance operations divided into business areas continued Amounts in USD 000's

| Amounts in USD 000's  | Consolidated accounts |                             |  | Consolidated account  |                            |   |
|---|-----------------------|-----------------------------|--|-----------------------|----------------------------|---|
|   | P&I                   | 21.02.1<br>M&E              | 2 to 20.02.13<br>Total                   | P&I                   | 21.02. <sup>-</sup><br>M&E | 11 to 20.02.12<br>Total                 |
|   |                       |                             |  |                       |                            |   |
| Gross   |                       |                             |  |                       |                            |   |
| Premiums earned   | 529,973               | 322,370                     | 852,343                                  | 504,812               | 325,041                    | 829,854                                 |
| Claims incurred   | (611,142)             | (184,973)                   | (796,115)                                | (432,113)             | (250,455)                  | (682,568)                               |
| Operating costs   | (85,962)              | (63,001)                    | (148,963)                                | (47,574)              | (59,325)                   | (106,899)                               |
| Total result – gross  | (167,131)             | 74,397                      | (92,734)                                 | 25,125                | 15,261                     | 40,387                                  |
| Ceded reinsurance   |                       |                             |  |                       |                            |   |
| Reinsurance premiums  | (124,994)             | (45,818)                    | (170,811)                                | (90,641)              | (53,817)                   | (144,459)                               |
| Reinsurers' share of claims incurred                              | 188,510               | 16,339                      | 204,848                                  | 29,981                | 57,446                     | 87,427                                  |
| Reinsurance commission  | 10,771                | 7,505                       | 18,276                                   | 6,244                 | 8,267                      | 14,511                                  |
| Total result – ceded reinsurance                                  | 74,287                | (21,974)                    | 52,313                                   | (54,416)              | 11,896                     | (42,521)                                |
|   |                       |                             |  |                       |                            |   |
| Result on technical account                                       | (92,844)              | 52,422                      | (40,422)                                 | (29,291)              | 27,157                     | (2,133)                                 |
|   | Parent company        |                             |  | Parent company        |                            |   |
|   | P&I                   | 21.02.1<br>M&E              | 2 to 20.02.13<br>Total                   | P&I                   | 21.02. <sup>-</sup><br>M&E | 11 to 20.02.12<br>Total                 |
| Claims incurred gross   |                       |                             |  |                       |                            |   |
| Current policy year   | 580,545               | 0                           | 580,545                                  | 419,585               | 0                          | 419,585                                 |
| Earlier policy year   | (33,009)              | 0                           | (33,009)                                 | (19,389)              | 0                          | (19,389)                                |
|   |                       |                             |  | (17,507)              | 0                          |   |
| Claims incurred gross   | 547,535               | 0                           | 547,535                                  | 400,196               | 0                          | 400,196                                 |
| Claims incurred gross   |                       | 0                           | 547,535                                  | 400,196               | -                          |   |
| Claims incurred gross   |                       | <b>0</b><br>Consolida       | 547,535<br>ted accounts                  | 400,196               | Consolida                  | ted accounts                            |
| Claims incurred gross   |                       | <b>0</b><br>Consolida       | 547,535                                  | <b>400,196</b><br>P&I | Consolida                  |   |
|   | 547,535               | Consolida<br>21.02.1        | 547,535<br>ted accounts<br>2 to 20.02.13 |                       | Consolida<br>21.02.        | ted accounts<br>11 to 20.02.12          |
| Claims incurred gross  Claims incurred gross  Current policy year | 547,535               | Consolida<br>21.02.1        | 547,535<br>ted accounts<br>2 to 20.02.13 |                       | Consolida<br>21.02.        | ted accounts<br>11 to 20.02.12          |
| Claims incurred gross   | <b>547,535</b>        | Consolida<br>21.02.1<br>M&E | 547,535 ted accounts 2 to 20.02.13 Total | P&I                   | Consolida<br>21.02.<br>M&E | ted accounts<br>11 to 20.02.12<br>Total |

### Notes to the accounts

Note 7 – The technical results for gross operations and ceded reinsurance operations divided into business areas continued

| Amounts in USD 000's                |          | Parent company |               |          | Parent  |               |
|-------------------------------------|----------|----------------|---------------|----------|---------|---------------|
|                                     |          | 21.02.1        | 2 to 20.02.13 |          | 21.02.1 | 1 to 20.02.12 |
|                                     | P&I      | M&E            | Total         | P&I      | M&E     | Total         |
| Received reinsurance                |          |                |               |          |         |               |
| Premiums earned                     | 15,372   | 0              | 15,372        | 21,993   | 0       | 21,993        |
| Claims incurred current policy year | (18,132) | 0              | (18,132)      | (20,898) | 0       | (20,898)      |
| Claims incurred earlier policy year | 38,548   | 0              | 38,548        | 16,825   | 0       | 16,825        |
| Acquisition cost                    | (2,311)  | 0              | (2,311)       | (4,259)  | 0       | (4,259)       |
| Net result of received reinsurance  | 33,477   | 0              | 33,477        | 13,661   | 0       | 13,661        |

### Note 8 – Acquisition costs, remuneration and number of staff

Amounts in USD 000's

|                                   | Parent company          |                         | Consolidated accounts   |                         |  |
|-----------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|--|
|                                   | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |  |
| Acquisition costs and commissions |                         |                         |                         |                         |  |
| Sales related salaries and wages  | 0                       | 0                       | 25,854                  | 23,175                  |  |
| Other acquisition costs           | 0                       | 0                       | 22,827                  | 23,620                  |  |
| Insurance intermediary            | 23,542                  | 22,270                  | 0                       | 0                       |  |
| Agent commission                  | 23,773                  | 18,493                  | 65,403                  | 61,168                  |  |
| Commissions earned                | (43,142)                | (37,151)                | (18,276)                | (14,512                 |  |
| Total net acquisition costs       | 4,172                   | 3,612                   | 95,808                  | 93,452                  |  |
| Number of staff                   | 0                       | 0                       | 427                     | 425                     |  |

### Average Expense Ratio (AER) - P&I

In accordance with Schedule 3 of the International Group Agreement 1999 the Association is required to disclose the AER for the Association's P&I business for the five years ended 20 February 2013. The Ratio of 14.1 per cent (13.0 per cent last year) has been calculated in accordance with the Schedule and the guidelines issued by the International Group and is consistent with the relevant Financial Statements.

The five year AER for the Association's P&I business expresses the operating costs on a consolidated basis as a percentage of the relevant premiums and investment income earned. Operating costs of the P&I business exclude all claims handling costs. Investment income earned is stated after deducting all investment management costs. Internal claims handling and internal investment management costs include a reasonable allocation of general overhead expenses.

### Notes to the accounts

### Note 8 - Acquisition costs, remuneration and number of staff continued

Total remuneration to the Committees, Managing Director and Auditor amounts to: Amounts in USD 000's

|                                 | Salary | Pension | Other benefits |
|---------------------------------|--------|---------|----------------|
| Board of directors              | 325    | 0       | 0              |
| CEO, salary and other benefits* | 2,469  | 448     | 68             |

<sup>\*</sup> The CEO is partly paid from the subsidiaries Gard AS, Lingard Limited and Assuranceforeningen Gard. The CEO has a remuneration guarantee that comes into force if the Board should ask him to leave his position. The remuneration guarantee gives him two years of salary in addition to a contractual six month notice period.

The CEO has a mortgage loan with a remaining balance of USD 0.154 million. The loan has an interest charge according to the interest set by the Tax Ministry in Norway. The down payment period is 4.8 years.

Top Management and some defined personnel have a pension scheme that gives them the right to retire from 60 years of age. The CEO has a pension scheme that gives him the right to retire from 58 years of age. The CEO will be entitled to a bonus equal to 70 per cent of his salary if he remains in his position until the age of 60.

A bonus scheme has been established which includes all employees and the CEO. Bonuses will be paid if predefined targets are met. The total bonus is maximised to 20 per cent of gross salary. The bonus to be paid for accounting year 2012 is 19 per cent of gross salary.

|   |                         | Parent company          |                         | solidated accounts      |  |
|---|-------------------------|-------------------------|-------------------------|-------------------------|--|
|   | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |  |
| Auditing fee  | 173                     | 100                     | 844                     | 857                     |  |
| Tax advice  | 0                       | 0                       | 35                      | 54                      |  |
| Non audit services  | 51                      | 29                      | 102                     | 144                     |  |
| Total auditors' fee   | 223                     | 129                     | 981                     | 1,055                   |  |
|   |                         |                         |                         |                         |  |
|   |                         | Parent company          |                         | onsolidated accounts    |  |
|   | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |  |
| Not an antique and an analysis of the state |                         |                         |                         |                         |  |
| Net operating expenses  |                         |                         |                         |                         |  |
| Bad debt  | 930                     | 314                     | 858                     | (5,152)                 |  |
| Service cost (Lingard)  | 73,484                  | 63,168                  | 0                       | 0                       |  |
| Allocated to claims handling and acquisition cost   | (68,487)                | (58,633)                | 0                       | 0                       |  |
| Bonus   | 12,756                  | 6,293                   | 13,785                  | 6,293                   |  |
| Other operating expenses*   | 2,203                   | 1,366                   | 21,166                  | (1,028)                 |  |
| Net operating expenses  | 20,886                  | 12,507                  | 35,808                  | 113                     |  |

<sup>\*</sup> Project regarding the new production system has been written off in 2012, and included in Other operating expenses with a total of USD 19.4 million.

Included in Other operating expenses are also revenues related to non insurance activities which reduce Other operating expenses.

Gain on financial instruments held for trading (portfolio investments)

### Note 9 – Financial income and expenses Amounts in USD 000's

|  | Parent company          |                         | Consol                  | Consolidated accounts   |  |
|--|-------------------------|-------------------------|-------------------------|-------------------------|--|
|  | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |  |
| Investment income  |                         |                         |                         |                         |  |
| Interest income  | 1,244                   | 1,221                   | 2,646                   | 1,629                   |  |
| Dividend from subsidiaries   | 58,600                  | 70,790                  | 0                       | 0                       |  |
| Income from financial instruments held for trading (portfolio investments) | 1,703                   | 9,419                   | 29,065                  | 40,601                  |  |
| Foreign exchange gains/losses  | 1,286                   | (3,980)                 | 1,885                   | (8,541)                 |  |
|  | 62,833                  | 77,450                  | 33,596                  | 33,690                  |  |
|  |                         |                         |                         |                         |  |
| Change in unrealised gain/loss of investments                              | 27,448                  | (27,514)                | 70,298                  | (48,760)                |  |

96,623 90,035 113,512 Non-technical result 49,417

Net profits on realisation of investments reflect the difference between cost and sale price in the local currency of the investment.

