### **2011 Annual Report** & Financial Statements



SIC INSURANCE COMPANY LIMITED Celebrating 50 years of Excellence in Nation Building through Insurance

#### www.sic-gh.com



SIC Births of Ghana Reinsurance Corporation now Ghana RE-1972

Pays US\$12 million as claim for the replacement of Ghana Airways Focca 28 Aircraft

Incorporation of Company - 1962 SIC births SSNIT - 1963

Pays 142.5 Ghana Cedis to Gha

es as the local Bureau of the ECOWAS Brown Canl Motor Insurance Scheme - 1994 significant claims to the following

s approximited relations to the following. 5 billion flood claims to offected companies and oganizations in Accea alone - 1995 US 5910, 000 to Ghana Ports and Harbour Authority in respect of a crane which fell on its side - 1994 US\$ 540,002 in respect of Oriyann Na Onyin vessel damage - 1998 US\$ 5 million in respect of Ghana Airways aircraft total loss in Conakry, Guinea - 2000

Total Re- engineering of company Company re- branded to reflect a new positive image Converts into a Public Limited Liability Company flisted on the Ghana Stock Exchange - 2008 Awarded CIMG Insurance Company of the year for four years running and inducted into Hall of fame - 2007 Obtains AA rating for claims payment - 2009 SIC births SIC Financial Services

You have journeyed with us through the decades. We value your custom, partnership and loyalty and we say Thank You as we celebrate 50 years of Excellence in Nation Building through Insurance.



SIC INSURANCE COMPANY LIMITED

Head Office: +233-302-780600-9

Decas

**Ring Road West Office:** +233-302-228922/228926/228962

Tema Area Office: +233-303-202263/206535

Kumasi Area Office: +233-3220-23341-2/25610

Takoradi Area Office: +233-3120-22315/22048



SIC Insurance Company Limited

# ANNUAL REPORT 2011

### Notice of Annual General Meeting

#### NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the Annual General Meeting of SIC Insurance Company Limited will be held on Thursday, 26th July 2012 at the College of Physicians and Surgeons, Accra to transact the following business:

#### AGENDA

- 1. To consider and adopt the Financial Statements of the Company for the year ended 31st December, 2011.
- 2. To declare dividend for the year ended 31st December, 2011.
- 3. To authorize the Directors to appoint new Auditors to replace Deloitte and Touche and also to fix the remuneration of the Auditors.
- 4. To elect new Directors.
- 5. To approve the Remuneration of Directors.

Dated this 9th day of May 2012 By Order of the Board

P.E.K. MAWUVENU COMPANY SECRETARY

#### NOTE

A member of the company entitled to attend and vote is entitled to appoint a Proxy to attend and vote instead of him/her. A Proxy need not be a member of the Company.

A copy of the Instrument appointing the Proxy may be deposited at the Office of the Registrar, NTHC, MARTCO House, 1st Floor, Okai Mensah Link, Off Kwame Nkrumah Avenue, Adabraka, P.O. Box KIA 9563, Accra, not later than 10:00am on 19th July, 2012

A Form of Proxy is enclosed.

# Resolutions to be Passed at **The Annual General Meeting**

#### **Board Resolutions**

The Board of Directors will be proposing the following resolutions at the Annual General Meeting:

#### 1. To receive the 2011 Financial Statements

The Board shall propose the acceptance of the 2011 Financial Statements as the true and fair view of the state of affairs of the Company for the year ended 31st December, 2011.

#### 2. To Declare a Dividend

The Directors recommend the payment of a dividend of GH¢0.0177 per share and totaling GH¢3,478,567 for the year ended 31st December 2011.

#### 3. To Authorize the Directors to fix the Remuneration of the Auditors

To appoint new Auditors of the Company to replace Deloitte and Touche in accordance with section 135 of the Companies Code and to fix the remuneration of the Auditors.

#### 4. To elect new Directors

Dr. Sydney Yayah Laryea, Mr. Justice Benjamin Okai Tetteh and Mr. Ato Pobee Ampiah are hereby proposed for election as Directors in accordance with section 181 (5b) and 298 of the Companies Code, Act 179 and Regulation 67 of the Company to replace Dr. Kwaku Osafo, Dr. K.K. Sarpong and Mr. Kwasi Osei who retired by rotation from the Board.

#### 5. To Approve the Remuneration of Directors

To approve GH¢700,000.00 as Directors' remuneration for the year to 31st December 2012 in accordance with Section 194 of the Companies Code 1963, Act 179 and Regulation 67 of the Regulations of the Company.





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## **Our Birth Story**

The year was 1955, the month October, when two African Americans Messrs Robert Freeman Jnr., an actuary, and Vertner Tandy, a lawyer, arrived in Ghana, then known as the Gold Coast, to set up Life Assurance Company. Before their arrival, their two Ghanaian counterparts, Messrs Henry Plange Nyemitei and Samuel Cofie Johnson then working with the Gresham Insurance Company had been doing the preparatory work for the project.

In November 1955, the "GOLD COAST INSURANCE COMPANY" was registered with a stated bank deposit of £5,000 and on 1st March, 1956, the company started operations in a building now known as Koala Shopping Center, at Osu, Accra with the following Management personnel:

- Mr. Robert Freeman, Jnr.
- Mr. Vertner Tandy, Jnr.
- Mr. Henry Plange Nyemitei
- Mr. Samuel Cofie Johnson
- Mr. David D. Jones
- Mr. Antony Kobina-Woode
- Managing Director
- Deputy Managing Director
- Agency Director
- Registrar

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-

-

- Secretary
- General Agent for the Western Region





After Ghana gained independence in 1957, the Company's name was changed to "Ghana Insurance Company."

By mutual agreement in 1960, the Ghana Insurance Company bought shares worth £10,000 in the newly formed Great Nigerian Insurance Company and seconded Mr. Vertner Tandy to Lagos as its first General Manager.

In 1962, the Government decided to set up National Insurance Company and this led to it buying over the GHANA INSURANCE COMPANY and its subsidiary - GHANA GENERAL.

In February of that same year, the Government had passed an Act which took over the Ghana Cooperative Insurance Society Limited (Co-op for short), the only Insurance Company at the time in which the Government had financial interest, and reconstituted it into the State Insurance Corporation pending completion of negotiations with the two private companies with Mr. Robert Freeman becoming the first substantive Managing Director.

In 1965, the Social Security Scheme was established by an Act of Parliament in 1965 to provide social Insurance for all workers who are registered with the fund. Under the Act, SIC was charged with the general responsibility for the administration of the Act. In 1972, the administration of the Social Security Scheme was separated from SIC and became autonomous as Social Security and National Insurance Trust (SSNIT). In 1995, the State Insurance Corporation was converted into a public limited liability company as part of the Government of Ghana's divestiture programme. The company became known as State Insurance Company of Ghana Limited with the Government of Ghana as the sole shareholder. The State Insurance Company of Ghana Ltd. took over all the business assets and liabilities of the State Insurance Corporation.

In accordance with the provisions of the Insurance Act, 2006, SIC has duly separated its general business from the life business with the incorporation of SIC Life Limited. By a special resolution, SIC transferred the life business and assets to SIC Life Limited and in consideration of those 80,000,000 ordinary shares were issued to the GoG.

By a special resolution passed on 22nd October, 2007 the name of the Company was changed to SIC Insurance Company Limited, and in December, 2007, SIC floated its shares to the general public and the IPO was oversubscribed by 97%.

The company went public in January 2008, when the Government of Ghana offered 60% of its shares to the general public. In December 31, 2008, the company set up SIC Financial services Ltd as its Subsidiary.

Management of the company is on a project to expand its operations across the West African sub-region targeting Sierra Leone and Liberia.

## **Corporate Direction**

### **OUR VISION**

We will maintain our dominance in the Insurance Industry.

#### **OUR MISSION**

To provide innovative and competitive insurance and allied services to our Clients through a highly skilled and motivated workforce with a commitment to deliver value to all stakeholders.



#### **OUR OBJECTIVES**

Objectives of SIC towards the realisation of its VISION and MISSION.

| Customers:   | Achieve total customer satisfaction and loyalty. |  |  |  |
|--|--|--|--|--|
| Shareholders:                                      | Maximize shareholders value.                     |  |  |  |
| Employees:   | A satisfied workforce.                           |  |  |  |
| Corporate Citizenship: Be a good corporate citizen |  |  |  |  |



#### **OUR PEOPLE PROMISE – OUR VALUES**

At SIC we customize our products for every client. The right product for the right person at the right time!!

- TRUST
- RELATIONSHIP
- PROFESSIONALISM
- RESPECT
   RESPECT
- SENSE OF URGENCY

### Reinsurers/Reinsurance Brokers

In order to get maximum protection for the Insurances underwritten, SIC Insurance Company Ltd. has very reputable Reinsurers and Reinsurance Brokers. The purpose is to enhance its capacity and financial security to underwrite any risk.

#### The Reinsurers/Reinsurance Brokers include the following:

| AON Group Ltd.  | -        | U.K.         |
|---|----------|--------------|
| Afro-Asian Insurance Services   | -        | UK           |
| African Reinsurance Corp.   | -        | Nigeria      |
| Assicurazioni Generali Trieste  | -        | U.K.         |
| BEST Reinsurance – Tunis  | -        | Tunisia      |
| CICA Reinsurance Co.  | -        | Togo         |
| Ghana Reinsurance Co.   | -        | Ghana        |
| Globe Reinsurance Co.   | -        | Nigeria      |
| General Insurance Company of India  | -        | India        |
| Hannover Reinsurance Co.  | -        | South Africa |
| Mainstream Reinsurance Co.  | -        | Ghana        |
| Marsh Ltd.  | -        | U.S.A        |
| Munich Reinsurance Co.  | -        | South Africa |
| Member Companies of the Internation<br>Underwriting Association of London | nal<br>- | U.K.         |
| Swiss Reinsurance Co.   | -        | South Africa |
| United African Insurance Brokers  | -        | Nigeria      |
| Willis Group Ltd.   | -        | U.K.         |

## Directors, Officials and Registered Office

#### **Directors:**

| Mr. Max Cobbina                | Chairman   |
|--------------------------------|--|
| Mr. Benjamin Acolatse          | Managing Director (16 July 2009 to 3rd May 2012) |
| Dr. Vitus Anaab-Bisi           | Member   |
| Mr. Kofi Amoah                 | Member   |
| Mrs Yvonne Osei Tutu           | Member   |
| Mr. Kingsley Awuah-Darko       | Member   |
| Dr. Sydney Yayah Laryea        | Appointed - Sept. 2011                           |
| Mr. Ato Pobee Ampiah           | Appointed - Sept. 2011                           |
| Mr. Justice Benjamin O. Tetteh | Appointed - Sept. 2011                           |
| Dr. Kwaku Osafo                | Member (Retired by rotation - July 2011)         |
| Mr. Kwasi Osei                 | Member (Retired by rotation - July 2011)         |
| Dr. Kofi Koduah Sarpong        | Member (Retired by rotation - July 2011)         |

#### Secretary:

Mr. Prince Emmanuel K. Mawuvenu

#### **Registered Office:**

Nyemitei House 28/29 Ring Road East Osu-Accra

#### **Auditors:**

Deloitte & Touche Chartered Accountants 4 Liberation Road P.O. Box GP 453 Accra

#### **Registrars:**

NTHC Limited Martco House P O Box KIA 9563 Airport, Accra

#### Bankers: - Local

Ghana Commercial Bank Limited Merchant Bank (Ghana) Limited National Investment Bank Limited SG-SSB Bank Limited HFC Bank (Ghana) Limited Standard Chartered Bank Ghana Limited Barclays Bank Ghana Limited Ecobank Ghana Limited International Commercial Bank Limited

#### **Bankers: - Foreign**

Ghana International Bank Limited Barclays Bank Plc

### **Directors' report**

The Directors have pleasure in presenting their Annual Report together with the audited consolidated financial statements of the group for the year ended 31 December 2011.

#### **1. Principal activities**

The principal activities of the company and the subsidiary are:

- i. to undertake non-life insurance business and
- ii. to undertake the provision of investment advisory, asset and fund management, and financial consultancy services.

#### 2. Results for the year

The balance brought forward on income surplus

| account at 1 January was  | 22,142,470  |
|---|-------------|
| To which must be added:   |             |
| Profit for the year after charging all expenses, depreciation and taxation of | 6,195,401   |
|   | 28,337,871  |
| From which is made an appropriation to statutory reserve of                   | (2,390,711) |
|   | -           |
|   | 25,947,160  |
| Dividend paid   | -           |
| Leaving a balance to be carried forward on income surplus account of          | 25,947,160  |

#### 3. Nature of business

There was no change in the nature of the business of the group during the year.