9,283

(2,941)

42,678

(2,580)

19,240

(9,623)

73,636

(9,149)

Investment management expenses

| Note 10 – Tax<br>Amounts in USD 000's |                         |                         |                         |                         |
|---------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 7 mileante in 605 6666                |                         | Parent company          | Consoli                 | dated accounts          |
|                                       | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |
| Income tax expenses                   |                         |                         |                         |                         |
| Tax payable                           | 3,590                   | 2,984                   | 6,932                   | 11,548                  |
| Change in deferred tax                | 0                       | 0                       | (3,318)                 | (3,316                  |
| Paid foreign withheld tax             | 661                     | 909                     | 1,694                   | 2,778                   |
| Tax expenses ordinary result          | 4,252                   | 3,893                   | 5,309                   | 11,010                  |
|                                       |                         |                         |                         |                         |
|                                       | 04.00.40                | Parent company          |                         | dated accounts          |
|                                       | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |
| Income tax payable                    |                         |                         |                         |                         |
| Tax at beginning of the period        | 6,072                   | 2,889                   | 16,925                  | 11,288                  |
| Tax payable related to the period     | 3,590                   | 2,984                   | 6,932                   | 11,635                  |
| Tax paid during the period            | (4,638)                 | 0                       | (9,641)                 | (5,727                  |
| Currency effects                      | 35                      | 199                     | (454)                   | (271                    |
| Tax payable at end of the period      | 5,059                   | 6,072                   | 13,762                  | 16,925                  |

Consolidated accounts

8,606

12,237

## GARD P. & I. (BERMUDA) LTD.

Deferred tax asset, 28 per cent of total temporary differences

### Notes to the accounts

### Note 10 – Tax continued Amounts in USD 000's

20.02.13 20.02.13 20.02.12 20.02.12 Deferred tax asset Specification of tax effect resulting from temporary differences 0 Pension obligations 0 42,333 32,308 0 0 (1,598)Equipment (1,346)0 0 Other temporary differences 2,968 (227)0 0 43,703 **Total temporary differences** 30,735

Parent company

0

A deferred tax asset regarding Norwegian companies in the consolidated accounts has been recorded in the balance sheet because it is likely to be used in the future. One subsidiary has a net deferred tax asset as at 20.02.13 amounting to USD 31.3 million (20.02.12 USD 28.3 million) that is not included in the recorded amount above. This deferred tax asset is not likely to be utilised in the future.

#### Note 11 – Other intangible assets Amounts in USD 000's

| Amounts in OSD 0003                              | Consoli                 | idated accounts         |
|--|-------------------------|-------------------------|
|  | 21.02.12<br>to 20.02.13 | 21.02.11<br>to 20.02.12 |
| Cost at beginning of year                        | 24,893                  | 20,136                  |
| Net additions / disposals                        | 3,024                   | 3,028                   |
| Exchange adjustments                             | (1,203)                 | 1,729                   |
| Cost at end of year                              | 26,714                  | 24,893                  |
| Depreciation and impairment at beginning of year | 7,672                   | 6016                    |
| Total impairment effect 2012                     | 19,431                  | 0                       |
| Exchange adjustments                             | (389)                   | 1,656                   |
| Depreciation at end of year                      | 26,714                  | 7,672                   |
|  |                         |                         |
| Net book value at end of year                    | 0                       | 17,221                  |

The group has had a project of developing new software for insurance handling. Due to technical changes the project has been closed and the total booked value has been impaired.

The impairment effect on this project has been charged to the Income Statement with a total of USD 19.4 million in 2012.

## Note 12 – Property and plant used in operation Amounts in USD 000's

| ,a                                |                       |
|-----------------------------------|-----------------------|
|                                   | Consolidated accounts |
|                                   | As at                 |
|                                   | 20.02.13              |
|                                   |                       |
| Cost at beginning of year         | 44,083                |
| Net additions / disposals         | 4,807                 |
| Exchange adjustments              | 852                   |
| Cost at end of year               | 49,742                |
| Depreciation at beginning of year | 7,669                 |
| Depreciation charge for the year  | 552                   |
| Exchange adjustments              | 91                    |
| Depreciation at end of year       | 8,312                 |
| Net book value as at 20.02.2013   | 41,430                |
| Amortisation pariod               | 20.44 years           |
| Amortisation period               | 20-66 years           |
| Amortisation type                 | linear                |

Rent included in the consolidated accounts is charged to the Profit and Loss account in the period the offices are used. Any remaining rental liabilities are not included in the Balance Sheet. Total costs regarding rent in the consolidated account amounts to USD 4.7 million (USD 4.3 million last year).

### Note 13 – Investments in subsidiaries Amounts in USD 000's

|  | Ownership | Voting<br>share | Place<br>of office |     | Share<br>capital | Cost price USD<br>As at 20.02.13 |
|--|-----------|-----------------|--------------------|-----|------------------|----------------------------------|
| AS Assuransegården                         | 100.0%    | 100.0%          | Norway             | NOK | 22.220           | 21,095                           |
| Gard AS                                    | 100.0%    | 100.0%          | Norway             | NOK | 30,000           | 70,932                           |
| Gard Marine & Energy Limited               | 100.0%    | 100.0%          | Bermuda            | USD | 190,000          | 197,737                          |
| Gard Reinsurance Co Ltd                    | 100.0%    | 100.0%          | Bermuda            | USD | 150,000          | 255,000                          |
| Hydra Insurance Company Ltd. (Gard's cell) | 100.0%    | 100.0%          | Bermuda            | USD | 7,698            | 7,698                            |
| Lingard Limited                            | 100.0%    | 100.0%          | Bermuda            | USD | 900              | 900                              |
| Safeguard Guarantee Company Ltd.           | 100.0%    | 100.0%          | Bermuda            | USD | 120              | 30,000                           |
| Varmekrogen AS                             | 100.0%    | 100.0%          | Norway             | NOK | 100              | 25                               |
| Total                                      |           |                 |                    |     |                  | 583,387                          |

| Note 1 | 4 –   | Eq  | ui  | pm      | ent |
|--------|-------|-----|-----|---------|-----|
| ۸      | 40.00 | ICE | \ A | <u></u> |     |

| Amounts in USD 000's                  | Parent company        |       | Consolidated accounts |                         |  |
|---------------------------------------|-----------------------|-------|-----------------------|-------------------------|--|
|                                       | As at 20.02.13<br>Art | Art   | Equipment             | As at 20.02.13<br>Total |  |
| Acquisition cost at beginning of year | 1,356                 | 4,411 | 17,588                | 21,999                  |  |
| Net additions / disposals             | 0                     | 5     | 2,425                 | 2,430                   |  |
| Exchange adjustments                  | 0                     | (3)   | (333)                 | (336                    |  |
| Cost at end of year                   | 1,356                 | 4,413 | 19,680                | 24,093                  |  |
| Depreciation at beginning of year     | 0                     | 0     | 11,475                | 11,475                  |  |
| Depreciation charge for the year      | 0                     | 0     | 2,477                 | 2,477                   |  |
| Exchange adjustments                  | 0                     | 0     | (218)                 | (218                    |  |
| Depreciation at end of year           | 0                     | 0     | 13,734                | 13,734                  |  |
| Net book value at end of year         | 1,356                 | 4,413 | 5,946                 | 10,359                  |  |

### Note 15 – Financial instruments and fair values of financial instruments

### Investments at amortised costs

|                        | Parent company |       |                |       |                |       | Consolidated   | accounts |
|------------------------|----------------|-------|----------------|-------|----------------|-------|----------------|----------|
|                        | As at 20.02.13 |       | As at 20.02.12 |       | As at 20.02.13 |       | As at 20.02.12 |          |
|                        | Carrying       | Fair  | Carrying       | Fair  | Carrying       | Fair  | Carrying       | Fair     |
|                        | value          | value | value          | value | value          | value | value          | value    |
|                        |                |       |                |       |                |       |                |          |
| Bonds held to maturity | 13             | 13    | 13             | 13    | 2,136          | 2,309 | 3,478          | 4,671    |
| Total                  | 13             | 13    | 13             | 13    | 2,136          | 2,309 | 3,478          | 4,671    |

### Financial instruments at fair value through profit and loss

|                             | Parent company |               |                 |         |                |           | Consolidat     | ed accounts |
|-----------------------------|----------------|---------------|-----------------|---------|----------------|-----------|----------------|-------------|
|                             | As at 20.02.13 |               | As at 20.02.12  |         | As at 20.02.13 |           | As at 20.02.12 |             |
|                             | Carrying       | Carrying Fair | g Fair Carrying | Fair    | Carrying       | Fair      | Carrying       | Fair        |
|                             | value          | value         | value           | value   | value          | value     | value          | value       |
|                             |                |               |                 |         |                |           |                |             |
| Equities                    | 172,480        | 172,480       | 182,376         | 182,376 | 433,282        | 433,282   | 406,402        | 406,402     |
| Bonds                       | 321,786        | 321,786       | 327,180         | 327,180 | 1,343,288      | 1,343,288 | 1,331,465      | 1,331,465   |
| Real Estate Fund            | 23,666         | 23,666        | 11,485          | 11,485  | 23,666         | 23,666    | 11,485         | 11,485      |
| Financial derivative assets | 5,815          | 5,815         | 10,815          | 10,815  | 6,784          | 6,784     | 13,504         | 13,504      |
| Total                       | 523,747        | 523,747       | 531,856         | 531,856 | 1,807,020      | 1,807,020 | 1,762,856      | 1,762,856   |

The financial instruments above were designated at fair value through profit and loss at initial recognition.

### Notes to the accounts

#### Note 15 - Financial instruments and fair values of financial instruments continued

Other financial investments designated at fair value through profit and loss Amounts in USD 000's

|                   | Parent company |       |                |       | Consolidated acco |        |                |        |
|-------------------|----------------|-------|----------------|-------|-------------------|--------|----------------|--------|
|                   | As at 20.02.13 |       | As at 20.02.12 |       | As at 20.02.13    |        | As at 20.02.12 |        |
|                   | Carrying       | Fair  | Carrying       | Fair  | Carrying          | Fair   | Carrying       | Fair   |
|                   | value          | value | value          | value | value             | value  | value          | value  |
|                   |                |       |                |       |                   |        |                |        |
| Loan to employees | 0              | 0     | 0              | 0     | 42,126            | 42,126 | 33,491         | 33,491 |
| Bonds             | 5,400          | 5,400 | 0              | 0     | 13,325            | 13,325 | 7,876          | 7,876  |
| Total             | 5,400          | 5,400 | 0              | 0     | 55,451            | 55,451 | 41,367         | 41,367 |

#### Determination of fair value

The following describes the methodologies and assumptions used to determine fair values:

### Financial instruments at fair value through profit and loss

The fair value of financial assets classified as financial instruments at fair value through profit and loss and the fair value of bonds included above is determined by reference to published price quotations in an active market. For unquoted financial assets the fair value has been estimated using a valuation technique based on assumptions that are supported by observable market prices.

### Assets for which fair value approximates carrying value

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

### Floating rate financial investments – loans to employees

The estimated fair value of floating rate loans to employees is based on discounted cash flows by comparing interest rates charged on loans to employees with current market rates for debts with similar credit risk and maturity.

### Fair value hierarchy

The Gard group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: Quoted (unadjusted) prices in active markets for identical assets or liabilities.
- Level 2: Other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly.
- Level 3: Techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

Financial assets and liabilities measured using a valuation technique based on assumptions that are supported by prices from observable current market transactions are assets and liabilities for which pricing is obtained via pricing services, but where prices have not been determined in an active market.

Non market observable inputs means that fair values are determined as a whole or in part using a valuation technique (model) based on assumptions that are neither supported by prices from observable current market transactions in the same instrument nor are they based on available market data. As of 20 February there are no such instruments in the balance sheet.

Note 15 – Financial instruments and fair values of financial instruments continued

| 7 Miloding III 00D 0000                           |                         | Parent company |                           |         |         | Parent company            |  |  |
|---|-------------------------|----------------|---------------------------|---------|---------|---------------------------|--|--|
|   | Level 1                 | Level 2        | As at 20.02.13<br>Level 3 | Level 1 | Level 2 | As at 20.02.12<br>Level 3 |  |  |
|   | Level I                 | Level 2        | Level 5                   | Level I | Level 2 | Level 3                   |  |  |
| Financial instruments                             |                         |                |                           |         |         |                           |  |  |
| Investments at amortised cost                     |                         |                |                           |         |         |                           |  |  |
| Bonds held to maturity                            | 13                      | 0              | 0                         | 13      | 0       | 0                         |  |  |
| Financial assets at fair value through profit and | loss                    |                |                           |         |         |                           |  |  |
| Equities  | 172,480                 | 0              | 0                         | 182,376 | 0       | 0                         |  |  |
| Bonds   | 321,786                 | 0              | 0                         | 327,180 | 0       | 0                         |  |  |
| Real Estate Fund                                  | 0                       | 23,666         | 0                         | 0       | 11,485  | C                         |  |  |
| Financial derivative assets                       | 0                       | 5,815          | 0                         | 0       | 10,815  | 0                         |  |  |
| Other financial investments designated at fair v  | alue through profit and | loss           |                           |         |         |                           |  |  |
| Bonds   | 5,400                   | 0              | 0                         | 0       | 0       | О                         |  |  |
| Loans to employees                                | 0                       | 0              | 0                         | 0       | 0       | C                         |  |  |
| Total financial instruments                       | 499,679                 | 29,481         | 0                         | 509,569 | 22,300  | 0                         |  |  |
| Financial liabilities                             |                         |                |                           |         |         |                           |  |  |
| Financial derivative liabilities                  | 0                       | 0              | 0                         | 0       | 0       | C                         |  |  |
| Total financial liabilities                       | 0                       | 0              | 0                         | 0       | 0       | 0                         |  |  |

### Notes to the accounts

Note 15 – Financial instruments and fair values of financial instruments continued

| Amounts in USD 000's                                      |                 | Consolida | ted accounts              |           | Consolidat | ted accounts              |
|---|-----------------|-----------|---------------------------|-----------|------------|---------------------------|
|   | Level 1         | Level 2   | As at 20.02.13<br>Level 3 | Level 1   | Level 2    | as at 20.02.12<br>Level 3 |
| Financial instruments                                     |                 |           |                           |           |            |                           |
| Investments at amortised cost                             |                 |           |                           |           |            |                           |
| Bonds held to maturity                                    | 2,136           | 0         | 0                         | 3,478     | 0          | 0                         |
| Financial assets at fair value through profit and loss    |                 |           |                           |           |            |                           |
| Equities  | 433,282         | 0         | 0                         | 406,402   | 0          | C                         |
| Bonds   | 1,343,288       | 0         | 0                         | 1,331,465 | 0          | C                         |
| Real Estate Fund  | 0               | 23,666    | 0                         | 0         | 11,485     | C                         |
| Financial derivative assets                               | 0               | 6,784     | 0                         | 0         | 13,504     | 0                         |
| Other financial investments designated at fair value thro | ough profit and | loss      |                           |           |            |                           |
| Bonds   | 13,325          | 0         | 0                         | 7,876     | 0          | C                         |
| Loans to employees  | 0               | 42,126    | 0                         | 0         | 33,491     | C                         |
| Total financial instruments                               | 1,792,031       | 72,576    | 0                         | 1,749,221 | 58,480     | 0                         |
| Financial liabilities                                     |                 |           |                           |           |            |                           |
| Financial derivative liabilities                          | 0               | 0         | 0                         | 0         | 0          | С                         |
| Total financial liabilities                               | 0               | 0         | 0                         | 0         | 0          | 0                         |

During the reporting period ending 20 February 2013, there were no transfers between Level 1 and Level 2 fair value measurements, and no items or transfers into and out of Level 3 fair value measurements.

### Note 16 - Financial risk

### Risk management framework

The purpose of risk management is to enable the Gard group to meet its obligations to policyholders and Members. Risk management must ensure that risk-taking is consistent with the Company's risk appetite and that there is an appropriate risk-reward balance in all risk-taking activities. This risk management framework has been approved by the CEO. The Risk and Capital Committee is responsible for proposing changes to this framework to the CEO. The Risk and Capital Committee meets regularly to discuss any commercial, regulatory and organisational requirements. The mission is to improve the understanding of current and prospective risk exposures, as well as ensure sound, holistic and transparent decision-making processes in relation to risk management.

### Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation. The credit exposure on the Gard group's reinsurance programme is in line with the guidelines of only accepting reinsurers with an A- or higher rating. The Gard group is however faced with BBB rating exposure through the IG Pooling Agreement. Among the thirteen clubs, five have ratings of BBB or lower. This is mitigated by a designated reserve scheme, whereby high quality bank guarantees are provided as security for liabilities between the pooling participants.

The Gard group also has counterparty risk towards counterparties through the financial derivative overlay programme used to manage market risk exposures. Common risk mitigation techniques are exercised in order to minimise the counterparty risk in relation to the holding of derivative contracts.

The credit risk in respect of receivables is handled by group policies and by close follow up. Outstanding receivables can be netted off against outstanding claims payments to reduce the risk of doubtful debts.

The tables below provide information regarding credit risk exposure as at 20 February 2013, by classifying assets according to the median rating amongst the three market leading providers, Standard & Poor's, Moody's and Fitch. This principle is also in line with new Solvency II requirements. AAA is the highest possible rating. The US long-term sovereign credit rating is considered to be AAA due to an applied median rating approach. Last year the corresponding rating used was according to the Standard & Poors rating, which was AA+.

Note 16 - Financial risk continued Amounts in USD 000's

|  |   |   |   |   |                               |                      |                         | Pare                        | ent company   |
|--|---|---|---|---|-------------------------------|----------------------|-------------------------|-----------------------------|---|
|  | AAA   | АА  | А   | BBB   | ВВ                            | В                    | CCC/lower               | Not rated                   | ns at 20.02.13<br>Total   |
| Financial instruments  |   |   |   |   |                               |                      |                         |                             |   |
| Investments at amortised cost  |   |   |   |   |                               |                      |                         |                             |   |
| Bonds held to maturity   | 0   | 13  | 0   | 0   | 0                             | 0                    | 0                       | 0                           | 13  |
| bolids field to maturity   |   | 10  |   |   |                               |                      | 0                       |                             | 10  |
| Financial assets at fair value through   | h profit and l  | oss   |   |   |                               |                      |                         |                             |   |
| Equities   | 494   | 20,520  | 53,246  | 26,261  | 3,646                         | 352                  | 11                      | 67,950                      | 172,480   |
| Bonds  | 264,594   | 4,333   | 22,238  | 26,671  | 2,796                         | 892                  | 204                     | 58                          | 321,786   |
| Real Estate Fund   | 0   | 0   | 0   | 0   | 0                             | 0                    | 0                       | 23,666                      | 23,666  |
| Financial derivative assets  | 0   | 0   | 5,815   | 0   | 0                             | 0                    | 0                       | 0                           | 5,815   |
|  |   |   |   |   |                               |                      |                         |                             |   |
| Other financial investments designa  | ted at fair va  | lue throug  | h profit and  | loss  |                               |                      |                         |                             |   |
| Investment in subsidiaries   | 0   | 0   | 583,387   | 0   | 0                             | 0                    | 0                       | 0                           | 583,387   |
| Loans to subsidiaries  | 0   | 0   | 38,311  | 0   | 0                             | 0                    | 0                       | 0                           | 38,311  |
| Other financial investments  | 5,400   | 0   | 0   | 0   | 0                             | 0                    | 0                       | 0                           | 5,400   |
| Reinsurers' share of gross claim reserve   | 0   | 0   | 421,906   | 12,655  | 0                             | 0                    | 0                       | 0                           | 434,561   |
| Receivables  | 0   | 0   | 72,003  | 834   | 0                             | 0                    | 0                       | 45,639                      | 118,476   |
| Cash and cash equivalents  | 0   | 24,581  | 0   | 0   | 0                             | 0                    | 0                       | 0                           | 24,581  |
| Total  | 270,488   | 49,448  | 1,196,906   | 66,420  | 6,442                         | 1,244                | 215                     | 137,313                     | 1,728,476   |
|  |   |   |   |   |                               |                      |                         |                             |   |
| -  |   |   |   |   |                               |                      |                         |                             | ent company<br>As at 20.02.12   |
|  | AAA   | AA  | А   | BBB   | ВВ                            | В                    | CCC/lower               | Not rated                   | Total   |
| Financial instruments  |   |   |   |   |                               |                      |                         |                             |   |
| Investments at amortised cost  |   |   |   |   |                               |                      |                         |                             |   |
| Bonds held to maturity   |   |   |   |   |                               |                      |                         |                             |   |
| Bonds held to maturity   | 0   | 13  | Λ   | 0   | 0                             | 0                    | 0                       | 0                           | 13  |
|  | 0   | 13  | 0   | 0   | 0                             | 0                    | 0                       | 0                           | 13  |
| Financial assets at fair value through   |   |   | 0   | 0   | 0                             | 0                    | 0                       | 0                           | 13  |
| Financial assets at fair value through   | h profit and lo   | oss   |   |   |                               |                      |                         |                             |   |
| Equities   | h profit and lo   | oss<br>16,483   | 43,298  | 42,469  | 3,626                         | 369                  | 7                       | 74,505                      | 182,376   |
| Equities<br>Bonds  | <b>h profit and l</b> o<br>1,619<br>87,788                            | 16,483<br>160,359                                     | 43,298<br>36,976  | 42,469<br>38,580                                    | 3,626<br>2,987                | 369<br>204           | 7 214                   | 74,505<br>73                | 182,376<br>327,181  |
| Equities Bonds Real Estate Fund  | <b>h profit and l</b> o<br>1,619<br>87,788<br>0                       | 16,483<br>160,359                                     | 43,298<br>36,976<br>0   | 42,469<br>38,580<br>0                               | 3,626<br>2,987<br>0           | 369<br>204<br>0      | 7<br>214<br>0           | 74,505<br>73<br>11,485      | 182,376<br>327,181<br>11,485  |
| Equities<br>Bonds  | <b>h profit and l</b> o<br>1,619<br>87,788                            | 16,483<br>160,359                                     | 43,298<br>36,976  | 42,469<br>38,580                                    | 3,626<br>2,987                | 369<br>204           | 7 214                   | 74,505<br>73                | 182,376<br>327,181<br>11,485  |
| Equities  Bonds  Real Estate Fund  Financial derivative assets   | h profit and lo<br>1,619<br>87,788<br>0<br>0                          | 0ss<br>16,483<br>160,359<br>0<br>41                   | 43,298<br>36,976<br>0<br>10,774   | 42,469<br>38,580<br>0                               | 3,626<br>2,987<br>0           | 369<br>204<br>0      | 7<br>214<br>0           | 74,505<br>73<br>11,485      | 182,376<br>327,181<br>11,485  |
| Equities Bonds Real Estate Fund Financial derivative assets  Other financial investments designa   | h profit and lo<br>1,619<br>87,788<br>0<br>0                          | 0ss<br>16,483<br>160,359<br>0<br>41                   | 43,298<br>36,976<br>0<br>10,774<br>gh profit and  | 42,469<br>38,580<br>0                               | 3,626<br>2,987<br>0           | 369<br>204<br>0      | 7<br>214<br>0           | 74,505<br>73<br>11,485      | 182,376<br>327,181<br>11,485<br>10,815  |
| Equities Bonds Real Estate Fund Financial derivative assets  Other financial investments designal Investment in subsidiaries   | h profit and lo<br>1,619<br>87,788<br>0<br>0                          | 16,483<br>160,359<br>0<br>41                          | 43,298<br>36,976<br>0<br>10,774<br>gh profit and<br>533,388                             | 42,469<br>38,580<br>0<br>0                          | 3,626<br>2,987<br>0           | 369<br>204<br>0      | 7<br>214<br>0           | 74,505<br>73<br>11,485<br>0 | 182,37 <i>6</i><br>327,181<br>11,485<br>10,815  |
| Equities Bonds Real Estate Fund Financial derivative assets  Other financial investments designal Investment in subsidiaries Loans to subsidiaries   | h profit and lo<br>1,619<br>87,788<br>0<br>0<br>outed at fair va<br>0 | 0 16,483<br>160,359<br>0<br>41<br>0 0                 | 43,298<br>36,976<br>0<br>10,774<br><b>Jh profit and</b><br>533,388<br>34,935            | 42,469<br>38,580<br>0<br>0<br>0                     | 3,626<br>2,987<br>0<br>0      | 369<br>204<br>0<br>0 | 7<br>214<br>0<br>0      | 74,505<br>73<br>11,485<br>0 | 182,37 <i>6</i> 327,181 11,485 10,815   |
| Equities Bonds Real Estate Fund Financial derivative assets  Other financial investments designal Investment in subsidiaries   | h profit and lo<br>1,619<br>87,788<br>0<br>0<br>outed at fair va<br>0 | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                 | 43,298<br>36,976<br>0<br>10,774<br><b>sh profit and</b><br>533,388<br>34,935<br>269,149 | 42,469<br>38,580<br>0<br>0                          | 3,626<br>2,987<br>0<br>0      | 369<br>204<br>0<br>0 | 7<br>214<br>0<br>0      | 74,505<br>73<br>11,485<br>0 | 182,376<br>327,181<br>11,485<br>10,815<br>533,388<br>34,935<br>287,236                            |
| Equities Bonds Real Estate Fund Financial derivative assets  Other financial investments designal Investment in subsidiaries Loans to subsidiaries Reinsurers' share of gross claim reserv | 1,619<br>87,788<br>0<br>0<br>0<br>ated at fair va<br>0<br>0           | 16,483<br>160,359<br>0<br>41<br>Ulue throug<br>0<br>0 | 43,298<br>36,976<br>0<br>10,774<br><b>Jh profit and</b><br>533,388<br>34,935            | 42,469<br>38,580<br>0<br>0<br><b>loss</b><br>0<br>0 | 3,626<br>2,987<br>0<br>0<br>0 | 369<br>204<br>0<br>0 | 7<br>214<br>0<br>0<br>0 | 74,505<br>73<br>11,485<br>0 | 13<br>182,376<br>327,181<br>11,485<br>10,815<br>533,388<br>34,935<br>287,236<br>122,738<br>55,995 |