#### 4. Auditors

In accordance with section 134(5) of the Companies Code 1963, Act (179) the auditors, Messrs. Deloitte & Touche, continue in office as group auditors.

On behalf of the board

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Chairman

GH¢

Managing Director

2011 ANNUAL REPORT SIC Insurance Company Limited Celebrating 50 years of Excellence in Nation Building through Insurance .

## **Financial highlights**

|  | Group<br>2011<br>GH¢ | Group<br>2010<br>GH¢ | Company<br>2011<br>GH¢ | Company<br>2010<br>GH¢ |
|--|----------------------|----------------------|------------------------|------------------------|
| Gross premium                              | 79,690,362           | 64,042,765           | 79,690,362             | 64,042,765             |
| Net premium                                | 61,640,693           | 47,180,451           | 61,640,693             | 47,180,451             |
| Claims incurred                            | (19,197,213)         | (12,565,341)         | (19,197,213)           | (12,565,341)           |
| Underwriting profit                        | 2,840,638            | 5,224,430            | 2,750,982              | 5,120,209              |
| Profit before tax                          | 7,506,930            | 8,233,480            | 7,337,329              | 8,044,291              |
| Profit after tax                           | 6,195,401            | 6,170,306            | 6,081,044              | 6,028,415              |
| Shareholders' funds                        | 86,001,929           | 83,312,946           | 86,436,017             | 83,840,538             |
| Net assets                                 | 86,001,929           | 83,312,946           | 86,436,017             | 83,840,538             |
| Total assets                               | 288,313,790          | 255,221,745          | 149,370,424            | 137,441,579            |
| Number of shares issued and fully paid for | 195,645,000          | 195,645,000          | 195,645,000            | 195,645,000            |
| Earnings per share (GH¢)                   | 0.0317               | 0.0315               | 0.0311                 | 0.0308                 |
| Net assets per share (GH¢)                 | 0.4396               | 0.4258               | 0.4418                 | 0.4285                 |
| Current ratio                              | 1.3560               | 1.4466               | 1.1176                 | 1.4466                 |
| Return on shareholders funds (%)           | 7%                   | 7%                   | 7%                     | 7%                     |

### **Profile of Directors**



#### **Mr. Max Cobbina**

CHAIRMAN OF THE BOARD OF DIRECTORS

He holds an MBA in Management & Computer Science, a BSc. in Marketing from Fordham University, New York, NY and a Post Graduate degree in Insurance and Reinsurance from the College of Insurance, New York, NY.

Max Cobbina was appointed as Chairman of the Board of Directors in 2009. He is a distinguished insurer and a Computer Scientist. He has held Executive positions for 21 years in Corporate America. Prior to his appointment, he had also served in the following capacities: Chief Executive Officer of Ghana Reinsurance Company, President and CEO of GHAMESAF Inc, Brookfield, Corporate Network Administrator at Union Carbide Corporation (UCC) Danbury, CT.

Max has also served as Director on the following Boards: The Trust Bank, Consolidated Discount House, Household Finance Company, Ghana Stock Exchange, Ghana Reinsurance Company.

He also served as President of the Ghana Insurance Association.



#### Mr. Benjamin K. Acolatse

MANAGING DIRECTOR (16th July 2009 - 3rd May 2012)

Benjamin Kwame Acolatse was appointed Managing Director on July 16, 2009. He is a distinguished Chartered Insurer and the first African to have won the Rutter Golden Award from CII-UK, an award reserved for the best qualifying fellow of the institute. Until his appointment, Benjamin was the Managing Director of Mainstream Re-insurance Company, the only privately owned re-insurance company in Ghana for six years. Mr. Acolatse's insurance career started from Enterprise Insurance Company in 1985. He joined the then State Insurance Company in mid-1986 and rose to the rank of Senior Manager by 1999 having headed the Accident and Motor claims departments.

He holds a Bachelor of Arts (BA Hons) degree in Political science from the University of Ghana, Legon and is a Chartered Insurer and Fellow of the Chartered Insurance Institute (CII), UK, which he obtained in 1994.

Mr. Acolaste is the President of the Ghana Insurance Association.



#### Mr. Kofi Amoah

#### NON EXECUTIVE DIRECTOR

Kofi Amoah was appointed as a Director in 2008. His professional experience covers Business Management, Business Development and Investment Services. Kofi has a lot of experience in building companies. He is the founder and CEO of Progeny Ventures Inc. Los Angeles, which has successfully partnered with Western Union Financial Services and several African Banks in the global Remittances business.

He is also the founder and President of J.S. Investments Inc., Los Angeles, PVI Ghana Ltd,

and Progeny Aluminum and Design Ghana Limited, Citizen Kofi Group and Earth Ghana Investments.

Mr. Amoah is a member of Ghana Investment Advisory Council, past member of the Ghana Football Association and Chairman of the Local Organising Committee (LOC) of the Ghana 2008 African Cup of Nations Tournament.

Currently, he is the largest individual shareholder in the SIC Insurance Company Ltd.

He is a product of Opoku Ware School, Kwame Nkrumah University of Science and Technology (KNUST) in Ghana and the University of California, Berkeley.



#### Mrs. Yvonne Osei-Tutu

NON EXECUTIVE DIRECTOR

Yvonne was appointed as a Director in 2009. Her professional experience covers Information Technology, Operational Management and Business Process Improvement. She has worked with the following companies in the United States of America: Wachovia Bank, Merrill Lynch, Time Warner Cable, and Credit Suisse First in Boston. She is currently the Chief Executive Officer for Next Generation Broadcasting Ghana Ltd.

She holds a Bachelor of Arts Degree in Economics from the University of Ghana, Legon and an MSc in Information Systems from Pace University, New York. She is also a Certified Project Management Professional (PMP).





#### Mr. Kingsley Awuah-Darko

NON EXECUTIVE DIRECTOR

Kingsley was appointed as a Director in 2009. He has worked with Vanguard Assurance Co. Ltd. as Project Officer between 1992 and 1995, City Investment Co. Ltd. as Vice President (Corporate Affairs/Business Development) between 1995 and 1998.

He also serves as Director on the following Boards: Money Systems Int. Ltd., Matrix Int. Holdings, Marine & General Insurance Brokers, City Investment Co. Ltd., and Roman Ridge School. Kingsley is currently the founder and CEO of Money Systems Group with operations in the USA, Europe and Africa.

He holds BA Law (Hons.) from the Kwame Nkrumah University of Science & Technology and an MBA from Henley Management College, UK.



#### Dr. Vitus Victor Anaab-Bisi (MD,MPH)

NON EXECUTIVE DIRECTOR

Dr. Vitus Victor Anaab-Bisi has over Seventeen years experience in medical practice. He holds a Doctor of Medicine (MD) degree from the Vinnitsa State Medical University in the Republic of Ukraine and also a Master of Science degree in Public Health in Developing Countries (MPH) from the London School of Hygiene and Tropical Medicine of the University of London, UK. Dr. Anaab-Bisi has vast experience in Health Systems Management. He also has interest in Health Insurance and in Clinical Practice as well as Public Health, in key health institutions such as Korle – Bu Teaching Hospital, Ghana Police Hospital and Akim Oda Government District Hospital.

Dr. Anaab-Bisis is currently the Head of Health Services Department of Ghana Ports and Harbours Authority (GPHA) Tema, where he combines clinical work with health administration. He also handles issues of Occupational Health and Safety. Dr. Anaab-Bisi has interest in farming and traveling.

## **Profile of New Directors**



#### Dr. Sydney Yayah Laryea

NON EXECUTIVE DIRECTOR

Dr Laryea was appointed as a Director in Sept. 2011. He is an experienced Chartered Accountant and a Partner of Laryea Baddoo & Associates (Chartered Accountants and Management Consultants).

He is a non-Executive Director of the Bank of Ghana where he chairs the Audit Committee and Budget and Strategic Planning Committee.

Sydney is also the Board Chairman of Goodmans Impex Company Limited.

He is currently the Managing Director of the following Companies: Integrated Investment Limited, Regent West Africa and Tesano Commercial Limited

He also holds a BSc Degree in Accounting from the School of Administration, University of Ghana, an MSc in Finance from the University of Leicester, UK and a PhD from the Century University, Albuquerque, New Mexico (USA).

Sydney is also a fellow of the Institute of Directors and the Institute of Chartered Financial Consultants.



#### Mr. Ato Pobee Ampiah

NON - EXECUTIVE DIRECTOR

Mr. Ato Pobee Ampiah was appointed as a Director in Sept. 2011. He is a Senior Member of the Ghana Institute of Engineers and a fellow of the Chartered Institute of Marketing Ghana.

He is also a two-term past President of the Ghana Employer's Association and Ghana National Chamber of Commerce. He was the former Managing Director of Ghamot Company Limited now Toyota Ghana.

Ato is currently the Managing Director of Tema Oil Refinery.

He holds a BSc. Degree in Mechanical Engineering and a Post-graduate Diploma in Industrial Management from the Kwame Nkrumah University of Science and Technology, Ghana. In addition, he holds certificates of professional study from various Institutions in the USA, Japan and Bangkok.



#### Mr. Justice Benjamin Okai Tetteh

NON - EXECUTIVE DIRECTOR

Justice Okai Tetteh was appointed as a Director in Sept. 2011. He has worked as a Legal Officer with the Ghana Co-operative Bank Limited and also in various capacities since his call to the Bar in Ghana, he has sat as a Magistrate. He has also sat as a Circuit Judge and later at the Regional Tribunal Accra. Subsequently, he sat as a High Court Judge at Cape Coast, Wa and Agona Swedru. In Wa, he was a supervising High Court Judge in the Upper West Region.

He holds an LLB Degree from the University of London. He was called to the English Bar as a Barrister in Grays Inn. He did his post call at the Ghana Law School and was called to the Bar in Ghana. He also has a Post Graduate Certificate in Education from Garnet College, London.

## **Top Management**



Mrs. Doris Awo Nkani AG. MANAGING DIRECTOR



Mr. Musah Abdulai AG. DEPUTY MANAGING DIRECTOR FINANCE & ADMINISTRATION



Mr. Alfred Y. Ofori - Kuragu GENERAL MANAGER TECHNICAL OPERATIONS



Mr. Max Cobbina CHAIRMAN OF THE BOARD



## **Chairman's Report**

FOR 5TH ANNUAL GENERAL MEETING

#### Introduction

My Dear Shareholders, Ladies and Gentlemen, on behalf of the Board of Directors, Management and Staff of SIC Insurance Company Limited, I would like to welcome you all to the 5th Annual General Meeting of your Company. I am delighted to present to you the Annual Report and Financial Statements of the Company for the year ended December 31, 2011. As faithful stewards, we always look forward to sharing with you the success of what you have entrusted to our care. I will quickly recount activities on the global front and the financial markets before I focus our attention on Ghana's own market in 2011, and then proceed to outline your Company's performance for the year 2011.

#### **Overview Of The World Economy**

The global economy continued to experience high unemployment rates, low consumer and business confidence and contraction in the growth rate of several economies. The Euro Zone continues to experience debt crisis in some of its member states which has raised anxiety within the community. In emerging and developing economies, growth is projected to be moderate, on account of the worsening external environment and slowdown in domestic demand.

On the back of improving commodity and gold prices coupled with developments on the global front, the IMF and the World Bank revised global growth forecasts downwards. World output is now projected to expand by 3.3% in 2012, from the 4% forecast made earlier.

#### The Ghanaian Economy

On the domestic front, crude oil exports, favourable conditions on the world market for cocoa and gold as well as an excellent investment climate were the key factors that aided Ghana to close 2011 among the fastest growing economies in the world.

Inflation at the end of 2011 was 8.6%. This was as a result of relative stability registered in both food and non-food components in the inflation basket.

Interest rates generally moved downwards in 2011. On the money market, the 91-day Treasury bill rate fell from 12.3% to 10.3% while the 182-day rate also fell from 12.7% to 11.1%. Similarly, the interest rate on the 1-year note declined from 12.7% to 11.3% and the 2-year note fell from 12.7% to 12.4%. Average base rates of banks went down from 25.8% to 22.5% in 2011 with quotations within the range of 16.8% and 25.9%. Average lending rates also declined from 27.6% to 25.9% in 2011.

The Bank of Ghana reported that its Composite Index of Economic Activity (CIEA) suggests that the pace of economic activity increased in 2011. The index grew by 15.2% in 2011 compared to 10.4% in December 2010.

With regard to Real GDP, provisional estimates put the growth rate at 13.6% with industry recording the highest growth of 37.32% driven by the oil and mining subsectors. The service sector grew by 5.8%.

Total revenue and grants in 2011 amounted to GH¢10.7 billion compared to GH¢7.5 billion in 2010. Expenditure, on the other hand, was GH¢12.8 billion in 2011, compared to GH¢9.2 billion in 2010. This resulted in a fiscal deficit of GH¢2.1 billion, which according to the Bank of Ghana was financed mainly through the issuance of domestic bonds.