| Note 16 – Financial risk continued<br>Amounts in USD 000's |                |            |              |         |        |        |           | Consolida | ted accounts            |
|--|----------------|------------|--------------|---------|--------|--------|-----------|-----------|-------------------------|
|  | AAA            | AA         | А            | ВВВ     | ВВ     | В      | CCC/lower |           | As at 20.02.13<br>Total |
| Financial instruments                                      |                |            |              |         |        |        |           |           |                         |
| Investments at amortised cost                              |                |            |              |         |        |        |           |           |                         |
| Bonds held to maturity                                     | 2,123          | 13         | 0            | 0       | 0      | 0      | 0         | 0         | 2,136                   |
| Financial assets at fair value through                     | n profit and I | 088        |              |         |        |        |           |           |                         |
| Equities   | 2,750          | 41,405     | 122,092      | 74,446  | 9,406  | 1,982  | 60        | 181,141   | 433,282                 |
| Bonds  | 845,212        | 43,089     | 178,233      | 214,378 | 47,689 | 10,966 | 2,506     | 1,214     | 1,343,288               |
| Real Estate Fund   | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 23,666    | 23,666                  |
| Financial derivative assets                                | 0              | 0          | 6,784        | 0       | 0      | 0      | 0         | 0         | 6,784                   |
|  | _              |            |              |         |        |        |           |           |                         |
| Other financial investments designa                        |                |            |              |         | 0      |        | 0         | 0         | 42.225                  |
| Bonds  | 13,325         | 0          | 0            | 0       | 0      | 0      | 0         | 0         | 13,325                  |
| Loans to employees   | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 42,126    | 42,126                  |
| Reinsurers' share of gross claim reserve                   | 0              | 2,967      | 214,789      | 13,227  | 0      | 0      | 0         | 0         | 230,982                 |
| Receivables  | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 192,760   | 192,760                 |
| Cash and cash receivables                                  | 0              | 143,882    | 0            | 0       | 0      | 0      | 0         | 0         | 143,882                 |
| Total  | 863,410        | 231,356    | 521,898      | 302,051 | 57,095 | 12,948 | 2,566     | 440,700   | 2,432,232               |
| _  |                |            |              |         |        |        |           |           | ted accounts            |
|  | AAA            | АА         | А            | BBB     | ВВ     | В      | CCC/lower | Not rated | As at 20.02.12<br>Total |
| Financial instruments                                      |                |            |              |         |        |        |           |           |                         |
| Investments at amortised cost                              |                |            |              |         |        |        |           |           |                         |
| Bonds held to maturity                                     | 3,465          | 13         | 0            | 0       | 0      | 0      | 0         | 0         | 3,478                   |
| Bonds field to maturity                                    | 3,403          | 15         | 0            | 0       | 0      | 0      | 0         | 0         | 3,470                   |
| Financial assets at fair value through                     | profit and I   | oss        |              |         |        |        |           |           |                         |
| Equities   | 3,936          | 40,605     | 101,340      | 81,988  | 7,924  | 1,327  | 42        | 169,241   | 406,403                 |
| Bonds  | 222,784        | 725,105    | 203,842      | 143,618 | 33,116 | 986    | 1,270     | 744       | 1,331,465               |
| Real Estate Fund   | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 11,485    | 11,485                  |
| Financial derivative assets                                | 0              | 415        | 13,089       | 0       | 0      | 0      | 0         | 0         | 13,504                  |
|  |                |            |              |         |        |        |           |           |                         |
| Other financial investments designa                        | ted at fair va | lue throug | h profit and | loss    |        |        |           |           |                         |
| Bonds  | 7,876          | 0          | 0            | 0       | 0      | 0      | 0         | 0         | 7,876                   |
| Loans to employees   | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 33,491    | 33,491                  |
| Reinsurers' share of gross claim reserve                   | e 18           | 34,388     | 106,470      | 39,734  | 3,300  | 0      | 0         | 22,368    | 206,278                 |
| Receivables  | 0              | 0          | 0            | 0       | 0      | 0      | 0         | 174,503   | 174,503                 |
| Cash and cash receivables                                  | 0              | 195,638    | 0            | 0       | 0      | 0      | 0         | 0         | 195,638                 |
| Total  | 238,079        | 996,164    | 424,741      | 265,340 | 44,340 | 2,313  | 1,312     | 411,832   | 2,384,121               |

### Notes to the accounts

### Note 16 - Financial risk continued

Amounts in USD 000's

#### Collateral

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Credit risk is mitigated by entering into collateral agreements. Management monitors the market value of the collateral and requests additional collateral when needed. There is no collateral as at 20 February 2013. For financial derivatives collateral was received from one counterparty as at 20 February 2013 in the amount of USD 1.4 million.

As mentioned above the group actively manages its credit portfolio to ensure that there is no significant concentration of credit risk.

Age analysis of receivables after provision for bad debt:

| Age analysis of receivables after provision for bad debt: |         |           |              | P            | arent company           |
|---|---------|-----------|--------------|--------------|-------------------------|
|   | Not due | 0-60 days | 61-90 days A | bove 90 days | As at 20.02.13<br>Total |
|   |         |           |              |              |                         |
| Receivables   | 108,453 | 0         | 2,115        | 7,907        | 118,475                 |
| Total   | 108,453 | 0         | 2,115        | 7,907        | 118,475                 |
|   |         |           |              | P            | arent company           |
|   | Not due | 0-60 days | 61-90 days A | bove 90 days | As at 20.02.12<br>Total |
| Receivables   | 115,242 | 1,200     | 614          | 5,682        | 122,738                 |
| Total   | 115,242 | 1,200     | 614          | 5,682        | 122,738                 |
|   |         |           |              | Consoli      | dated accounts          |
|   | Not due | 0-60 days | 61-90 days A | bove 90 days | As at 20.02.13<br>Total |
| Receivables   | 166,452 | 12,818    | 3,148        | 10,342       | 192,760                 |
| Total   | 166,452 | 12,818    | 3,148        | 10,342       | 192,760                 |
|   |         |           |              | Consoli      | dated accounts          |
|   | Not due | 0-60 days | 61-90 days A | bove 90 days | As at 20.02.13<br>Total |
| Receivables   | 142,056 | 12,310    | 3,225        | 16,912       | 174,503                 |
| Total   | 142,056 | 12,310    | 3,225        | 16,912       | 174,503                 |

### Impaired receivables

As at 20.02.13 there are impaired receivables in the parent company of USD 1.9 million (20.02.12 USD 1.0 million) and there are impaired receivables in the consolidated accounts of USD 9.7 million (20.02.12 USD 8.8 million). No collateral is held as security for the impaired receivables, but the receivables can be deducted from future claim payments if any. Impairment allowance is included in net operating expenses.

### Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial instruments. In respect of catastrophic events there is also a liquidity risk associated with the timing differences between gross cash out-flows and expected reinsurance recoveries. Liquidity risk arises primarily due to the unpredictability of the timing of payment of insurance liabilities and the illiquidity of the assets held or when market depth is insufficient to absorb the required volumes of assets to be sold, resulting in asset sale at a discount. The risk is mitigated through a credit facility with Nordea Bank Norge ASA and a cash pool between the direct insurance entities in the Gard group improves access to liquidity across the legal entities.

### Notes to the accounts

### Note 16 - Financial risk continued

### Maturity profile

The tables below set out the maturity profile of assets and liabilities combining amounts expected to be recovered within one year, between one and five years and more than five years. Assets and liabilities not covered by IFRS 7 are classified as other assets and other liabilities in the table below.

The Gard group maintains highly marketable financial instruments and diverse assets that can be easily liquidated in the event of an unforeseen interruption of cash flow. This, combined with the credit facility and cash pool to meet liquidity needs, gives an understanding on how assets and liabilities have been matched.

| Amour |  |  |
|-------|--|--|
|       |  |  |
|       |  |  |

| Amounts in USD 000's   |                   |                  |             |                   | P                   | arent company  |
|--|-------------------|------------------|-------------|-------------------|---------------------|----------------|
|  | Carrying<br>value | Within 1<br>year | 1 – 5 years | More than 5 years | No maturity<br>date | As at 20.02.13 |
| Financial assets   |                   |                  |             |                   |                     |                |
| Investments in subsidiaries  | 583,387           | 0                | 0           | 0                 | 583,387             | 583,387        |
| Investments at amortised cost  | 13                | 0                | 0           | 13                | 0                   | 13             |
| Financial assets at fair value through profit and loss                       | 523,747           | 21,164           | 289,106     | 17,236            | 196,241             | 523,747        |
| Other financial investments designated at fair value through profit and loss | 5,400             | 5,400            | 0           | 0                 | 0                   | 5,400          |
| Reinsurers' share of technical provisions                                    | 434,561           | 130,977          | 261,302     | 42,283            | 0                   | 434,561        |
| Receivables  | 156,786           | 118,476          | 0           | 0                 | 38,311              | 156,786        |
| Cash and cash equivalents  | 24,581            | 24,581           | 0           | 0                 | 0                   | 24,581         |
| Total financial assets   | 1,728,476         | 300,597          | 550,407     | 59,532            | 817,939             | 1,728,476      |
| Accrued income and prepayments   | 3,711             | 3,711            | 0           | 0                 | 0                   | 3,711          |
| Other assets   | 1,356             | 0                | 0           | 0                 | 1,356               | 1,356          |
| Total assets   | 1,733,542         | 304,308          | 550,407     | 59,532            | 819,294             | 1,733,542      |
| Financial liabilities  |                   |                  |             |                   |                     |                |
| Financial derivative liabilities   | 0                 | 0                | 0           | 0                 | 0                   | 0              |
| Technical provisions   | 1,638,089         | 264,484          | 527,652     | 85,383            | 760,570             | 1,638,089      |
| Provision for other liabilities  | 6,350             | 0                | 5,059       | 1,291             | 0                   | 6,350          |
| Payables and accruals  | 88,641            | 88,641           | 0           | 0                 | 0                   | 88,641         |
| Total financial liabilities  | 1,733,080         | 353,125          | 532,711     | 86,674            | 760,570             | 1,733,080      |
| Other liabilities  | 463               | 0                | 0           | 0                 | 463                 | 463            |
| Total liabilities  | 1,733,542         | 353,125          | 532,711     | 86,674            | 761,032             | 1,733,542      |

Note 16 - Financial risk continued Amounts in USD 000's

| Amounts in 03D 0003  |           |          |           |           | P           | arent company  |
|--|-----------|----------|-----------|-----------|-------------|----------------|
|  | Carrying  | Within 1 |           | More than | No maturity | As at 20.02.12 |
|  | value     | year     | 1-5 years | 5 years   | date        | Total          |
| Financial assets   |           |          |           |           |             |                |
| Investments in subsidiaries  | 533,388   | 0        | 0         | 0         | 533,388     | 533,388        |
| Investment at amortised cost   | 13        | 0        | 0         | 13        | 0           | 13             |
| Financial assets at fair value through profit and loss                       | 531,856   | 80,283   | 212,714   | 44,999    | 193,860     | 531,856        |
| Other financial investments designated at fair value through profit and loss | 0         | 0        | 0         | 0         | 0           | 0              |
| Reinsurers' share of technical provisions                                    | 287,236   | 81,546   | 175,674   | 30,016    | 0           | 287,236        |
| Receivables  | 157,672   | 122,737  | 0         | 0         | 34,935      | 157,672        |
| Cash and cash equivalents  | 55,995    | 55,995   | 0         | 0         | 0           | 55,995         |
| Total financial assets   | 1,566,160 | 340,561  | 388,388   | 75,028    | 762,183     | 1,566,160      |
| Accrued income and prepayments   | 8,584     | 8,584    | 0         | 0         | 0           | 8,584          |
| Other assets   | 1,356     | 0        | 0         | 0         | 1,356       | 1,356          |
| Total assets   | 1,576,100 | 349,145  | 388,388   | 75,028    | 763,539     | 1,576,100      |
| Financial liabilities  |           |          |           |           |             |                |
| Financial derivative liabilities   | 0         | 0        | 0         | 0         | 0           | 0              |
| Technical provisions   | 1,470,490 | 216,213  | 465,782   | 79,585    | 708,910     | 1,470,490      |
| Provision for other liabilities  | 7,489     | 0        | 6,072     | 1,417     | 0           | 7,489          |
| Payables and accruals  | 97,658    | 97,658   | 0         | 0         | 0           | 97,658         |
| Total financial liabilities  | 1,575,637 | 313,871  | 471,854   | 81,002    | 708,910     | 1,575,637      |
| Other liabilities  | 463       | 0        | 0         | 0         | 463         | 463            |
| Total liabilities  | 1,576,100 | 313,871  | 471,854   | 81,002    | 709,373     | 1,576,100      |

Note 16 - Financial risk continued

| Amounts in USD 000's   |                   |                  |             |                      | Consoli             | dated accounts          |
|--|-------------------|------------------|-------------|----------------------|---------------------|-------------------------|
|  | Carrying<br>value | Within 1<br>year | 1 – 5 years | More than<br>5 years | No maturity<br>date | As at 20.02.13<br>Total |
| Financial assets   |                   |                  |             |                      |                     |                         |
| Investment at amortised cost   | 2,136             | 0                | 0           | 2,136                | 0                   | 2,136                   |
| Financial assets at fair value through profit and loss                       | 1,807,020         | 319,182          | 765,866     | 262,047              | 459,925             | 1,807,020               |
| Other financial investments designated at fair value through profit and loss | 55,451            | 5,400            | 7,925       | 42,126               | 0                   | 55,451                  |
| Reinsurers' share of technical provisions                                    | 236,830           | 75,466           | 138,889     | 22,475               | 0                   | 236,830                 |
| Receivables  | 192,760           | 192,760          | 0           | 0                    | 0                   | 192,760                 |
| Cash and cash equivalents  | 143,882           | 143,882          | 0           | 0                    | 0                   | 143,882                 |
| Total financial assets   | 2,438,079         | 736,690          | 912,680     | 328,784              | 459,925             | 2,438,079               |
| Accrued income and prepayments   | 29,269            | 29,269           | 0           | 0                    | 0                   | 29,269                  |
| Other assets   | 64,027            | 0                | 10,359      | 12,237               | 41,430              | 64,027                  |
| Total assets   | 2,531,374         | 765,958          | 923,039     | 341,021              | 501,356             | 2,531,374               |
| Financial liabilities Financial derivative liabilities                       | 0                 | 0                | 0           | 0                    | 0                   | 0                       |
| Technical provisions   | 2,400,651         | 566,835          | 808,238     | 130,786              | 894,792             | 2,400,651               |
| Provision for other liabilities  | 62,160            | 6,837            | 6,925       | 48,398               | 0                   | 62,160                  |
| Payables and accruals  | 68,099            | 68,099           | 0           | 0                    | 0                   | 68,099                  |
| Total financial liabilities  | 2,530,911         | 641,771          | 815,163     | 179,184              | 894,792             | 2,530,911               |
| Other liabilities  | 463               | 0                | 0           | 0                    | 463                 | 463                     |
| Total liabilities  | 2,531,374         | 641,771          | 815,163     | 179,184              | 895,255             | 2,531,374               |

### Notes to the accounts

Note 16 – Financial risk continued

| Amounts in USD 000's   |                   |                  |             |                   | Consolid            | dated accounts          |
|--|-------------------|------------------|-------------|-------------------|---------------------|-------------------------|
|  | Carrying<br>value | Within 1<br>year | 1 – 5 years | More than 5 years | No maturity<br>date | As at 20.02.12<br>Total |
| Financial assets   |                   |                  |             |                   |                     |                         |
| Investments in subsidiaries  |                   |                  |             |                   |                     |                         |
| Investment at amortised cost   | 3,478             | 0                | 0           | 3,478             | 0                   | 3,478                   |
| Financial assets at fair value through profit and loss                       | 1,762,856         | 186,391          | 740,164     | 418,415           | 417,886             | 1,762,856               |
| Other financial investments designated at fair value through profit and loss | 41,367            | 0                | 7,876       | 33,491            | 0                   | 41,367                  |
| Reinsurers' share of technical provisions                                    | 209,942           | 62,226           | 126,160     | 21,556            | 0                   | 209,942                 |
| Receivables  | 174,503           | 174,503          | 0           | 0                 | 0                   | 174,503                 |
| Cash and cash equivalents  | 195,638           | 195,638          | 0           | 0                 | 0                   | 195,638                 |
| Total financial assets   | 2,387,784         | 618,758          | 874,200     | 476,940           | 417,886             | 2,387,784               |
| Accrued income and prepayments   | 33,697            | 33,697           | 0           | 0                 | 0                   | 33,697                  |
| Other assets   | 72,763            | 0                | 10,524      | 8,606             | 53,633              | 72,763                  |
| Total assets   | 2,494,244         | 652,455          | 884,724     | 485,546           | 471,519             | 2,494,244               |
| Financial liabilities  |                   |                  |             |                   |                     |                         |
| Financial derivative liabilities   | 0                 | 0                | 0           | 0                 | 0                   | 0                       |
| Technical provisions   | 2,353,615         | 546,767          | 838,040     | 143,190           | 825,618             | 2,353,615               |
| Provision for other liabilities  | 55,148            | 8,956            | 16,925      | 29,268            | 0                   | 55,148                  |
| Payables and accruals  | 85,018            | 85,018           | 0           | 0                 | 0                   | 85,018                  |
| Total financial liabilities  | 2,493,781         | 640,741          | 854,965     | 172,458           | 825,618             | 2,493,781               |
| Other liabilities  | 463               | 0                | 0           | 0                 | 463                 | 463                     |
| Total liabilities  | 2,494,244         | 640,741          | 854,965     | 172,458           | 826,081             | 2,494,244               |

### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk arises from investment activities and the sensitivity of liabilities to market prices. The most significant market risk types are: foreign exchange rates (currency risk), market interest rates (interest rate risk), and quoted price rates (price risk).

### Currency risk

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The currency exposure on the asset side in the Gard group is matched to the assumed currency exposure of liabilities. A significant share of the actual claims exposure is in another currency than the accounting currency. Based on accounting figures, there is a mismatch between assets and liabilities. The currency exposure is managed through a rolling forward programme.

Note 16 - Financial risk continued

The tables below summarise assets and liabilities by major currencies: Amounts in USD 000's

|   |           | Parent compa |         |         |                         |  |  |
|---|-----------|--------------|---------|---------|-------------------------|--|--|
|   | USD       | EUR          | GBP     | Other   | As at 20.02.13<br>Total |  |  |
| Assets  |           |              |         |         |                         |  |  |
| Investments in subsidiaries                                 | 491,335   | 0            | 0       | 92,052  | 583,387                 |  |  |
| Loan to subsidiaries  | 0         | 0            | 0       | 38,311  | 38,311                  |  |  |
| Investments at amortised cost                               | 13        | 0            | 0       | 0       | 13                      |  |  |
| Portfolio investments at fair value through profit and loss | 312,209   | 57,229       | 44,144  | 110,165 | 523,747                 |  |  |
| Other financial investments                                 | 5,400     | 0            | 0       | 0       | 5,400                   |  |  |
| Reinsurers' share of gross premium reserve                  | 0         | 0            | 0       | 0       | 0                       |  |  |
| Reinsurers' share of gross claims reserve                   | 233,528   | 81,631       | 48,444  | 70,958  | 434,561                 |  |  |
| Receivables from direct insurance operations                | 41,398    | 491          | 1       | 177     | 42,067                  |  |  |
| Receivables from reinsurance operations                     | 11,055    | 0            | 0       | 0       | 11,055                  |  |  |
| Receivables from group companies                            | 62,603    | 0            | 0       | 0       | 62,603                  |  |  |
| Other receivables   | 2,750     | 0            | 0       | 0       | 2,750                   |  |  |
| Equipment   | 1,356     | 0            | 0       | 0       | 1,356                   |  |  |
| Cash and cash equivalents                                   | 5,189     | 11,904       | 0       | 7,488   | 24,581                  |  |  |
| Deferred tax asset  | 0         | 0            | 0       | 0       | 0                       |  |  |
| Accrued income and other prepayments                        | 3,626     | 83           | 0       | 2       | 3,711                   |  |  |
| Total assets  | 1,170,462 | 151,338      | 92,589  | 319,153 | 1,733,542               |  |  |
|   |           |              |         |         |                         |  |  |
| Liabilities   |           |              |         |         |                         |  |  |
| Statutory reserve   | 463       | 0            | 0       | 0       | 463                     |  |  |
| Gross premium reserve                                       | 0         | 0            | 0       | 0       | 0                       |  |  |
| Gross claims reserve  | 471,568   | 164,839      | 97,825  | 143,287 | 877,519                 |  |  |
| Contingency reserve   | 760,570   | 0            | 0       | 0       | 760,570                 |  |  |
| Pension obligations   | 235       | 0            | 1,056   | 0       | 1,291                   |  |  |
| Income tax payable  | 0         | 0            | 0       | 5,059   | 5,059                   |  |  |
| Deferred tax liability                                      | 0         | 0            | 0       | 0       | 0                       |  |  |
| Payables arising out of direct insurance operations         | 588       | 0            | 0       | 0       | 588                     |  |  |
| Payables arising out of reinsurance operations              | 33,821    | 0            | 0       | 0       | 33,821                  |  |  |
| Liabilities to financial institutions                       | 0         | 0            | 0       | 0       | 0                       |  |  |
| Payables group companies                                    | 32,688    | 0            | 0       | 0       | 32,688                  |  |  |
| Other payables  | 1,326     | 472          | 668     | 2,125   | 4,591                   |  |  |
| Accruals and deferred income                                | 5,241     | 1,500        | 1,000   | 9,211   | 16,952                  |  |  |
| Total liabilities   | 1,306,500 | 166,811      | 100,549 | 159,682 | 1,733,542               |  |  |