#### **Insurance Industry**

The insurance industry remained very competitive in the year 2011. In the coming years, the National Insurance Commission (NIC) will require industry players to adopt the International Financial Reporting Standard (IFRS) of accounting. So far, only three (3) companies including your Company have adopted the IFRS. The NIC has also called on all players to recapitalize their operations. It will very soon introduce new solvency guidelines to regulate the industry. It needs to be mentioned that the new insurance law requires the insurance of all public properties that are used for commercial purposes or under construction. This will be seriously exploited for more business for your company.

#### **Business Operations**

The nature of business of the Group remained the same in 2011. I will now proceed to outline your Company's performance for the year 2011.

#### **Premium Income**

In 2011, the Company realized an amount of GH¢79.69m as Gross Premium Earned which is a 24.4% growth compared to the performance in 2010 (GH¢64.04m). Net Premium after Reinsurances grew by 30.5% in 2011 from GH¢47.2m in 2010 to GH¢61.6m.

#### **Profit Before Tax**

Profit before tax for the year under review was GHc7.337m, as against the GHc8.044 realised in 2010.

#### **50 Years Anniversary Launch**

My dear Shareholders, Ladies and Gentlemen, your Company has launched its Golden Jubilee anniversary celebrations in Accra under the Theme "Fifty (50) Years of Excellence in Nation Building through Insurance". The celebration is aimed at drawing attention to the contributions, achievements and the role SIC Insurance Company has played in the country and the sub-region over the last five decades.

#### **SIC E-Insurance**

Dear Shareholders, your Company is in the process of launching an e-insurance. This actually involves the use of the internet and mobile technology to process clients' insurance requests online from the comfort of their office, home or any other location. Your Company is leveraging on its state-ofthe-art IT infrastructure to create convenience and enable clients to renew their policy within 24 hours.

With the e-insurance, motor insurance customers of your company can renew their insurance policies remotely without having to physically visit any SIC office or agent. The Company has created an infrastructure that will allow its customers to go online to renew their policies and generate an invoice number which they will then use to make payments at designated banks. All existing customers of SIC Insurance can use this service to renew their policies and initiate a claim. However, new and potential customers will have to visit our nearest office or agent to take up a policy before they can use the service in subsequent periods.

#### Expansion In The Distribution Network

The Company continues to bring its services and products closer to the doorsteps of the insuring public by expanding the distribution network of the Company. This is to ensure that we create convenience for our numerous clients who would have otherwise travelled long distances to transact business with us.

#### Introducing SIC As International Brand In West Africa (Sierra Leone And Liberia)

Last year we mentioned to you that SIC will be extending its operations to Sierra Leone and Liberia. I am happy to inform you that all the necessary documentation has been done to facilitate the establishment in Sierra Leone. We expect to conclude this by the end of the third quarter of this year.

#### Investment In A Reinsurance Company

One strategy of the Company has been to diversify risk and seek for other sources of revenue mobilisation. Consequently, SIC set forth the process to invest in a reinsurance company. The feasibility report for investing in a reinsurance company has been done. The Board will consider the options that have been brought up and take the best decision in the interest of the company and shareholders at large.

#### Subsidiarisation Of The Bob Freeman Clinic And The Estates Department

One objective that the Board has been pursuing is the establishment of subsidiaries for some non-core functions of the Company. First, the Bob Freeman Clinic is to be converted into a state-of-the-art hospital. As a prelude to this, the clinic will soon be relocated to a much more spacious environment with enhanced services. A consultant is working very seriously on the modalities of the proposed conversion. Besides, a business plan that will guide the establishment of the modern hospital has been completed.

Second, the Estates Department is also on the verge of being turned into a subsidiary with broader functions that will meet the competition of any modern day estates management company. A business plan has been completed and submitted to the Board.

We will put closure to all these growth intended strategies by the end of the year 2012.

#### The Sudan Road Real Estate Project

We mentioned to you last year and indeed showed you architectural impression of a real estate project that we intend to undertake. May I report to you that negotiations with the contractors and joint-financiers have virtually been completed. We will soon move to the construction stage.

#### **Rights Issue**

To be able to finance all these strategic initiatives, the Board has decided to offer a rights issue to shareholders this year. This is to enable your Company raise additional funds towards the financing of these projects and also expand the operations of your Company's core business. The selection process for the Lead and Co-Managers has begun and will be completed very soon. We entreat all shareholders to exercise their rights when the call is made as we believe the projects are economically viable and financially attractive.

#### **Outlook For 2012**

Dear shareholders, as the global economy recovers, we expect to see an appreciable level of growth in our economy. Ghana's economy in 2012 is projected to grow between 13% and 14%, fuelled primarily by the oil and agricultural sectors. Other sectors expected to support this growth include hospitality, financial as well as mining and construction. This we believe will translate to potential businesses for your company.

Dear Shareholders, Ladies and Gentlemen, it is our expectation that in the next 50 years, the achievements of this Company would exceed what we have been able to do so far. On behalf of the Board, Management and Staff of SIC, I wish to thank you, the shareholders, for your unending support and wish to repeat our promise to you to remain the dominant insurance company in the nation.

## Managing Director's Statement

#### Introduction

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, I am delighted for the honour and privilege I have this day to welcome you all to the 2012 Annual General Meeting of our company, SIC Insurance Company Limited. The past year has been very eventful and very exciting.

As a company, we cannot but express our special gratitude to our cherished policyholders, hardworking staff, agents, brokers, the Board of Directors and you the Shareholders for the unflinching support given us in 2011.

#### **The Business Environment**

The business environment for 2011 was a mixed one - a growing national economy, within a declining world economy.

On the international front, the world economy went through a very difficult phase characterized by significant fragility in investments and a worsening financial turmoil generated by the intensification of the fiscal crisis in Europe and concerns over European sovereign debts. Capital flows to developingcountries declined by almost half as compared with year 2010. The result was a slowdown in growth of economies particularly of developing countries in 2011.

On the domestic front, the implementation of prudent market-friendly economic policies resulted in the restoration and consolidation of fiscal and macro-economic stability. These policies of Government yielded positive dividend in terms of growth in economic activities, sustained decrease in inflation, and an improved budget deficit position.

The Bank of Ghana Composite Index of Economic activity registered sharp growth rates in economic activities from 3.8% in 2009 to 10.5% in 2010 then to 15.2% in 2011.

End-of-year inflation dropped steadily from 15.9% in 2009 to 10.7% in 2010 then to 8.6% by the end of 2011. There was a significant growth in real GDP from 4.0% in 2009, to 7.7% in 2010 and then to 13.6% in 2011. The sharp rise in GDP growth rate in 2011 was attributable to the commercial production of crude oil - with the oil sector contributing 5.6% to GDP growth in 2011 whilst the non-oil sector contributed 8.0% to GDP. This made Ghana the fastest growing economy in the world in 2011.

The above indicators give a solid basis for Ghana to optimize its potential as an emerging lower middle income economy.

On the insurance industry front, following the advent of foreign insurance companies on the Ghanaian market and the sharp rise in the number of insurers over the past 4 years, the already unhealthy competition among insurers intensified. The result has been what I choose to call a price-war which has had very negative impact on companies' premium earning ability.

This, apart from a high premium-debt ratio, is the greatest challenge facing Ghanaian insurers today.

#### **Operational Performance**

Dear shareholders, Ladies and Gentlemen, the insurance market in Ghana experienced a very competitive market situation in 2011. Nevertheless, the performance of your company – SIC Insurance Company - was very encouraging. Gross Premium grew from GH¢64,042,765.00 in 2010 to GH¢79,690,362.00 in 2010 - representing 24.43% over the 2010 performance.

Claims incurred however rose from GHC12,565,341.00 in 2010 to GHC19,197,213.00. This was mainly due to the October 2011 flooding that hit the capital city, Accra and affected a number of our policyholders and heavily impacted negatively on our underwriting results. Consequently, Underwriting Profit dropped from GH¢5,120,209 in 2010 to GH¢2,750,982.00 in 2011.

Shareholders' Fund (Net Assets) grew from GH¢ 83,840,538.00 in 2010 to GH¢86,436,017.00 in 2011- an increase of about 3%. In addition, total assets increased by 10% from GH¢ 137,441,579.00 in 2010 to GHC149,370,424.

Premium debt is a major concern for insurers in Ghana. Nevertheless, Management was able to attain a 85% cash collection rate for businesses written in 2011.

In summary, Ladies and Gentlemen, our Company's operational performance keeps improving from year to year over the past few years. Premium growth rate which was negative two per cent(-2%) in 2009, rose to 13% in 2010, and then sharply to 24% in 2011.

#### **Customer Service**

Management strongly believes in the pivotal role of the customer in our survival as a company, and keeps emphasizing on the significance of making the customer the central point of reference in all our business decisions. This requires reaching out to our customers.

## Expanding and Strengthening the Distribution Network

In this regard, one of our primary objectives in 2011 was to expand and strengthen the distribution network of the company in order to derive the maximum benefits from our strengths and available opportunities. To this end, in 2011 the Company commenced operations in Suame in Kumasi, Akatsi in the Volta Region, and converted the ISRT Office Tema to a full Contact office. Logistical support was also provided to various offices in order to strengthen our distribution networks. These included linking all offices to the Wide Area Network (WAN), and the provision of 70 Desktop Computers, 10 Laptop Computers, 7 LaserJet Printers, and 7 Dot-matrix Printers to selected offices.

#### SIC At Your Door Project

In order to carry our services to the door steps of our customers (either in their homes, or in their work places) and to increase our market share, the Company out-doored a new customer service concept called the "SIC @ Your Door" project in March 2011. By December 2011 the SIC @ Your Door Project had earned the company GHC 3,069,330.44 and USD 1,317,303.87 in premium income.

#### **Corporate Credit Rating**

We were also able to maintain our corporate credit rating as an AA Rated Insurer in 2011. This helped sustain the confidence of the insuring public in our Company - SIC Insurance.

#### **Golden Jubilee Anniversary**

Mr. Chairman, Ladies and Gentlemen, this year 2012 marks the 50th Anniversary of the birth of our beloved company, SIC Insurance. Fifty years is a very significant milestone in the lives of individuals and organisations. Indeed, for organisations very many collapse for one reason or another before they are fifty. If SIC Insurance Company has survived all the challenges of the past half century, and continues to be in operation today, then we have cause to thank God for his directions and protection.

Over the past 50 years, SIC Insurance has contributed significantly to national development in the face of numerous challenges. These contributions have been in the areas of: (i) Parenting and/or providing support for the establishment of organisations and institutions such as SSNIT, Ghana Re, SIC Life, among others;

(ii) Providing direct employment to over 15,000 persons (Staff and Agents) in addition to countless indirect employment;

(iii) Significant investments in major organisations such as Ghana Commercial Bank, Ghana International Bank, Aluworks (GH) Ltd., CAL Bank, Cocoa Processing Company, ECOBANK Transnational Incorporated, Fan Milk Ltd., HFC Bank, GOIL, Starwin Products, Pioneer Kitchenware Company, Transaction Solutions (GH) Ltd., among others.

SIC Insurance has groomed and developed virtually all kinds of talents for the benefit of the insurance industry in Ghana. Today, a good number of CEO's/MD's and captains of our industry were trained at SIC. No wonder in Ghana, the name "SIC" is synonymous to "Insurance".

The above justifies the choice of our Golden Jubilee theme "50 Years of Excellence in Nation Building Though Insurance".

#### Outlook for 2012

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, the economic outlook for 2012 appears to be bright. It is expected that Ghana will continue to sustain single digit inflation which is projected to decline progressively over the years to 7.5% by the end of 2014. The advent of commercial oil production, the robust performance of the non-oil sector, and Government's commitment to achieving and maintaining a stable macro-economic environment have promoted confidence for domestic and foreign direct investment.

Ghana's private sector is now in pole position to seize opportunities being created as Ghana shifts towards an industrial economy. The emerging oil and gas sector will lead the policy strategy to embed local content into the economy to ensure that Ghanaians and Ghana's private sector participate fully in the accelerated growth of the economy. This will impact positively on the insurance sub-sector.

Management is aware that in order to gain optimal benefits of the opportunities that may come up in the near future, we need to be able to take the maximum advantage of our strengths, whilst minimizing the effects of our weaknesses and possible threats.

#### **Customer Service**

Reaching out to our customers and improving upon our customer service delivery are key among our marketing strategies for 2012. To kick-start our 2012 market expansion drive, we have already earmarked three fast growing towns to set up offices. These are Techiman in the Brong Ahafo Region, Kasoa in the Central Region and Ashaiman in the Greater Accra Region.

In pursuit of our defined goal of taking our services to the doorsteps of our clients, Management intends to introduce the SIC At Your Door concept at Kumasi and Tema this year 2012. This would enable us leverage on, and deepen our relationship with our clients and ultimately increase our market share.

#### **IT Support**

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, in this age of information communication technology, an organization can achieve little without a strong IT support. Management recognizes the relevance of the need to deploy technology to grow business. One of our key objectives has been to significantly transform the IT base of the company, so as to provide the expected IT support for our operations.

Consequently, we have finalized the process of upgrading our main insurance software from PREMIA 9 to PREMIA 10. This would enable us offer a much improved service to our customers. In addition, we have commenced the implementation of an e-business scheme whereby our clients can choose to transact business with any of our offices without the need to be physically present at the office.

#### **Sub-Regional Expansion**

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, at last year's AGM, we did indicate the desire of the Board and Management to consider expanding our operations into the West African Sub-region. The idea is to establish subsidiaries within the sub-region. Two countries were of interest to us. These were Liberia and Sierra Leone. However, following a critical assessment of a feasibility studies on Liberia, the Board and Management agreed to scrap the idea of setting up a subsidiary in Liberia for now.

The proposal regarding Sierra Leone is on course and plans are far advanced for the setting up of a subsidiary in that country.

#### Conclusion

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, the year 2011 presented a mix of good and bad environment for business. In the face of a very stiff competition, and other operational challenges, the 2011 operational results would not have been achieved without the support of all of you.

Management would like to take this opportunity to thank you all - the Shareholders, the Board of Directors, Staff, our Agency Force, Brokers and most importantly our numerous clients for the important role you played and continue to play, in support of SIC Insurance Company. We are very grateful to you all.

Our goal has always been to keep our clients satisfied, guarantee maximum returns for you our distinguished shareholders, and motivate our staff to put in their best performances at all times. In order to attain this goal, we would have to overcome real challenges. The challenges may be great, but our determination and will power are greater. We are therefore hopeful that together we shall overcome.

Mr. Chairman, Distinguished Shareholders, Ladies and Gentlemen, we thank you all for being present here today. May the Good Lord be our protector and vanguard, till we meet again next year.

Once again, thank you.

### Statement of Directors' Responsibilities

The Ghana Companies Code 1963 (Act 179) requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the group at the end of the financial year and of the income statement for that year.

The directors believe that in preparing the financial statements, they have used appropriate accounting policies, consistently applied and supported by reasonable and prudent judgements and estimates and that all international accounting standards which they consider to be appropriate have been followed.

The directors are responsible for ensuring that the group keeps accounting records which disclose with reasonable accuracy the financial position of the group and which enable them to ensure that the financial statements comply with the Companies Code, 1963 (Act 179) and Insurance Act 2006 (Act 724).

They are also responsible for taking such steps as are reasonable to safeguard the assets of the group and to prevent and detect fraud and other irregularities.

The above statements which should be read in conjunction with the statement of the auditors responsibilities on page 6 is made with a view to distinguishing for shareholders the respective responsibilities of the directors and the auditors in relation to the financial statements.

## Deloitte.

### **Independent Auditors' Report**

To the members of SIC Insurance Company Limited

We have audited the accompanying consolidated financial statements of SIC Insurance Company Limited and its subsidiary (the Group) set out on pages 17 to 53, which comprise the statement of consolidated financial position as at 31 December 2011 and the statement of consolidated comprehensive income, consolidated statement of changes in shareholders' funds and statement of consolidated cash flow for the year then ended together with the summary of significant accounting policies and other explanatory notes, and have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary for the purposes of our audit.

## Directors' responsibility for the financial statements

The directors are responsible for the preparation and fair presentation of these financial statements in accordance with the Companies Code 1963, (Act 179). This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance as to 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 auditors' judgement, 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.

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

#### Opinion

In our opinion, the group has kept proper accounting records and the financial statements are in agreement with the records in all material respects and give in the prescribed manner, information required by the Companies Code 1963, (Act 179) and the Insurance Act 2006 (Act 724). The financial statements give a true and fair view of the financial position of the group as at 31 December 2011, and of its financial performance and cash flow for the year then ended and are drawn up in accordance with International Financial Reporting Standards.

## Deloitte.

#### Independent auditors' report - continued

To the members of SIC Insurance Company Limited

## Report on other legal and regulatory requirements

The Ghana Companies Code, 1963 (Act 179) requires that in carrying out our audit work we consider and report on the following matters. We confirm that:

- i. we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
- ii. pinion proper books of accounts have been kept by the group, so far as appears from our examination of those books; and
- iii. the balance sheet and profit and loss account of the group are in agreement with the books of accounts.

In accordance with section 78(1) (a) of the Insurance Act, 2006, (Act 724), the group has kept accounting records that are sufficient to explain its transactions and financial position with respect to its insurance business and any other business that it carries on.

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Chartered Accountants Accra, Ghana 30th March, 2012



## Statement of Consolidated Comprehensive Income

For the year ended 31 December, 2011

|   | Note  | Group<br>2011<br>GH¢ | 2010<br>GH¢  | Company<br>2011<br>GH¢ | 2010<br>GH¢  |
|---|-------|----------------------|--------------|------------------------|--------------|
| Gross premium   | 6     | 79,690,362           | 64,042,765   | 79,690,362             | 64,042,765   |
| Less: Reinsurances  | 7     | (18,049,669)         | (16,862,314) | (18,049,669)           | (16,862,314) |
| Net premium   |       | 61,640,693           | 47,180,451   | 61,640,693             | 47,180,451   |
| Claims incurred   | 8     | (19,197,213)         | (12,565,341) | (19,197,213)           | (12,565,341) |
| Brokerage and advisory fees                               | 9     | 2,582,041            | 1,710,372    | -                      | -            |
| Commissions   | 10    | (3,372,759)          | (356,897)    | (3,372,759)            | (356,897)    |
| Management expenses                                       | - 11  | (38,812,123)         | (30,744,155) | (36,319,739)           | (29,138,004) |
| Underwriting profit                                       |       | 2,840,639            | 5,224,430    | 2,750,982              | 5,120,209    |
| Investment income   | 12    | 1,552,139            | 1,695,111    | 1,510,416              | 1,610,638    |
| Other income  | 13    | 3,866,162            | 1,718,435    | 3,827,940              | 1,717,940    |
| Finance costs   | 14    | (752,009)            | (404,496)    | (752,009)              | (404,496)    |
| Profit before tax   |       | 7,506,931            | 8,233,480    | 7,337,329              | 8,044,291    |
| National stabilisation levy                               |       | -                    | (402,215)    | -                      | (402,215)    |
| Taxation  | 20(c) | (1,311,529)          | (1,660,959)  | (1,256,285)            | (1,613,661)  |
| Profit after tax transferred to<br>Income surplus account |       | 6,195,402            | 6,170,306    | 6,081,044              | 6,028,415    |
| Basic earnings per share - GH¢                            | 15    | 0.0317               | 0.0315       | 0.0311                 | 0.0308       |

## Statement of Consolidated Financial Position

As at 31 December 2011

|   | Note  | Group<br>2011 | 2010        | Company<br>2011 | 2010        |
|---|-------|---------------|-------------|-----------------|-------------|
|   |       | GH¢           | GH¢         | GH¢             | GH¢         |
| Stated capital                          | 21    | 25,000,000    | 25,000,000  | 25,000,000      | 25,000,000  |
| Capital surplus                         | 22    | 9,316,952     | 9,316,952   | 9,316,952       | 9,316,952   |
| Income surplus                          |       | 22,276,271    | 22,142,470  | 21,841,221      | 21,629,455  |
| Contingency reserve                     | 23    | 14,892,702    | 12,501,991  | 14,892,702      | 12,501,991  |
| Available-for-sale reserves             | 24    | 13,844,049    | 13,871,900  | 15,385,142      | 15,392,140  |
| Minority interest                       |       | 671,956       | 479,633     | -               | -           |
| Shareholders funds                      |       | 86,001,929    | 83,312,946  | 86,436,017      | 83,840,538  |
| Represented by:                         |       |               |             |                 |             |
| Property, plant and equipment           | 25    | 28,418,485    | 19,787,444  | 20,078,960      | 19,616,142  |
| Intangible assets                       | 26    | 375,291       | 98,004      | 308,146         | -           |
| Investment properties                   | 27    | 6,013,805     | 6,013,805   | 6,013,805       | 6,013,805   |
| Long term investment                    | 28    | 34,587,218    | 32,527,390  | 34,565,462      | 32,452,978  |
| Investment in subsidiary                | 29    | -             | -           | 1,865,492       | 1,865,492   |
| Investment in associated companies      | 30    | 5,073,215     | 5,073,215   | 5,073,215       | 5,073,215   |
|   |       | 74,468,014    | 63,499,858  | 67,905,080      | 65,021,632  |
| Current assets                          |       |               |             |                 |             |
| Short term investments                  | 31    | 7,326,344     | 8,695,205   | 7,055,324       | 8,463,296   |
| Lease deposit                           | 32    | 2,344,667     | 1,862,856   | 2,344,667       | 1,862,856   |
| Trade & other receivables               | 33    | 191,328,869   | 171,487,578 | 59,224,153      | 52,521,720  |
| Inventories                             |       | 754,479       | 556,994     | 754,480         | 556,993     |
| Unearned reinsurance premium            |       | 10,951,292    | 7,375,194   | 10,951,292      | 7,375,194   |
| Cash and bank balances                  | 36    | 1,140,125     | 1,744,060   | 1,135,428       | 1,639,888   |
| Total current assets                    |       | 213,845,776   | 191,721,887 | 81,465,344      | 72,419,947  |
| Current liabilities                     |       |               |             |                 |             |
| Unearned premium                        |       | 21,222,313    | 18,765,244  | 21,222,313      | 18,765,244  |
| Outstanding claims                      | 8     | 3,941,657     | 1,792,856   | 3,941,657       | 1,792,856   |
| Trade & other payables                  | 34    | 161,292,009   | 143,589,921 | 30,061,457      | 25,285,635  |
| Taxation                                | 20    | 3,843,649     | 3,378,055   | 3,813,282       | 3,374,739   |
| National stabilisation levy             |       | 90,693        | 90,693      | 88,309          | 88,309      |
| Other current financial liabilities     | 35    | 951,590       | 756,875     | 951,590         | 756,875     |
| Total current liabilities               | _     | 191,341,911   | 168,373,644 | 60,078,608      | 50,063,658  |
| Net current assets                      |       | 22,503,865    | 23,348,243  | 21,386,736      | 22,356,289  |
| Other non-current financial liabilities | 35    | -             | (681,584)   | -               | (681,584)   |
| Medium term loan                        |       | (8,112,632)   | -           |                 |             |
| Deferred tax                            | 20(d) | (2,857,318)   | (2,853,571) | (2,855,799)     | (2,855,799) |
| Total non-current liabilities           |       | (10,969,950)  | (3,535,155) | (2,855,799)     | (3,537,383) |
| Net assets                              |       | 86,001,929    | 83,312,946  | 86,436,017      | 83,840,538  |
|   | _     | $\frown$      |             |                 |             |