Note 16 - Financial risk continued

| Amounts in USD 000's  |           |        |        | P       | arent company           |
|---|-----------|--------|--------|---------|-------------------------|
|   | USD       | EUR    | GBP    | Other   | As at 20.02.12<br>Total |
|   |           |        |        |         |                         |
| Assets  |           |        |        |         |                         |
| Other intangible assets                                     | 0         | 0      | 0      | 0       | 0                       |
| Property and plant used in operation                        | 0         | 0      | 0      | 0       | 0                       |
| Investments in subsidiaries                                 | 441,337   | 0      | 0      | 92,051  | 533,388                 |
| Loan to subsidiaries  | 0         | 0      | 0      | 34,935  | 34,935                  |
| Investments at amortised cost                               | 13        | 0      | 0      | 0       | 13                      |
| Portfolio investments at fair value through profit and loss | 324,015   | 51,759 | 43,109 | 112,973 | 531,856                 |
| Other financial investments                                 | 0         | 0      | 0      | 0       | 0                       |
| Reinsurers' share of gross premium reserve                  | 0         | 0      | 0      | 0       | 0                       |
| Reinsurers' share of gross claims reserve                   | 194,837   | 23,423 | 24,740 | 44,236  | 287,236                 |
| Receivables from direct insurance operations                | 46,851    | 317    | 6      | 96      | 47,270                  |
| Receivables from reinsurance operations                     | 4,078     | 0      | 0      | 0       | 4,078                   |
| Receivables from group companies                            | 71,390    | 0      | 0      | 0       | 71,390                  |
| Other receivables   | 0         | 0      | 0      | 0       | 0                       |
| Equipment   | 1,356     | 0      | 0      | 0       | 1,356                   |
| Cash and cash equivalents                                   | 16,748    | 6,198  | 0      | 33,049  | 55,995                  |
| Deferred tax asset  | 0         | 0      | 0      | 0       | 0                       |
| Accrued income and other prepayments                        | 8,574     | 0      | 0      | 9       | 8,583                   |
| Total assets  | 1,109,199 | 81,697 | 67,855 | 317,349 | 1,576,100               |
|   |           |        |        | D       | arent company           |
|   |           |        |        |         | As at 20.02.12          |
|   | USD       | EUR    | GBP    | Other   | Total                   |
| Liabilities   |           |        |        |         |                         |
| Statutory reserve   | 463       | 0      | 0      | 0       | 463                     |
| Gross premium reserve                                       | 0         | 0      | 0      | 0       | 0                       |
| Gross claims reserve  | 516,615   | 62,106 | 65,598 | 117,260 | 761,580                 |
| Contingency reserve   | 708,910   | 0      | 0      | 0       | 708,910                 |
| Pension obligations   | 280       | 0      | 1,137  | 0       | 1,417                   |
| Income tax payable  | 0         | 0      | 0      | 6,072   | 6,072                   |
| Deferred tax liability                                      | 0         | 0      | 0      | 0       | 0                       |
| Payables arising out of direct insurance operations         | 1,462     | 53     | 0      | 0       | 1,515                   |
| Payables arising out of reinsurance operations              | 26,059    | 0      | 0      | 0       | 26,059                  |
| Liabilities to financial institutions                       | 0         | 0      | 0      | 0       | 0                       |
| Payables group companies                                    | 48,898    | 0      | 0      | 0       | 48,898                  |
| Other payables  | 6,965     | 379    | 276    | 51      | 7,671                   |
| Accruals and deferred income                                | 7,574     | 362    | 724    | 4,855   | 13,515                  |
| Total liabilities   | 1,317,226 | 62,900 | 67,735 | 128,238 | 1,576,100               |

Note 16 - Financial risk continued

| Amounts in USD 000's  | Consolidate |         |         |         |                         |
|---|-------------|---------|---------|---------|-------------------------|
|   | USD         | EUR     | GBP     | Other   | As at 20.02.13<br>Total |
| Assets  |             |         |         |         |                         |
| Other intangible assets                                     | 0           | 0       | 0       | 0       | 0                       |
| Property and plant used in operation                        | 0           | 9       | 14,088  | 27,333  | 41,430                  |
| Investments at amortised cost                               | 13          | 0       | 0       | 2,123   | 2,136                   |
| Portfolio investments at fair value through profit and loss | 1,093,909   | 220,856 | 127,000 | 365,255 | 1,807,020               |
| Other financial investments                                 | 7,444       | 0       | 0       | 48,007  | 55,451                  |
| Reinsurers' share of gross premium reserve                  | 3,456       | 2,208   | 0       | 184     | 5,848                   |
| Reinsurers' share of gross claims reserve                   | 126,695     | 45,787  | 18,500  | 40,000  | 230,982                 |
| Receivables from direct insurance operations                | 122,309     | 25,343  | 2,468   | 13,598  | 163,718                 |
| Receivables from reinsurance operations                     | 8,908       | 0       | 0       | 0       | 8,908                   |
| Other receivables   | 0           | 0       | 0       | 20,134  | 20,134                  |
| Equipment   | 1,331       | 69      | 334     | 8,625   | 10,359                  |
| Cash and cash equivalents                                   | 44,812      | 27,747  | 4,512   | 66,811  | 143,882                 |
| Deferred tax asset  | 0           | 0       | 0       | 12,237  | 12,237                  |
| Other prepayments and accrued income                        | 20,289      | 3,543   | 737     | 9,128   | 29,269                  |
| Total assets  | 1,429,166   | 325,562 | 167,639 | 613,436 | 2,531,373               |
| Liabilities   |             |         |         |         |                         |
| Gross premium reserve                                       | 88,679      | 32,114  | 7,556   | 33,359  | 161,708                 |
| Gross claims reserve  | 725,567     | 257,260 | 131,665 | 229,659 | 1,344,151               |
| Contingency reserve   | 895,255     | 0       | 0       | 0       | 895,255                 |
| Pension obligations   | 534         | 37      | 3,189   | 44,638  | 48,398                  |
| Income tax payable  | 0           | 0       | 26      | 13,736  | 13,762                  |
| Payables arising out of direct insurance operations         | 1,042       | 69      | 53      | 19      | 1,183                   |
| Payables arising out of reinsurance operations              | 16,617      | 1,260   | 233     | 391     | 18,501                  |
| Other provisions for liabilities                            | 0           | 0       | 0       | 0       | 0                       |
| Other payables  | 0           | 8,011   | 8,990   | 0       | 17,001                  |
| Accruals and deferred income                                | 10,388      | 3,904   | 1,102   | 16,020  | 31,414                  |
| Total liabilities   | 1,738,082   | 302,655 | 152,814 | 337,823 | 2,531,373               |

### Notes to the accounts

Note 16 – Financial risk continued

| Amounts in USD 000's  |           | Cons    |         |         |                         |  |
|---|-----------|---------|---------|---------|-------------------------|--|
|   | USD       | EUR     | GBP     | Other   | As at 20.02.12<br>Total |  |
| Assets  |           |         |         |         |                         |  |
| Other intangible assets                                     | 0         | 8       | 12,634  | 4,579   | 17,221                  |  |
| Property and plant used in operation                        | 0         | 0       | 0       | 36,414  | 36,414                  |  |
| Investments at amortised cost                               | 0         | 0       | 0       | 3,478   | 3,478                   |  |
| Portfolio investments at fair value through profit and loss | 1,108,593 | 165,717 | 107,384 | 381,162 | 1,762,856               |  |
| Other financial investments                                 | 7,444     | 0       | 0       | 33,923  | 41,367                  |  |
| Reinsurers' share of gross premium reserve                  | 3,354     | 296     | 14      | 0       | 3,664                   |  |
| Reinsurers' share of gross claims reserve                   | 189,190   | 10,692  | 2,047   | 4,349   | 206,278                 |  |
| Receivables from direct insurance operations                | 132,593   | 20,328  | 1,292   | 8,787   | 163,000                 |  |
| Receivables from reinsurance operations                     | 4,221     | 0       | 0       | 0       | 4,221                   |  |
| Other receivables   | 6,190     | 62      | 21      | 1,009   | 7,282                   |  |
| Equipment   | 879       | 68      | 33      | 9,544   | 10,524                  |  |
| Cash and cash equivalents                                   | 99,854    | 11,783  | 11,684  | 72,317  | 195,638                 |  |
| Deferred tax asset  | 0         | 0       | 0       | 8,606   | 8,606                   |  |
| Other prepayments and accrued income                        | 26,298    | 2,873   | 477     | 4,049   | 33,697                  |  |
| Total assets  | 1,578,614 | 211,827 | 135,586 | 568,217 | 2,494,244               |  |
| Liabilities   |           |         |         |         |                         |  |
| Gross premium reserve                                       | 137,163   | 17,430  | 3,162   | 0       | 157,755                 |  |
| Gross claims reserve  | 1,037,513 | 159,486 | 57,880  | 115,363 | 1,370,242               |  |
| Contingency reserve   | 826,081   | 0       | 0       | 0       | 826,081                 |  |
| Pension obligations   | 280       | 0       | 3,483   | 33,838  | 37,601                  |  |
| Income tax payable  | 0         | 0       | 90      | 16,835  | 16,925                  |  |
| Payables arising out of direct insurance operations         | 1,463     | 104     | 53      | 133     | 1,753                   |  |
| Payables arising out of reinsurance operations              | 12,953    | 0       | 0       | 0       | 12,953                  |  |
| Liabilities to financial institutions                       | 0         | 0       | 0       | 623     | 623                     |  |
| Other payables  | 30,721    | 1,169   | 643     | 6,678   | 39,211                  |  |
| Accruals and deferred income                                | 24,492    | 2,805   | 525     | 3,279   | 31,101                  |  |
| Total liabilities   | 2,070,665 | 180,994 | 65,836  | 176,749 | 2,494,244               |  |

### Interest rate risk

Interest rate risk is the risk that the value of the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The term structure of interest bearing assets in the Gard group is matched to the expected duration of the liabilities. The sensitivity analysis of the bond assets of the Gard group has been modelled by reference to a reasonable approximation of the weighted average interest rate sensitivity of the investments held.

### Notes to the accounts

### Note 16 - Financial risk continued

### Equity price risk

Equity price risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices, whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

The Gard group's equity price risk exposure relates to financial instruments whose values will fluctuate as a result of changes in market prices.

The equity portfolio is broadly diversified. However, compared to a global benchmark portfolio based on market capitalisation, the equity portfolio is skewed towards emerging markets and small caps, which is expected to have a higher volatility than the global market as a whole. Through an equity programme funds are invested with active equity managers and the equity market exposure is hedged into fixed income exposures through a rolling derivative programme.