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Managing Director

2011 ANNUAL REPORT SIC Insurance Company Limited Celebrating 50 years of Excellence in Nation Building through Insurance

## **Consolidated statement of Changes in Shareholders' Funds**

For the year ended 31 December 2011

| Group                                  | Stated<br>capital<br>GH¢ | Income<br>surplus<br>account<br>GH¢ | Contingency<br>reserves<br>GH¢ | Capital<br>surplus<br>GH¢ | Available-<br>for sale<br>reserves<br>GH¢ | Total<br>GH¢ |
|--|--------------------------|-------------------------------------|--------------------------------|---------------------------|---|--------------|
| Balance at 1 January 2010              | 2,500,000                | 17,893,447                          | 10,580,708                     | 31,816,952                | (548,240)                                 | 62,242,867   |
| Total recognised income & exp.         | -                        | 6,170,306                           | -                              | -                         | -   | 6,170,306    |
| Transfer (from)/to reserve             | 22,500,000               | (1,921,283)                         | 1,921,283                      | (22,500,000)              | -   | -            |
| Net gain on available-for-sale invest. | -                        | -                                   | -                              | -                         | 14,420,140                                | 14,420,140   |
| Transfer to equity holders             | -                        | -                                   | -                              | -                         | -   | -            |
| Balance at 31 Dec 2010                 | 25,000,000               | 22,142,470                          | 12,501,991                     | 9,316,952                 | 13,871,900                                | 82,833,313   |
|  |                          |                                     |                                |                           |   |              |
| Balance at 1 January 2011              | 25,000,000               | 22,142,470                          | 12,501,991                     | 9,316,952                 | 13,871,900                                | 82,833,313   |
| Total recognised income & exp.         | -                        | 6,195,401                           | -                              | -                         | -   | 6,195,401    |
| Transfer (from)/to reserve             | -                        | (2,390,711)                         | 2,390,711                      | -                         | -   | -            |
| Net gain on available-for-sale invest. | -                        | -                                   | -                              | -                         | (27,851)                                  | (27,851)     |
| Transfer to equity holders             | -                        | (3,478,567)                         | -                              | -                         | -   | (3,478,567)  |
| Minority interest                      |                          | (192,323)                           |                                |                           |   |              |
| Balance at 31 Dec 2011                 | 25,000,000               | 22,276,271                          | 14,892,702                     | 9,316,952                 | 13,844,049                                | 85,522,296   |

| Company                                | Stated<br>capital<br>GH¢ | lncome<br>surplus<br>account<br>GH¢ | Contingency<br>reserves<br>GH¢ | Capital<br>surplus<br>GH¢ | Available-<br>for sale<br>reserves<br>GH¢ | Total<br>GH¢ |
|--|--------------------------|-------------------------------------|--------------------------------|---------------------------|---|--------------|
| Balance at 1 Jan. 2010                 | 2,500,000                | 17,522,323                          | 10,580,708                     | 31,816,952                | (531,093)                                 | 61,888,890   |
| Total recognised income & exp.         | -                        | 6,028,415                           | -                              | -                         | -   | 6,028,415    |
| Net gain on available-for-sale invest. | -                        | -                                   | -                              | -                         | 15,923,233                                | 15,923,233   |
| Transfer (from)/to reserve             | 22,500,000               | (1,921,283)                         | 1,921,283                      | (22,500,000)              | -   |              |
| Transfer to equity holders             | -                        | -                                   | -                              | -                         | -   | -            |
| Balance at 31 Dec 2010                 | 25,000,000               | 21,629,455                          | 12,501,991                     | 9,316,952                 | 15,392,140                                | 83,840,538   |
|  |                          |                                     |                                |                           |   |              |
| Balance at 1 January 2011              | 25,000,000               | 21,629,455                          | 12,501,991                     | 9,316,952                 | 15,392,140                                | 83,840,538   |
| Total recognised income & exp.         | -                        | 6,081,044                           | -                              | -                         | -   | 6,081,044    |
| Transfer (from)/to reserve             | -                        | (2,390,711)                         | 2,390,711                      | -                         | (6,998)                                   | (6,998)      |
| Net gain on available-for-sale invest. | -                        | -                                   | -                              | -                         | -   | -            |
| Transfer to equity holders             | -                        | (3,478,567)                         | -                              | -                         | -   | (3,478,567)  |
| Balance at 31 Dec 2011                 | 25,000,000               | 21,841,221                          | 14,892,702                     | 9,316,952                 | 15,385,142                                | 86,436,017   |

## **Statement of consolidated cash flow**

For the year ended 31 December 2011

| Operating activities  | Group<br>2011<br>GH¢ | 2010<br>GH¢  | Company<br>2011<br>GH¢ | 2010<br>GH¢  |
|---|----------------------|--------------|------------------------|--------------|
| Operating profit  | 7,506,930            | 8,233,480    | 7,337,329              | 8,044,291    |
|   | 7,506,930            | 8,233,480    | 7,337,329              | 8,044,291    |
| Adjustment to reconcile profit before tax to net cash flows |                      |              |                        | , ,          |
| Non-cash:   |                      |              |                        |              |
| Depreciation  | 1,518,522            | 1,456,459    | 1,428,196              | 1,390,336    |
| Amortisation of intangible assets                           | 311,773              | 149,209      | 261,829                | 118,155      |
| Available-for-sale reserve                                  | (27,851)             | 14,420,140   | (6,998)                | 15,923,233   |
| Profit on disposal of property, plant & equipment           | 143,114              | (170,643)    | 143,114                | (170,643)    |
| Interest received   | (378,668)            | (974,355)    | (378,668)              | (889,882)    |
| Dividend received   | (1,173,471)          | (720,756)    | (1,131,748)            | (720,756)    |
| Working capital adjustments:                                |                      |              |                        |              |
| Increase in provision for unearned premium                  | 2,457,069            | 2,312,939    | 2,457,069              | 2,312,939    |
| (Increase)/decrease in receivables                          | (19,841,291)         | (57,706,860) | (6,702,433)            | (6,102,243)  |
| Increase in inventories                                     | (197,485)            | (33,212)     | (197,487)              | (33,211)     |
| Increase/(decrease) in trade & other payables               | 17,702,088           | 47,099,643   | 4,775,822              | (4,090,059)  |
| (Decrease)/increase in provision for claims                 | 2,148,801            | (1,261,980)  | 2,148,801              | (1,261,980)  |
| Increase in lease obligations                               | (486,869)            | 631,426      | (486,869)              | 631,426      |
| Increase in lease deposits                                  | (481,811)            | (301,927)    | (481,811)              | (301,927)    |
| Increase in unearned reinsurance premium                    | (3,576,098)          | (2,085,736)  | (3,576,098)            | (2,085,736)  |
| Increase in deferred taxation                               | 3,747                | -            | -                      | -            |
| Tax paid  | (845,935)            | (1,276,747)  | (817,742)              | (1,243,300)  |
| National stabilisation levy paid                            | -                    | (269,792)    | -                      | (269,792)    |
| Net cash used in operating activities                       | 4,782,565            | 9,501,288    | 4,772,306              | 11,250,851   |
| Investing activities  |                      |              |                        |              |
| Acquisition of property, plant and equipment                | (11,950,365)         | (2,838,908)  | (3,691,816)            | (2,725,496)  |
| Acquisition of intangible assets                            | (589,060)            | (81,594)     | (569,975)              | -            |
| Proceeds from sale of property, plant and equipment         | 1,657,688            | 170,643      | 1,657,688              | 170,643      |
| Net cash used/flow from investing activities                | (10,881,737)         | (2,749,859)  | (2,604,103)            | (2,554,853)  |
| Financing activities  |                      |              |                        |              |
| Purchase of long term investments                           | (2,059,828)          | (14,380,004) | (2,112,484)            | (15,900,245) |
| Dividend received   | 1,173,471            | 720,756      | 1,131,748              | 720,756      |
| Interest received   | 378,668              | 974,355      | 378,668                | 889,882      |
| Dividend paid   | (3,478,567)          | -            | (3,478,567)            | -            |
| Medium term loan  | 8,112,632            | -            | -                      | -            |
| Net cash used in servicing of finance                       | 4,126,376            | (12,684,893) | (4,080,635)            | (14,289,607) |
| Changes in cash and cash equivalents                        | (1,972,796)          | (5,933,464)  | (1,912,432)            | (5,593,609)  |
| Cash at 1 January   | 10,439,265           | 16,372,729   | 10,103,184             | 15,696,793   |
| Cash at 31 December   | 8,466,469            | 10,439,265   | 8,190,752              | 10,103,184   |
| Analysis of changes in cash and cash equivalents            |                      |              |                        |              |
| Cash and bank   | 1,140,125            | 1,744,060    | 1,135,428              | 1,639,888    |
| Short term investments                                      | 7,326,344            | 8,695,205    | 7,055,324              | 8,463,296    |
|   | 8,466,469            | 10,439,265   | 8,190,752              | 10,103,184   |

# Notes to the consolidated financial statements

For the year ended 31 December 2011

#### 1. Reporting Entity

SIC Insurance Company Limited underwrite non-life insurance risks, The group also issues a diversified portfolio of investment services to provide its customers with asset management solutions for their savings and retirement needs as well as undertaking brokerage services. The group is a limited liability group incorporated and domiciled in Ghana, with its registered office at Nyemitei House 28/29 Ring Road East Osu-Accra. SIC Insurance Company Limited has a primary listing on the Ghana Stock Exchange.

#### **2. Basis of preparation** A. STATEMENT OF COMPLIANCE

The financial statements are prepared in compliance with International Financial Reporting Standards (IFRS) and Interpretations of those Standards, as adopted by the International Accounting Standards Board and applicable legislation.

The following accounting standards, interpretations and amendments to published accounting standards that impact the operations of the group were adopted:

IFRS 1 First time adoption of IFRS;

IFRS 4 Insurance contracts;

IFRS 7 Financial Instruments: Disclosures;

IAS 1 (Revised), Presentation of financial statements (added disclosures about an entity's capital and other disclosures);

IAS 14 Segment reporting;

IAS 16 Property, plant and equipment;

IAS 17 Leases;

IAS 18 Revenue;

IAS19 (Amendment), Employee benefits;

IAS 21 (Amendment), The effects of changes in foreign exchange rates;

IAS 24 (Amendment), Related party disclosures;

IAS 32 (Amendment), Financial instruments: disclosure and presentation;

IAS 36 Impairment of assets;

IAS 37 Provisions, contingent liabilities and contingent assets;

IAS 38 Intangible assets;

IAS 39 (Amendment), Financial instruments: recognition and measurement; and

IAS 40 Investment properties.

#### B. BASIS OF MEASUREMENT

The financial statements have been prepared on the historical cost basis except for available-for-sale financial assets which are measured at fair value. Financial assets are held at fair value through profit and loss, investment property is measured at fair value, retirement benefit obligations and other long term employee benefit are measured at net present value, financial assets and liabilities are initially recognised at fair value.

### C. USE OF ESTIMATES AND JUDGEMENT

The preparation of financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and the future periods if the revision affects both current and future periods.

#### Notes to the consolidated financial statements

For the year ended 31 December 2011 - continued

## 3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements by the group:

#### A. CONSOLIDATION

#### i. Subsidiaries:

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

The group uses the purchase method of accounting to account for the acquisition of subsidiaries. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement.

Intra-group transactions, balances and unrealised gains on intra-group transactions are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Subsidiaries' accounting policies have been changed where necessary to ensure consistency with the policies adopted by the group.

#### ii. Associates:

Associates are all entities over which the group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for by the equity method of accounting and are initially recognised at cost. The group's share of its associates' post-acquisition profits or losses is recognised in the income statement, and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealised gains on transactions between the group and its associates are eliminated to the extent of the group's interest in the associates. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Associates' accounting policies have been changed where necessary to ensure consistency with the policies adopted by the group.

#### **B. SEGMENT REPORTING**

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and return that are different from those of segments operating in other economic environments.

#### C. FOREIGN CURRENCY TRANSLATION

#### i. Functional and presentation currency:

Items included in the financial statements of the group are measured using the currency of the primary economic environment in which the entity operates (the 'functional currency'). The financial statements are presented in cedis, which is the group's presentation currency.

#### ii. Transactions and balances:

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.



Translation differences on non-monetary items, such as equities held at fair value through profit or loss, are reported as part of the fair value gain or loss. Translation differences on non-monetary items, such as equities classified as availablefor-sale financial assets, are included in the fair value reserve in equity.

#### iii. Exchange differences:

The results and financial position of the group's functional currency which is not different from the presentation currency are translated into the presentation currency as follows:

(i) assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet; and

(ii) income and expenses for each income statement are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions).

#### D. PROPERTY, PLANT AND EQUIPMENT

Land and buildings comprise mainly outlets and offices occupied by the group. Land and buildings are shown at fair value, based on periodic, but at least triennial, valuations by external independent appraisers, less subsequent depreciation for buildings. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset, and the net amount is restated to the revalued amount of the asset. All other property, plant and equipment are stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

Increases in the carrying amount arising on revaluation of land and buildings are credited to the revaluation surplus in shareholders' funds. Decreases that offset previous increases of the same asset are charged against revaluation surplus directly in equity; all other decreases are charged to the income statement. Land is not depreciated. Depreciation on other assets is calculated using the straight-line method to allocate their cost or revalued amounts over their estimated useful lives, as follows:

| Motor vehicles      | 20%    | per<br>annum |
|---------------------|--------|--------------|
| Office furniture    | 10%    | и            |
| Household furniture | 20%    | u            |
| Freehold buildings  | 1%     | u            |
| Office equipment    | 25%    | u            |
| Computers           | 33.33% | u            |

Leasehold land & buildings are amortised over the life of the lease.

The assets' residual values and useful lives are reviewed at each balance sheet date and adjusted if appropriate.

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the income statement. When revalued assets are sold, the amounts included in the revaluation surplus are transferred to retained earnings.

#### E. INVESTMENT PROPERTIES

Property held for long-term rental yields, that is not occupied by any unit, subsidiary or associate of the group is classified as investment property.

Investment property comprises freehold land and buildings. It is carried at fair value. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the group uses alternative valuation methods such as discounted cash flow projections or recent prices on less active markets. Investment property that is being redeveloped for continuing use as investment property, or for which the market has become less active, continues to be measured at fair value.

Changes in fair values are recorded in the income statement.

Property located on land that is held under operating lease is classified as investment property as long as it is held for longterm rental yields and is not occupied by the group. The initial

#### Notes to the consolidated financial statements

For the year ended 31 December 2011 - continued

cost of the property is the lower of the fair value of the property and the present value of the minimum lease payments. The property is carried at fair value after initial recognition.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment, and its fair value at the date of reclassification becomes its cost for subsequent accounting purposes.

If an item of property, plant and equipment becomes an investment property because its use has changed, any difference arising between the carrying amount and the fair value of this item at the date of transfer is recognised in equity as a revaluation of property, plant and equipment. However, if a fair value gain reverses a previous impairment loss, the gain is recognised in the income statement. Upon the disposal of such investment property, any surplus previously recorded in equity is transferred to retained earnings; the transfer is not made through the income statement.

#### F. INVESTMENT

The group classifies its investments into the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity financial assets and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired. Management determines the classification of its investments at initial recognition and re-evaluates this at every reporting date.

#### i. Financial assets at fair value through income:

This category has two sub-categories: financial assets held for trading and those designated at fair value through profit or loss at inception. A financial asset is classified into this category at inception if acquired principally for the purpose of selling in the short term, if it forms part of a portfolio of financial assets in which there is evidence of short term profittaking, or if so designated by management.

#### ii. Loans & receivables:

Loans & receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market other than those that the group intends to sell in the short term or that it has designated as at fair value through income or available-for-sale. Loans & receivables arising from insurance contracts are also classified in this category and are reviewed for impairment as part of the impairment review of loans & receivables.

#### iii. Held-to-maturity financial assets:

Held-to-maturity financial assets are non-derivative financial assets with fixed or determinable payments and fixed maturities - other than those that meet the definition of loans and receivables - that the group's management has the positive intention and ability to hold to maturity.

#### iv. Available-for-sale financial assets:

Available-for-sale financial assets are non-derivative financial assets that are either designated in this category or not classified in any of the other categories.

Regular way purchases and sales of investments are recognised on trade date - the date on which the group commits to purchase or sell the asset. Investments are initially recognised at fair value plus, (in the case of all financial assets not carried at fair value through profit or loss), transaction costs that are directly attributable to their acquisition. Investments are derecognised when the rights to receive cash flows from the investments have expired or where they have been transferred and the group has also transferred substantially all risks and rewards of ownership.

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans & receivables and held-to-maturity financial assets are carried at amortised cost using the effective interest method. Realised and unrealised gains and losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are included in the income statement in the period in which they arise. Unrealised gains and losses arising from changes in the fair value of non-monetary securities classified as available-for-sale are recognised in equity. When securities classified as availablefor-sale are sold or impaired, the accumulated fair value adjustments are included in the income statement as net realised gains/losses on financial assets.

The fair values of quoted investments are based on current bid prices. If the market for a financial asset is not active, the group establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis and option pricing models.
#### G. IMPAIRMENT OF ASSETS

## i. Financial assets carried at amortised cost:

The group assesses at each balance sheet date whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to management's attention about the following events:

- i. significant financial difficulty of the issuer or debtor;
- ii. a breach of contract, such as a default or delinquency in payments;
- iii. it becoming probable that the issuer or debtor will enter bankruptcy or other financial reorganisation;
- iv. the disappearance of an active market for that financial asset because of financial difficulties; or
- v. observable data indicating that there is a measurable decrease in the estimated future cash flow from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:
- Adverse changes in the payment status of issuers or debtors in the group; or
- National or local economic conditions that correlate with defaults on the assets in the group.

If there is objective evidence that an impairment loss has been incurred on loans and receivables or held-to-maturity investments carried at amortised cost, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the income statement. If a held-to-maturity investment or a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under contract. As a practical expedient approach, the group may measure impairment on the basis of an instrument's fair value using an observable market price.

#### ii. Financial assets carried at fair value:

The group assesses at each balance sheet date whether there is objective evidence that an available-for-sale financial asset is impaired, including in the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and current fair value, less any impairment loss on the financial asset previously recognised in profit or loss - is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments are not subsequently reversed. The impairment loss is reversed through the income statement, if in a subsequent period the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss.

## iii. Impairment of other non-financial assets:

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are companied at the lowest levels for which there are separately identifiable cash flows (cashgenerating units).

#### H. OFFSETTING FINANCIAL INSTRUMENTS

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

For the year ended 31 December 2011 - continued

#### I. CASH AND CASH EQUIVALENTS

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts.

### J. SHARE CAPITAL

Shares are classified as equity when there is no obligation to transfer cash or other assets. Incremental costs directly attributable to the issue of equity instruments are shown in equity as a deduction from the proceeds, net of tax. Incremental costs directly attributable to the issue of equity instruments as consideration for the acquisition of a business are included in the cost of acquisition.

#### K. INSURANCE AND INVESTMENT CONTRACTS - CLASSIFICATION

The group issues contracts that transfer insurance risk or financial risk or both.

Insurance contracts are those contracts that transfer significant insurance risk. Such contracts may also transfer financial risk. As a general guideline, the group defines as significant insurance risk the possibility of having to pay benefits on the occurrence of an insured event that are at least 10% more than the benefits payable if the insured event did not occur.

Investment contracts are those contracts that transfer financial risk with no significant insurance risk.

#### L. INSURANCE CONTRACTS

#### i. Recognition and measurement:

Insurance contracts are classified into categories, depending on the duration of risk and whether or not the terms and conditions are fixed.

#### ii. Non-life insurance contracts:

These contracts are casualty, property and personal accident insurance contracts.

Casualty insurance contracts protect the group's customers against the risk of causing harm to third parties as a result of their legitimate activities. Damages covered include both contractual and non-contractual events. The typical protection offered is designed for employers who become legally liable to pay compensation to injured employees (employers' liability) and for individual and business customers who become liable to pay compensation to a third party for bodily harm or property damage (public liability).

Property insurance contracts mainly compensate the group's customers for damage suffered to their properties or for the value of property lost. Customers who undertake commercial activities on their premises could also receive compensation for the loss of earnings caused by the inability to use the insured properties in their business activities (business interruption cover).

Personal accident insurance contracts mainly compensate the policy holder for bodily injuries suffered. It can be extended to family members and employees of the insured.

For all these contracts, premiums are recognised as revenue (earned premiums) proportionally over the period of coverage. The portion of premium received on in-force contracts that relates to unexpired risks at the balance sheet date is reported as the unearned premium liability. Premiums are shown before deduction of commission.

Claims and loss adjustment expenses are charged to income as incurred based on the estimated liability for compensation owed to contract holders or third party properties damaged by the contract holders. They include direct and indirect claims settlement costs arising from events that have occurred up to the balance sheet date even if they have not yet been reported to the group. The group does not discount its liabilities for unpaid claims other than for disability claims. Liabilities for unpaid claims are estimated using the input of assessments for individual cases reported to the group and statistical analyses for the claims incurred but not reported, and to estimate the expected ultimate cost of more complex claims that may be affected by external factors (such as court decisions).

#### iii. Liability adequacy test:

At each balance sheet date, liability adequacy tests are performed to ensure the adequacy of the contract liabilities. In performing these tests, current best estimates of future contractual cash flows and claims handling and administration expenses, as well as investment income from the assets backing such liabilities, are used. Any deficiency is immediately charged to profit or loss and by subsequently establishing a provision for losses arising from liability adequacy tests (the unexpired risk provision).

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In determining the adequacy on unearned premium, the liability adequacy test on unexpired risk premium was determined by computing the premium unearned on each policy as at 31 December 2011. Liability adequacy test in respect of claims is determined by taking the settled amount for each claim, agreed with the claimant. The sum insured is considered the best test for non-settled claims.

#### iv. Reinsurance contracts held:

Contracts entered into by the group with reinsurers under which the group is compensated for losses on one or more contracts issued by the group and that meet the classification requirements for insurance contracts which are classified as reinsurance contracts held. Contracts that do not meet these classification requirements are classified as financial assets. Insurance contracts entered into by the group under which the contract holder is another insurer (inwards reinsurance) are included with insurance contracts.

The benefits to which the group is entitled under its reinsurance contracts held are recognised as reinsurance assets. These assets consist of short-term balances due from reinsurers (classified within loans and receivables), as well as longer term receivables (classified as reinsurance assets) that are dependent on the expected claims and benefits arising under the related reinsured insurance contracts. Amounts recoverable from or due to reinsurers are measured consistently with the amounts associated with the reinsured insurance contracts and in accordance with the terms of each reinsurance contract. Reinsurance liabilities are primarily premiums payable for reinsurance contracts and are recognised as an expense when due.

In certain cases a reinsurance contract is entered into retrospectively to reinsure a notified claim under the group's property or casualty insurance contracts. Where the premium due to the reinsurer differs from the liability established by the group for the related claim, the difference is amortised over the estimated remaining settlement period.

## v. Receivables and payables related to insurance contracts:

Receivables and payables are recognised when due. These include amounts due to and from agents, brokers and insurance contract holders. If there is objective evidence that the insurance receivable is impaired, the group reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the income statement.

## vi. Salvage and subrogation reimbursements:

Some insurance contracts permit the group to sell (usually damaged) property acquired in settling a claim (ie, salvage). The group may also have the right to pursue third parties for payment of some or all costs (i.e., subrogation).

Estimates of salvage recoveries are included as an allowance in the measurement of the insurance liability for claims, and salvage property is recognised in other assets when the liability is settled. The allowance is the amount that can reasonably be recovered from the disposal of the property.

Subrogation reimbursements are also considered as an allowance in the measurement of the insurance liability for claims and are recognised in other assets when the liability is settled. The allowance is the assessment of the amount that can be recovered from the action against the liable third party.

#### M. DEFERRED INCOME TAX

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, if the deferred income tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss, it is not accounted for. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

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

For the year ended 31 December 2011 - continued

#### N. EMPLOYEE BENEFITS

#### i. Pension obligations:

The group operate various pension schemes. The schemes are generally funded through payments to trusteeadministered funds, determined by periodic actuarial calculations. The group has both defined benefit and defined contribution plans. A defined benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation. A defined contribution plan is a pension plan under which the group pays fixed contributions into a separate entity. The group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods.

For defined contribution plans, the group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

#### ii. Other post-employment obligations:

The group provides post-retirement healthcare benefits to their retirees. The entitlement to these benefits is usually conditional on the employee remaining in service up to retirement age and the completion of a minimum service period. The cost is expensed in the income statement when incurred.

#### iii. Termination benefits:

Termination benefits are payable when employment is terminated before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The group recognises termination benefits when it is demonstrably committed to either: terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal; or providing termination benefits as a result of an offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after the balance sheet date are discounted to present value.

#### **O. PROVISIONS**

#### i. Restructuring costs and legal claims:

Provisions for restructuring costs and legal claims are recognised when: the group has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Restructuring provisions comprise lease termination penalties and employee termination payments. Provisions are not recognised for future operating losses. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

#### P. REVENUE RECOGNITION

Revenue comprises the fair value for services, net of valueadded tax, after eliminating revenue within the group. Revenue is recognised as follows:

#### i. Premiums:

Written premiums for non-life insurance business comprise the premiums on contracts incepting in the financial year. Written premiums are stated gross of commissions payable to intermediaries.

Unearned premiums are those proportions of the premium which relate to periods of risk after the balance sheet date. Unearned premiums are calculated on the basis of the number of days beyond the balance sheet date.

#### ii. Investment income:

Investment income consists primarily of dividends, interest receivable and realised gains and losses.

#### iii. Fee, commission and other income:

Fee, commission and other income consists primarily of reinsurance and profit commissions, asset management fees, policyholder administration fees and other contract fees.

#### iv. Interest income:

Interest income for financial assets that are not classified as fair value through profit or loss is recognised using the effective interest method. When a receivable is impaired, the group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument and continues unwinding the discount as interest income.

#### v. Dividend income:

Dividend income for available-for-sale equities is recognised when the right to receive payment is established – this is the ex-dividend date for equity securities.

#### vi. Rental income:

Rental income is recognised on an accrual basis.

#### Q. LEASES

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease.

Leases that transfer substantially all the risks and rewards of ownership of the underlying asset to the group are classified as finance leases. Assets acquired in terms of finance leases are capitalized at the lower of cost and the present value of the minimum lease payment at inception of the lease, and amortised over the estimated useful life of the asset. The capital element of future obligations under the leases is included as a liability in the balance sheet.

#### **R. DIVIDEND DISTRIBUTION**

Dividend distribution to the group's shareholders is recognised as a liability in the group's financial statements in the period in which the dividends are approved by shareholders.

#### S. CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS IN APPLYING ACCOUNTING POLICIES

The group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgments are continually evalu-

ated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

# i. The ultimate liability arising from claims made under insurance contracts:

The estimation of the ultimate liability arising from claims made under insurance contracts is the group's most critical accounting estimate. There are several sources of uncertainty that need to be considered in the estimate of the liability that the group will ultimately pay for such claims.