### Financial instruments - sensitivity analyses

The analysis below is performed for reasonably possible movements in key market variables with all other variables held constant.

| Λ.  | 100  |      | CD  | 0001  |
|-----|------|------|-----|-------|
| Amo | unts | ın u | 150 | UUU S |

| Amounts in USD 000's   |                | Parent company | Cons           | solidated accounts |
|--|----------------|----------------|----------------|--------------------|
|  | As at 20.02.13 | As at 20.02.12 | As at 20.02.13 | As at 20.02.12     |
| Impact on fixed income portfolio investments given an increase of 50 basis points                | (4,554)        | (5,461)        | (20,674)       | (19,646)           |
| Impact on equity portfolio given a 10% drop in quoted market prices                              | (10,799)       | (12,606)       | (36,879)       | (35,043)           |
| Impact on total investment portfolio given a change of 10% in foreign exchange rates against USD | (7,854)        | (14,492)       | (53,461)       | (51,753)           |

The sensitivity analysis assumes no correlation between equity price, interest rate, property market and foreign currency rate risk. It also assumes that all other receivables and payables remain unchanged and that no management action is taken. The Gard group has no significant risk concentrations which is not in line with the overall investment guidelines set by the Company's Board.

Any impact from risks tested in the table above is not, due to tax regulations, assumed to have any taxable impact.

The methods used above for deriving sensitivity information and significant variables have not changed from the previous period.

### Notes to the accounts

### Note 17 - Financial derivatives at fair value through profit and loss

#### Financial derivatives

Financial derivatives are integrated components in the investment philosophies and processes of the Gard group's fund management. They are used for risk management, liquidity improvement, cost reduction and to optimise return within the guidelines set for the Gard group's fund management. Financial derivatives contribute to reducing the risk of the assets not being able to cover the Gard group's liabilities. The Gard group has implemented derivative overlay programme whereby, regional equity specialists are employed with mandates which have historically provided value creation from active management. The market exposure is then hedged out through equity futures contracts in order to maintain total equity market exposure within the allowed range, and simultaneously fixed income exposure is gained through interest rate swap contracts.

#### Investment guidelines

### The key features of the Gard group's derivative guidelines are as follows:

All options must be covered. The aggregate economic exposure of the fund may not exceed one hundred per cent of the total fund's market value, i.e. there must be no leverage or gearing of any nature whatsoever of the fund. Derivatives must not be used to effect economic exposures beyond the limits set out in the fund guidelines. Any transactions in derivative instruments or of a partly paid nature, which might lead to a contingent liability undertaken for the Gard group will be subject to the restriction that sufficient cash or relevant securities must be retained to cover the full net exposure. In addition, there are minimum criteria for counterparties in derivative transactions.

#### Compliance monitoring

Compliance with the guidelines is monitored on an ongoing basis through the use of both internal and external resources. Even though the investment managers have internal risk analysis and compliance monitoring processes it is necessary to have independent verification based on alternative sources of data. The global custodian is therefore responsible for detailed compliance monitoring and reporting both at the overall fund level and the individual portfolio level. The investment managers are also subject to a semi-annual independent assessment of investment processes and skills to ensure that, inter alia, risk management and compliance monitoring routines are satisfactory.

#### Valuation and reporting

All derivative instruments are carried at independently sourced market values in accordance with principles described under Note 2. Underlying contract values represent the value of the underlying gross commitments of all open contracts.

### Types of financial derivatives used during the financial year:

### Forward exchange contracts

A forward exchange contract is a contract between two parties whereby one party contracts to sell and the other party contracts to buy, one currency for another, at an agreed future date, at a rate of exchange which is fixed at the time the contract is entered into.

### Interest rate options

An option is a contract in which the writer of the option grants the buyer of the option the right to purchase from or sell to the writer a designated instrument at a specific price within a specified period of time. An interest rate option can be written on cash instruments or futures, and is used to manage the interest rate and volatility exposure of the portfolio. Written options generate gains in stable rate environments, but may create obligations to buy or sell underlying securities under greater rate movements. Purchased options are used to generate gains based on interest rate forecasts.

### Interest rate futures

An interest rate futures contract is a standardised agreement between a buyer (seller) and an established exchange or its clearing house in which the buyer (seller) agrees to take (make) delivery of a financial rate instrument at a specified price at the end of a designated period of time.

### Interest rate swaps

An interest rate swap is an agreement between two parties to exchange periodic interest payments. In the most common type of swap, one party agrees to pay the other party fixed-interest payments at designated dates for the life of the contract. This instrument is used to change interest rate risk by changing the cash flow of fixed rate bonds to adjustable rate bonds or vice versa.

### Equity index future

An equity index future contract is a standardised agreement between a buyer (seller) and an established exchange or its clearing house in which the buyer (seller) agrees to take (make) delivery of an amount based on an equity index at designated point in time.

### Note 17 – Financial derivatives at fair value through profit and loss continued ${\it Amounts}$ in USD 000's

| 7 in out to 11 oos cook  |          |          | Pa                   | arent company |
|--|----------|----------|----------------------|---------------|
|  | Notional | Notional | Fair Value           | Fair Value    |
|  | 20.02.13 | 20.02.12 | 20.02.13             | 20.02.12      |
| Type of derivatives  |          |          |                      |               |
| Interest rate related  |          |          |                      |               |
| Futures  | 58,879   | 64,051   | 11,531               | (24,927)      |
| Options  | 107      | 677      | (36)                 | 0             |
| Swaps  | 315,205  | 462,977  | 5,852                | 10,815        |
| Total interest rate related  | 374,191  | 527,704  | 17,346               | (14,112       |
| Futures offset   |          |          | (11,531)             | 24,927        |
| Net interest rate related  |          |          | 5,815                | 10,815        |
| Equity related contracts Futures   | 161,974  | 145 502  | (1/1 / 02)           | (110, 200     |
| Futures offset   | 101,974  | 145,593  | (161,602)            | (110,389)     |
| Net equity related   | 161,974  | 145,593  | 161,602<br><b>0</b>  | 110,389       |
| - The tequity related  | 101,774  | 140,070  | U                    | n             |
|  |          |          |                      | 0             |
| Foreign currency related   |          |          |                      | 0             |
| Foreign currency related Forward exchange contracts in other currencies than USD |          |          | (151,046)            | (95,844)      |
|  |          |          | (151,046)<br>153,796 |               |
| Forward exchange contracts in other currencies than USD                          |          |          |                      | (95,844       |

### Notes to the accounts

### Note 17 – Financial derivatives at fair value through profit and loss continued

| Amounts in 03D 000s                                     |                      |                      | Consolie               | dated accounts         |
|---|----------------------|----------------------|------------------------|------------------------|
|   | Notional<br>20.02.13 | Notional<br>20.02.12 | Fair Value<br>20.02.13 | Fair Value<br>20.02.12 |
| Type of derivatives                                     |                      |                      |                        |                        |
| Interest rate related                                   |                      |                      |                        |                        |
| Futures   | 164,373              | 150,076              | (31,556)               | (58,388                |
| Options   | 1,390                | 6,900                | (472)                  | (3                     |
| Swaps   | 386,705              | 574,898              | 7,255                  | 13,508                 |
| Total interest rate related                             | 552,469              | 731,873              | (24,773)               | (44,884                |
| Futures offset  |                      |                      | 31,556                 | 58,388                 |
| Net interest rate related                               |                      |                      | 6,784                  | 13,504                 |
| Equity related contracts Futures                        | 222,442              | 203,373              | (219,051)              | (167,481)              |
| Futures offset  | 0                    | 0                    | 219,051                | 167,481                |
| Net equity related*                                     | 222,442              | 203,373              | 0                      | 0                      |
| Foreign currency related                                |                      |                      |                        |                        |
| Forward Exchange contracts in other currencies than USD |                      |                      | (201,217)              | (174,211               |
| USD receivables related to foreign currency contracts   |                      |                      | 216,366                | 175,623                |
| Net foreign currency related**                          |                      |                      | 15,148                 | 1,413                  |
|   |                      |                      |                        |                        |
| Net financial derivatives asset                         |                      |                      | 21,932                 | 14,917                 |

<sup>\*</sup> The derivative overlay programme adjusted the equity allocation down by USD 219 million, and thereby maintained the total equity exposure to 14.9 per cent (19.7 per cent with property included) as of 20 February 2013.

<sup>\*\*</sup> Financial derivative liabilities are included in other payables. If the net foreign currency related derivative is an asset then the amount is included in other receivables. See Note 19.

Note 18 – Receivables from direct insurance operations

| Amounts in 05D 000's                         |                | Parent company | Con            | Consolidated accounts |  |  |
|--|----------------|----------------|----------------|-----------------------|--|--|
|  | As at 20.02.13 | As at 20.02.12 | As at 20.02.13 | As at 20.02.12        |  |  |
|  |                |                |                |                       |  |  |
| Direct and received premium                  | 6,462          | 3,736          | 19,288         | 15,190                |  |  |
| Direct and received premium through broker   | 57             | 98             | 85,192         | 86,225                |  |  |
| Accrued deferred call                        | 37,528         | 44,452         | 46,062         | 58,529                |  |  |
| Not closed premium                           | 0              | 0              | 19,556         | 9,182                 |  |  |
| Claims related debtors, reinsurers           | 0              | 0              | 3,370          | 2,690                 |  |  |
| Provision for bad debts                      | (1,981)        | (1,016)        | (9,750)        | (8,816)               |  |  |
| Receivables from direct insurance operations | 42,067         | 47,270         | 163,718        | 163,000               |  |  |

### Note 19 – Other receivables and other payables

| Amounts in USD 000's                 |                |                |                |                       |  |  |
|--------------------------------------|----------------|----------------|----------------|-----------------------|--|--|
|                                      |                | Parent company | Cons           | Consolidated accounts |  |  |
|                                      | As at 20.02.13 | As at 20.02.12 | As at 20.02.13 | As at 20.02.12        |  |  |
| Other receivables                    |                |                |                |                       |  |  |
| Other receivables                    | 0              | 0              | 4,810          | 3,714                 |  |  |
| Foreign currency related derivative  | 2,750          | 0              | 15,288         | 3,568                 |  |  |
| Investment transactions in progress  | 0              | 0              | 36             | 1                     |  |  |
| Total other receivables              | 2,750          | 0              | 20,134         | 7,282                 |  |  |
| Other payables                       |                |                |                |                       |  |  |
| Other payables                       | 2,160          | 1,748          | 13,425         | 10,801                |  |  |
| Financial derivative liabilities     | 0              | 2,050          | 140            | 2,150                 |  |  |
| Investments transactions in progress | 2,431          | 3,873          | 3,436          | 26,260                |  |  |
| Total other payables                 | 4,591          | 7,671          | 17,001         | 39,211                |  |  |

<sup>&</sup>quot;Investment transactions in progress" refers to net sales and purchases of investments at the Balance Sheet date, where settlements were executed after the Balance Sheet date.

### Notes to the accounts

### Note 20 – Cash and cash equivalents

Cash and cash equivalents includes bank deposits and cash in hand, of which USD 15.6 million as at 20 February 2013 is restricted cash. The Company has a group account agreement and participates in a cash pool agreement. Both agreements are made with the Company's main bank connection that is Nordea Bank Norge ASA. The group account agreement implies that the Company can make overdrafts on individual bank accounts as long as the Company's total bank deposit is positive.

Gard P. & I. (Bermuda) Ltd. has an overdraft facility with Nordea Bank Norge ASA for an amount of USD 40 million. Through the cash pool agreement all the participating companies can make use of this overdraft facility. The cash pool agreement secures efficient use of the operating bank deposits through the companies' opportunities to make use of the overdraft facility on individual bank accounts accumulating up to USD 40 million in aggregate for the companies participating in the agreement. Each company participating in the cash pool agreement is jointly liable for the overdraft facility through unsecured guarantees.