## ii. Impairment of available-for-sale equity financial assets:

The group determines that available-for-sale equity financial assets are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In making this judgment, the group evaluates among other factors, the normal volatility in share price, the financial health of the investee, industry and sector performance, changes in technology and operational and financing cash flow. Impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, and financing and operational cash flows.

#### T. MANAGEMENT OF INSURANCE AND FINANCIAL RISK

The group issues contracts that transfer insurance risk or financial risk or both. This section summarises these risks and the way the group manages them.

#### i. Insurance risk:

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

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the group faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because

For the year ended 31 December 2011 - continued

the frequency or severity of claims and benefits are greater than estimated. Insurance events are random and the actual number and amount of claims and benefits will vary from year to year from the estimate established using statistical techniques.

## ii. Sources of uncertainty in the estimation of future claim payments:

Claims on casualty contracts are payable when the insured event occurs. The group is liable for all insured events that occur during the term of the contract, even if the loss is discovered after the end of the contract term. As a result, liability claims are settled over a long period of time and larger variables affect the amount and timing of cash flows from these contracts. These mainly relate to the inherent risks of the business activities carried out by individual contract holders and the risk management procedures they adopt. The compensation paid on these contracts is the monetary awards granted for bodily injury suffered by employees (for employer's liability covers) or members of the public (for public liability covers). Such awards are lump-sum payments that are calculated as the present value of the lost earnings and rehabilitation expenses that the injured party will incur as a result of the accident.

The estimated cost of claims includes direct expenses to be incurred in settling claims, net of the expected subrogation value and other recoveries. The group takes all reasonable steps to ensure that it has appropriate information regarding its claims exposures. However, given the uncertainty in establishing claims provisions, it is likely that the final outcome will prove to be different from the original liability established. The liability for these contracts comprise a provision for IBNR, a provision for reported claims not yet paid and a provision for unexpired risks at the balance sheet date. The amount of casualty claims is particularly sensitive to the level of court awards and to the development of legal precedent on matters of contract and tort. Casualty contracts are also subject to the emergence of new types of latent claims, but no allowance is included for this at the balance sheet date.

In calculating the estimated cost of unpaid claims (both reported and not), the group estimation techniques are a combination of loss-ratio-based estimates (where the loss ratio is defined as the ratio between the ultimate cost of insurance claims and insurance premiums earned in a particular financial year in relation to such claims) and an estimate based upon actual claims experience using predetermined formulae where greater weight is given to actual claims experience as time passes.

The estimation of IBNR is generally subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the group, where information about the claim event is available. IBNR claims may not be apparent to the insured until many years after the event that gave rise to the claims has happened. For casualty contracts, the IBNR proportion of the total liability is high and will typically display greater variations between initial estimates and final outcomes because of the greater degree of difficulty of estimating these liabilities.

In estimating the liability for the cost of reported claims not yet paid the group considers any information available from loss adjusters and information on the cost of settling claims with similar characteristics in previous periods. Large claims are assessed on a case-by-case basis or projected separately in order to allow for the possible distortive effect of their development and incidence on the rest of the portfolio.

Where possible, the group adopts multiple techniques to estimate the required level of provisions. This provides a greater understanding of the trends inherent in the experience being projected. The projections given by the various methodologies also assist in estimating the range of possible outcomes. The most appropriate estimation technique is selected taking into account the characteristics of the business class and the extent of the development of each accident year.

#### iii. Financial risk:

The group is exposed to financial risk through its financial assets, financial liabilities (investment contracts and borrowings), reinsurance assets and insurance liabilities. In particular the key financial risk is that the proceeds from its financial assets are not sufficient to fund the obligations arising from its insurance and investment contracts. The most important components of this financial risk are interest rate risk, equity price risk, currency risk and credit risk.

These risks arise from open positions in interest rate, currency and equity products, all of which are exposed to general and specific market movements. The risk that the group primarily faces due to the nature of its investments and liabilities is interest rate risk.

#### a. Interest rate risk:

Interest-rate risk is the only financial risk that has a materially different impact across the assets and liabilities categorised in the group's assets and liabilities management (ALM) framework.

The sensitivity analysis below have been determined based on the exposure to interest rates for non-derivative instruments at the balance sheet date. A 5% increase or decrease is used when reporting interest rate risk internally, it represents management's assessment of the reasonably possible change in interest rates.

|                      | 31-Dec-11<br>Amount<br>GH¢ | Scenario 1<br>5% increase<br>GH¢ | Scenario 2<br>5% decrease<br>GH¢ |
|----------------------|----------------------------|----------------------------------|----------------------------------|
| Pre-tax profit       | 7,506,931                  | 7,882,277                        | 7,131,584                        |
| Shareholders' equity | 86,001,929                 | 90,302,026                       | 81,701,833                       |

Assuming no management actions, a series of such rises would increase pre-tax profit for 2011 by GH¢ 375,347, while a series of such falls would decrease pre-tax profit for 2011 by GH¢ 375,347. Also a series of such rises would increase the shareholders' equity by GH¢ 4,300,096 whilst a series of such falls would decrease shareholders' equity by GH¢ 4,300,096.

#### b. Credit risk:

The group has exposure to credit risk, which is the risk that counter party will be unable to pay amounts in full when due. Key areas where the group is exposed to credit risk are:

- reinsurers' share of insurance liabilities,
- amounts due from reinsurers in respect of claims already paid,
- amounts due from insurance contract holders,
- amounts due from insurance intermediaries,

The group structures the levels of credit risk it accepts by placing limits on its exposure to a single counterparty, or groups of counterparty, and to geographical and industry segments. Such risks are subject to an annual or more frequent review. Limits on the level of credit risk by category and business lines are approved by the Board of Directors.

The following table shows the carrying value of assets that are neither past due nor impaired, the ageing of assets that are past due but not impaired and assets that have been impaired.

|   | 2011<br>GH¢ | 2010<br>GH¢ |
|---|-------------|-------------|
| Neither past due nor impaired                 | 8,898,692   | 2,793,001   |
| Past due but not impaired - less than 30 days | 12,373,197  | 15,080,463  |
| Past due 31 to 60 days                        | 4,410,678   | 2,506,744   |
| Past due 61 to 90 days                        | 4,629,081   | 5,571,407   |
| Past due more than 90 days                    | 7,586,746   | 11,981,703  |
| Past due and impaired                         | 1,505,726   | 1,157,831   |
|   | 39,404,120  | 39,091,149  |

For the year ended 31 December 2011 - continued

### c. Liquidity risk:

The group is exposed to daily calls on its available cash resources mainly from claims arising from insurance contracts. Liquidity risk is the risk that cash may not be available to pay obligations when due at a reasonable cost. The group's approach to managing liquidity risk is to ensure that it will maintain adequate liquidity to meets its liabilities when due. Please refer to note 18 for the details of the insurance liabilities which may have an impact on the liquidity risk.

#### d. Currency risk:

The group operates locally and its exposures to foreign exchange risk arise primarily with respect to the US dollar, the Euro and the UK pound due to the reinsurance businesses undertaken with foreign based Reinsurers as well as policies undertaken in foreign currencies. The group receives claims from its reinsurers in foreign currencies and also has some investments in foreign currencies which mitigates the foreign currency exchange rate risk for these operations.

As a result, foreign exchange risk arises from recognised assets and liabilities denominated in other currencies.

|             | 2011<br>USD<br>GH¢ | 2010<br>USD<br>GH¢ | 2011<br>GBP<br>GH¢ | 2010<br>GBP<br>GH¢ | 2011<br>Euro<br>GH¢ | 2010<br>Euro<br>GH¢ |
|-------------|--------------------|--------------------|--------------------|--------------------|---------------------|---------------------|
| Assets      | 7,564,998          | 7,564,998          | 40,755             | 40,755             | 231,867             | 231,867             |
| Liabilities | 12,933,151         | 12,933,151         | 85,134             | 85,134             | 28,270              | 28,270              |

The following table details the group's sensitivity to a 10% increase and decrease in the cedi against the relevant foreign currencies. A 10% sensitivity rate is used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. For each sensitivity the impact of change in a single factor is shown, with other assumptions unchanged.

|                      | 31-Dec-11<br>Amount<br>GH¢ | Scenario 1<br>10% increase<br>GH¢ | Scenario 2<br>10% decrease<br>GH¢ |
|----------------------|----------------------------|-----------------------------------|-----------------------------------|
| Pre-tax profit       | 7,506,931                  | 8,257,623                         | 6,756,237                         |
| Shareholders' equity | 86,001,929                 | 94,602,122                        | 77,401,737                        |

Assuming no management actions, a series of such rises would increase pre-tax profit for 2011 by GH¢ 750,693, while a series of such falls would decrease pre-tax profit for 2011 by GH¢750,693. Also a series of such rises would increase the shareholders' equity by GH¢8,600,193, whilst a series of such falls would decrease shareholders' equity by GH¢8,600,193.

The following significant exchange rates were applied during the year:

|           | 2011<br>GH¢<br>Selling | 2011<br>GH¢<br>Buying | 2010<br>GH¢<br>Selling | 2010<br>GH¢<br>Buying |
|-----------|------------------------|-----------------------|------------------------|-----------------------|
| US Dollar | 1.6024                 | 1.6024                | 1.4456                 | 1.4320                |
| GB Pound  | 2.4741                 | 2.4741                | 2.4678                 | 2.3450                |
| Euro      | 2.1264                 | 2.0662                | 2.0843                 | 2.0054                |

- **4.** The following new standards, amendments to standards and interpretations to existing standards are not yet effective for the year ended 31 December 2011, and have not been applied in preparing these financial statements.
- IAS 1 (Revised) presentation of financial statements
- IAS 23 (Amendment) Borrowing Costs
- IAS 27 (Revised) Consolidated and separate financial statements
- IAS 28 (Amendment) Investments in associates
- IFRS 5 (Amendment) Non-current assets held-for-sale and discontinued operations (and consequential amendment to IFRS 1, First-time adoption)
- IAS 32 Financial instruments: Presentation and IFRS 7, Financial instruments: Disclosures
- IAS 36 (Amendment) Impairment of assets
- IAS 38 (Amendment) Intangible assets

- IAS 19 (Amendment) Employee benefits
- IFRIC 12 Service concession arrangements
- IFRIC 13 Customer Loyalty programmes
- IFRIC 15 Agreements for the construction of real estate
- IFRIC 16 Hedges of a net investment in a foreign operation

### 5. Segment information

Segmental information is presented in respect of the group's business segments. The primary format and business segments, is based on the group's management and internal reporting structure.

The group's results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

The group does not have a geographical segment.

For the year ended 31 December 2011 - continued

| Class of business                            | Marine &<br>Aviation<br>GH¢ | Fire<br>GH¢ | Motor<br>GH¢ | Accident<br>GH¢ | 2011<br>Total<br>GH¢ | 2010<br>Total<br>GH¢ |
|--|-----------------------------|-------------|--------------|-----------------|----------------------|----------------------|
| Gross premiums                               | 6,008,755                   | 19,868,401  | 37,353,737   | 16,459,469      | 79,690,362           | 64,042,765           |
| Reinsurances                                 | (3,041,276)                 | (8,752,585) | (1,963,207)  | (4,292,601)     | (18,049,669)         | (16,862,314)         |
| Net premiums                                 | 2,967,479                   | 11,115,816  | 35,390,530   | 12,166,868      | 61,640,693           | 47,180,451           |
| Premium earned                               | 2,967,479                   | 11,115,816  | 35,390,530   | 12,166,868      | 61,640,693           | 47,180,451           |
| Commissions                                  | (254,550)                   | (841,689)   | (1,579,244)  | (697,276)       | (3,372,759)          | (356,897)            |
|  | 2,712,929                   | 10,274,127  | 33,811,286   | 11,469,592      | 58,267,934           | 46,823,554           |
| Claims                                       | (711,559)                   | (3,605,674) | (10,765,626) | (4,114,354)     | (19,197,213)         | (12,565,341)         |
|  | 2,001,370                   | 6,668,453   | 23,045,660   | 7,355,238       | 39,070,721           | 34,258,213           |
| Management expenses                          | (1,670,708)                 | (3,377,735) | (23,280,953) | (7,990,343)     | (36,319,739)         | (29,138,004)         |
| Underwriting results transferred to Rev. A/c | 330,662                     | 3,290,718   | (235,293)    | (635,105)       | 2,750,982            | 2,368,251            |
| Total assets                                 |                             |             |              |                 | 288,313,790          | 117,394,821          |

| 10001005005                  |                             |             |              |                 | 200,010,750          | 117,00 1,021         |
|------------------------------|-----------------------------|-------------|--------------|-----------------|----------------------|----------------------|
| Total liabilities            |                             |             |              |                 | 202,311,861          | 55,550,045           |
| Shareholders funds           |                             |             |              |                 | 86,001,929           | 61,844,776           |
| Unearned premium             | Marine &<br>Aviation<br>GH¢ | Fire<br>GH¢ | Motor<br>GH¢ | Accident<br>GH¢ | 2011<br>Total<br>GH¢ | 2010<br>Total<br>GH¢ |
| Unearned premium - b/f       | 1,140,029                   | 2,849,792   | 11,127,020   | 3,648,402       | 18,765,243           | 16,452,305           |
| Less: Unearned premium - c/f | (1,861,298)                 | (3,262,470) | (12,054,891) | (4,043,654)     | (21,222,313)         | (18,765,244)         |
| Reinsurance c/f              | 2,031,993                   | 5,364,487   | 923,862      | 2,630,949       | 10,951,291           | 5,375,194            |
| Movement in unearned premium | 1,310,724                   | 4,951,809   | (4,009)      | 2,235,697       | 8,494,221            | 3,062,255            |

The non-life insurance business is organised into four segments as shown above.