### Note 21 - Pensions

#### Amounts in USD 000's

Gard P. & I. (Bermuda) Ltd. has entered into pension contracts with former employees. These contracts are financed directly through the Company's operations. The subsidiaries have entered into various pension plans with both former and present employees. The pension plans are both contribution plans and defined benefit plans. From 9 February 2009 all defined benefit related pension plans have been closed. New employees after this date become members of the defined contribution agreement. Payments to pension contribution agreements are charged to the accounts in the same period as the related salaries. The pension plans satisfy the demands according to the Norwegian Pension Act.

Defined benefit related pension plans entitle the employees to a defined level of future pension payments. Such future pension payments are mainly dependent on the number of contributory years and the salary level on retirement and are financed through an insurance scheme in a life insurance company. In addition all employees can apply for a tariff based early retirement pension (AFP) from the age of 62. As of 1 January 2011 the AFP is no longer an early retirement scheme that ends at age 67, but is a lifelong additional pension scheme you may apply for until the age of 70 years. For the employees who could choose between the two AFP regimes, born 1944-1948, Gard will maintain an offer of a contributory pension from 65 – 67 years equivalent of the AFP agreement ending in 2010. This is financed directly from the operations of the Company.

The top management coverage above 12G previously secured by a life insurance company has been closed and paid-up policies have been issued. The Company's obligation regarding these policies has been renegotiated under a new agreement with Norsk Tillitsmann Pensjon. The obligation is secured through a pledge deposit on a bank account owned by Gard AS.

For defined benefit related pension plans actuarial calculations are made with regard to pension commitments and funds at the end of the year, and resulting changes in pension obligations are charged to the Profit and Loss Account. Any changes in the pension plan and deviations from estimates are amortised over five years.

## Notes to the accounts

### Note 21 - Pensions continued

|   | Pa   | Consolidated accounts                                  |  |   |
|---|--|--|--|---|
|   | As at 20.02.13   | As at 20.02.12   | As at 20.02.13   | As at 20.02.12  |
| Pension cost  |  |  |  |   |
| Defined benefit related pension plans   |  |  |  |   |
| Pension benefits earned during the year   | (45)   | (1,161)  | 9,045  | 8,539   |
| Interest expense on earned pension  | 28   | 93   | 3,501  | 4,061   |
| Yield on pension funds  | 0  | 0  | (2,563)  | (3,042  |
| Effect of estimation deviation  | 10   | 112  | 7,272  | 4,760   |
| Net pension costs earning related plan  | (7)  | (956)  | 17,255   | 14,318  |
| Pension contribution agreements   | 0  | 0  | 2,118  | 2,960   |
| Total pension cost  | (7)  | (956)  | 19,373   | 17,278  |
| Liabilities according to the actuarial calculations   |  |  |  |   |
| D : III ::  | (4.20.1)   | (4.400)  | (4.42.700)   | (405.27)  |
| Pension obligation gross  | (1,386)  | (1,428)  | (143,790)  |   |
| Pension funds at market value   | 0  | 0  | 66,314   | 60,130  |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  | 0<br>95  | 0 10   | 66,314<br>29,078   | 60,130<br>27,631  |
| Pension funds at market value   | 0  | 0  | 66,314   | 60,130<br>27,631  |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  | 0<br>95  | 0 10   | 66,314<br>29,078   | 60,130<br>27,631<br>( <b>37,60</b> 1  |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  | 0<br>95<br><b>(1,291)</b>                              | 0<br>10<br><b>(1,418)</b>                              | 66,314<br>29,078<br><b>(48,398)</b>                              | 60,130<br>27,631<br>( <b>37,60</b> 1  |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  Net pension obligation at end of year   | 0<br>95<br><b>(1,291)</b>                              | 0<br>10<br><b>(1,418)</b>                              | 66,314<br>29,078<br><b>(48,398)</b>                              | 60,130<br>27,631<br>(37,601<br>Per cen  |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  Net pension obligation at end of year  Financial assumptions  | 0<br>95<br>(1,291)<br>Per cent                         | 0<br>10<br>(1,418)<br>Per cent                         | 66,314<br>29,078<br>(48,398)<br>Per cent                         | 60,130<br>27,631<br>(37,601<br>Per cent   |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  Net pension obligation at end of year  Financial assumptions  Discount rate  Assumed annual salary regulation                           | 0<br>95<br>(1,291)<br>Per cent                         | 0<br>10<br>(1,418)<br>Per cent                         | 66,314<br>29,078<br>(48,398)<br>Per cent                         | 60,130<br>27,631<br>(37,601<br>Per cent<br>2.60<br>3.50                                     |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  Net pension obligation at end of year  Financial assumptions  Discount rate   | 0<br>95<br>(1,291)<br>Per cent<br>3.40<br>3.25         | 0<br>10<br>(1,418)<br>Per cent<br>2.60<br>3.50         | 66,314<br>29,078<br>(48,398)<br>Per cent<br>3.40<br>3.25         | 60,130<br>27,63'<br>(37,60'<br>Per cen<br>2.60<br>3.50                                      |
| Pension funds at market value  Effects on estimation deviations not charged to the profit and loss  Net pension obligation at end of year  Financial assumptions  Discount rate  Assumed annual salary regulation  Assumed pension increase | 0<br>95<br>(1,291)<br>Per cent<br>3.40<br>3.25<br>1.75 | 0<br>10<br>(1,418)<br>Per cent<br>2.60<br>3.50<br>0.10 | 66,314<br>29,078<br>(48,398)<br>Per cent<br>3.40<br>3.25<br>1.75 | (125,362<br>60,130<br>27,631<br>(37,601<br>Per cent<br>2.60<br>3.50<br>0.10<br>3.50<br>4.10 |

### Note 22 – Statutory Reserve

Gard P. & I. (Bermuda) Ltd. is registered under and regulated by the Insurance Act 1978 and its regulations. Under these regulations the Company is required to maintain USD 462,500 in statutory capital and surplus. The Company is under the supervision of the Bermuda Monetary Authority (BMA) and has to be in compliance with a set of regulatory requirements. All regulatory requirements are complied with as at 20 February 2013.

### Note 23 – Changes in contingency reserve

| Alloults III 03D 0003                       |                | Parent company | Cons           | Consolidated accounts |  |  |
|---|----------------|----------------|----------------|-----------------------|--|--|
|   | As at 20.02.13 | As at 20.02.12 | As at 20.02.13 | As at 20.02.12        |  |  |
| Contingency reserve as at beginning of year | 708,911        | 637,756        | 825,618        | 789,695               |  |  |
| Total result                                | 51,659         | 71,155         | 69,176         | 35,923                |  |  |
| Contingency reserve as at end of year       | 760,570        | 708,911        | 894,794        | 825,618               |  |  |

### Notes to the accounts

### P&I policy year accounts as at 20 February 2013

Amounts in USD 000's

| D. I.                                       | 2012      | 2011     | 2010     | 2009        |
|---|-----------|----------|----------|-------------|
| Policy year                                 |           |          |          | closed year |
| Premiums and calls                          |           |          |          |             |
| Premiums                                    | 480,533   | 442,526  | 420,357  | 424,780     |
|   | 480,533   | 442,526  | 420,357  | 424,780     |
| Additional calls debited                    | 2,257     | 59,416   | 44,369   | 28,940      |
| Estimated deferred call                     | 46,062    | 0        | 0        | 0           |
| Total premiums and deferred calls           | 528,852   | 501,942  | 464,726  | 453,720     |
| Reinsurance premiums                        | (124,815) | (92,079) | (77,356) | (75,124)    |
|   | 404,037   | 409,863  | 387,370  | 378,596     |
|   |           |          |          |             |
| Incurred claims net                         |           |          |          |             |
| Claims paid                                 | 174,743   | 250,508  | 218,398  | 201,162     |
| Estimates on outstanding claims             | 228,562   | 125,694  | 113,236  | 48,734      |
| IBNRs                                       | 109,390   | 22,204   | 13,586   | 9,125       |
| Unallocated Loss Adjustment Expenses        | 12,057    | 5,430    | 5,256    | 1,622       |
|   | 524,752   | 403,836  | 350,476  | 260,643     |
| Acquisition cost and net operating expenses | 69,297    | 41,330   | 43,899   | 88,304      |
|   | 594,049   | 445,166  | 394,375  | 348,947     |
| Technical result                            | (190,012) | (35,303) | (7,005)  | 29,649      |

### Notes to the policy year accounts

- 1. Premiums, supplementary calls, reinsurances and claims are credited/charged to the policy year to which they relate. Operating expenses are charged/credited to the same policy year as the financial year in which they are brought to account.
- 2. The annual accounts include the 15 per cent deferred call levied for the 2012 policy year. The original estimate for the year was set to 25 per cent.
- 3. The approximate yield of a 10 per cent supplementary call on the open policy years would be:

2010 policy year USD 28.2 million 2011 policy year USD 28.9 million 2012 policy year USD 30.7 million

4. Incurred claims net comprises claims paid net of reinsurance recoveries, together with contributions to other P&I Associations under the Group Pooling arrangement and net estimates for outstanding and unreported claims. Estimates on outstanding claims refer to those incidents which have been notified to the Association and on which estimates of the expected exposure have been placed. Incurred but not reported claims (IBNRs) have been calculated on a basis approved by the Association's consulting actuaries.

Due to the characteristics of P&I claims, both sets of estimates, in particular in respect of the more recent years, may change substantially.

5. Provision for outstanding and unreported claims for closed years before policy year 2009, USD 166.3 million, consists of estimated outstanding claims in the amount of USD 125.7 million and estimates for IBNR claims of USD 40.6 million.

## **KEY FINANCIALS GARD GROUP**

### Amounts in USD millions, ETC basis

| Amounts in USD millions, ETC basis |        |        |        |        |        |        |        | 2      | 20 February |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
|                                    | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013        |
| Premiums written gross             | 531.2  | 558.3  | 646.8  | 721.1  | 795.8  | 811.6  | 792.2  | 855.0  | 884.2       |
| Premiums earned net                | 401.9  | 420.5  | 545.1  | 623.4  | 700.9  | 701.3  | 677.8  | 700.1  | 712.2       |
| Claims costs net                   | -344.3 | -374.4 | -517.9 | -579.7 | -435.6 | -527.2 | -532.5 | -595.1 | -591.2      |
| Operating expenses net             | -63.5  | -77.5  | -88.0  | -98.3  | -108.3 | -120.5 | -101.4 | -92.4  | -130.7      |
| Result on technical account        | -5.9   | -31.4  | -60.8  | -54.6  | 157.0  | 53.6   | 43.9   | 12.6   | -9.7        |
| Result on non-technical account    | 69.1   | 90.2   | 133.4  | 125.4  | -292.9 | 195.3  | 140.2  | 49.4   | 113.5       |
| Net result before tax              | 63.2   | 58.8   | 72.6   | 70.8   | -135.9 | 248.9  | 184.1  | 62.0   | 103.8       |
| Tax                                | -2.2   | 2.1    | 10.4   | -2.3   | -14.2  | -8.8   | -8.6   | -11.1  | -5.3        |
| Net result after tax               | 61.0   | 60.9   | 83.0   | 68.5   | -150.1 | 240.1  | 175.5  | 50.9   | 98.5        |
| Changes in deferred call           | _      | -8.3   | -9.4   | -      | _      | -41.5  | -28.2  | -14.5  | -30.7       |
| Combined ratio                     | 101    | 107    | 111    | 109    | 78     | 92     | 94     | 98     | 101         |
| Free reserves                      | 388.9  | 438.4  | 512.0  | 580.5  | 430.4  | 638.4  | 790.2  | 826.1  | 895.3       |

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