- I. MOTOR: This business unit underwrites motor insurance by giving cover which indemnifies the insured against any accidental loss to motorbikes and vehicles. There are three types of motor insurances namely; comprehensive, third party and third party fire & theft.
- II. MARINE & AVIATION: Marine insurance provides cover on airborne cargoes, ships, fishing vessels as well as ports & harbours installations. Aviation on the other hand covers air crafts itself, cargo and passengers.
- **III. FIRE:** Fire insurance covers accidental destruction of properties including household buildings, personal effects, commercial and industrial buildings, plants &

machinery, raw materials, finished goods and profits (business disruption) policies. Fire cover is usually in three parts, namely; fire, lighting, and limited explosions.

IV. ACCIDENT: Accident policies covers a broad range of activities including personal accidents, family personal accidents, group personal accidents, burglary, cash-intransit, goods-in-transit, bankers indemnity, pedals cycle, products liability, contractors all-risk, travel insurance, bonds etc.

The business segments operates on a short-term insurance cycle.

| 6. Gross premium    | Group       |             | Company     |             |
|---------------------|-------------|-------------|-------------|-------------|
|                     | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Motor               | 37,353,737  | 30,378,746  | 37,353,737  | 30,378,746  |
| Fire                | 19,868,401  | 15,455,484  | 19,868,401  | 15,455,484  |
| Accident            | 16,459,469  | 14,110,973  | 16,459,469  | 14,110,973  |
| Marine and aviation | 6,008,755   | 4,097,562   | 6,008,755   | 4,097,562   |
|                     | 79,690,362  | 64,042,765  | 79,690,362  | 64,042,765  |

| 7. Reinsurances     | Group       |             | Company     |             |
|---------------------|-------------|-------------|-------------|-------------|
|                     | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Motor               | 1,963,207   | 8,468,257   | 1,963,207   | 8,468,257   |
| Fire                | 8,752,585   | 4,118,922   | 8,752,585   | 4,118,922   |
| Accident            | 4,292,601   | 3,365,543   | 4,292,601   | 3,365,543   |
| Marine and aviation | 3,041,276   | 909,592     | 3,041,276   | 909,592     |
|                     | 18,049,669  | 16,862,314  | 18,049,669  | 16,862,314  |

For the year ended 31 December 2011 - continued

| 8. Claims incurred             | Group       |             | Company     |             |
|--------------------------------|-------------|-------------|-------------|-------------|
|                                | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Payments during the year       | 18,385,745  | 17,290,331  | 18,385,745  | 17,290,331  |
| Claims outstanding at 31/12/11 | 3,941,657   | 1,792,856   | 3,941,657   | 1,792,856   |
|                                | 22,327,402  | 19,083,187  | 22,327,402  | 19,083,187  |
| Claims outstanding at 31/12/10 | (1,792,856) | (3,054,836) | (1,792,856) | (3,054,836) |
|                                | 20,534,546  | 16,028,351  | 20,534,546  | 16,028,351  |
| Net recoveries                 | (1,337,333) | (3,463,010) | (1,337,333) | (3,463,010) |
| Claims net of recoveries       | 19,197,213  | 12,565,341  | 19,197,213  | 12,565,341  |

| 9. Brokerage and  | Group       |             | Company     |             |
|-------------------|-------------|-------------|-------------|-------------|
| advisory fees     | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Asset Management  | 1,397,449   | 820,127     | -           | -           |
| Corporate Finance | 851,565     | 378,748     | -           | -           |
| Brokerage Fees    | 333,027     | 511,497     | -           | -           |
|                   | 2,582,041   | 1,710,372   | -           | -           |

| 10. Commissions | Group       |             | Company     |             |
|-----------------|-------------|-------------|-------------|-------------|
|                 | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Receivable      | 5,389,317   | 6,437,938   | 5,389,317   | 6,437,938   |
| Payable         | (8,762,076) | (6,794,835) | (8,762,076) | (6,794,835) |
| Net commissions | (3,372,759) | (356,897)   | (3,372,759) | (356,897)   |

### **11. Management expenses**

| Management expenses is stated after | Group       |             | Company     |             |
|-------------------------------------|-------------|-------------|-------------|-------------|
| charging:                           | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Directors' emoluments               | 763,728     | 445,578     | 495,858     | 290,488     |
| Staff cost                          | 20,882,459  | 18,841,724  | 19,748,776  | 18,207,371  |
| Depreciation                        | 1,518,522   | 1,456,460   | 1,428,196   | 1,390,336   |
| Software amortisation               | 311,773     | 149,209     | 261,829     | 118,155     |
| Audit fees                          | 80,000      | 75,213      | 60,000      | 60,000      |

| 12. Investment income      | Group       |             | Company     |             |
|----------------------------|-------------|-------------|-------------|-------------|
|                            | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Dividend                   | 1,173,471   | 720,756     | 1,131,748   | 720,756     |
| Interest on bank deposits  | 150,700     | 191,847     | 150,700     | 191,847     |
| Interest on treasury bills | 53,991      | 244,822     | 53,991      | 244,822     |
| Other investment income    | 173,977     | 537,686     | 173,977     | 453,213     |
|                            | 1,552,139   | 1,695,111   | 1,510,416   | 1,610,638   |

| 13. Other income             | Group       |             | Company     |             |
|------------------------------|-------------|-------------|-------------|-------------|
|                              | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Rent                         | 341,832     | 317,695     | 341,832     | 317,695     |
| Profit on disposal of assets | -           | 170,643     | -           | 170,643     |
| Sundry income                | 2,199,135   | 305,436     | 2,199,135   | 304,941     |
| Gain on exchange             | 1,091,007   | 817,787     | 1,052,785   | 817,787     |
| Management fees              | 234,188     | 106,874     | 234,188     | 106,874     |
|                              | 3,866,162   | 1,718,435   | 3,827,940   | 1,717,940   |
|                              |             |             |             |             |
| 14. Finance costs            | Group       |             | Company     |             |
|                              | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Interest on finance leases   | 752,009     | 404,496     | 752,009     | 404,496     |

For the year ended 31 December 2011 - continued

### 15. Earnings per share

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the group by the weighted average number of ordinary shares in issue during the year, excluding ordinary shares purchased by the group and held as treasury shares.

|   | Group       |             | Company     |             |
|---|-------------|-------------|-------------|-------------|
|   | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Profit attributable to the group's equity holders   | 6,195,402   | 6,170,306   | 6,081,044   | 6,028,415   |
| Weighted average number of ordinary shares in issue | 195,645,000 | 195,645,000 | 195,645,000 | 195,645,000 |
| Basic earnings per share                            | 0.0317      | 0.0315      | 0.0311      | 0.0308      |

### 16. Financial instruments classification summary

The group's financial assets are summarised below by measurement category as follows:

|  | Group       |             | Company     |             |
|--|-------------|-------------|-------------|-------------|
|  | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Available-for-sale (Note 17)                               | 40,812,843  | 38,075,362  | 40,812,843  | 38,075,362  |
| Receivables (including insurance<br>receivables) (Note 18) | 50,105,685  | 47,578,778  | 50,105,685  | 47,578,778  |

The group does not hold financial assets in the category of Held-to-maturity as well as Fair value designated through income.

| 17. Available-for-sale                    | Group       |             | Company     |             |
|---|-------------|-------------|-------------|-------------|
| financial assets                          | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Equity securities:                        |             |             |             |             |
| Listed                                    | 10,340,427  | 10,628,963  | 10,340,427  | 10,628,963  |
| Unlisted                                  | 30,472,416  | 27,446,399  | 30,472,416  | 27,446,399  |
| Total available-for-sale financial assets | 40,812,843  | 38,075,362  | 40,812,843  | 38,075,362  |

| 18. Receivables   | Group       |             | Company     |             |   |
|---|-------------|-------------|-------------|-------------|---|
|   | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |   |
| i. Receivables arising from insurance and reinsur-<br>ance contracts: |             |             |             |             |   |
| Due from policy holders   | 39,404,120  | 37,933,318  | 39,404,120  | 37,933,318  |   |
| Due from agents, brokers and intermediaries                           | 10,701,565  | 9,645,460   | 10,701,565  | 9,645,460   |   |
| Total receivables including insurance receivables                     | 50,105,685  | 47,578,778  | 50,105,685  | 47,578,778  | _ |
| Current portion   | 50,105,685  | 47,578,778  | 50,105,685  | 47,578,778  |   |

The carrying amount is a reasonable approximation of fair value.

The group's receivables are non-interest bearing assets. Management has assessed all receivables for impairment purposes, an impairment loss of GH¢1,505,726 was considered for debts which could not be verified with certainty and the viability of some of the companies are in doubt.

| 19. Insurance liabilities                    | Group<br>2011<br>GH¢ | 2010<br>GH¢ | Company<br>2011<br>GH¢ | 2010<br>GH¢ |
|--|----------------------|-------------|------------------------|-------------|
| Claims reported and loss adjustment expenses | 3,284,714            | 1,494,046   | 3,284,714              | 1,494,046   |
| Claims incurred but not reported (IBNR)      | 656,942              | 298,809     | 656,942                | 298,809     |
| Unearned premiums                            | 21,222,313           | 18,765,243  | 21,222,313             | 18,765,244  |
| Total insurance liabilities                  | 25,163,969           | 20,558,098  | 25,163,969             | 20,558,099  |

The gross claims reported, the loss adjustment expense liabilities and the liability for claims incurred but not reported are net of expected recoveries from salvage and subrogation.

For the year ended 31 December 2011 - continued

### 20. Taxation - Group

#### (A) INCOME TAX PAYABLE

|                         | At<br>1-Jan | Charge<br>for the year | Paym't during<br>the year | At<br>31-Dec |
|-------------------------|-------------|------------------------|---------------------------|--------------|
|                         |             | -                      | -                         |              |
| Income tax              | GH¢         | GH¢                    | GH¢                       | GH¢          |
| 1997-2002               | (480,900)   | -                      | -                         | (480,900)    |
| 2003                    | 179,800     | -                      | -                         | 179,800      |
| 2004                    | 983,800     | -                      | -                         | 983,800      |
| 2005                    | (732,602)   | -                      | -                         | (732,602)    |
| 2006                    | (491,232)   | -                      | -                         | (491,232)    |
| 2007                    | (100,832)   | -                      | -                         | (100,832)    |
| 2008                    | 1,417,494   | -                      | -                         | 1,417,494    |
| 2009                    | 1,013,448   | -                      | -                         | 1,013,448    |
| 2010                    | 1,348,503   | -                      | -                         | 1,348,503    |
| 2011                    | -           | 1,311,529              | (845,935)                 | 465,594      |
| Capital gains tax       | 5,076       | -                      |                           | 5,076        |
| Tax credit              |             |                        |                           |              |
| 1998-1999               | (200)       | -                      | -                         | (200)        |
|                         | 3,142,355   | 1,311,529              | (845,935)                 | 3,607,949    |
| (B) RECONSTRUCTION LEVY |             |                        |                           |              |
| 2001                    | 41,800      | -                      | -                         | 41,800       |
| 2002                    | 45,000      | -                      | -                         | 45,000       |
| 2003                    | 42,900      | -                      | -                         | 42,900       |
| 2004                    | 235,100     | -                      | -                         | 235,100      |
| 2005                    | (170,800)   | -                      | -                         | (170,800)    |
| 2006                    | 41,700      | -                      | -                         | 41,700       |
|                         | -           | -                      | -                         | -            |
|                         | 235,700     | -                      | -                         | 235,700      |
|                         | 3,378,055   | 1,311,529              | (845,935)                 | 3,843,649    |

| (C) INCOME TAX EXPENSES       | 2011<br>GH¢ | 2010<br>GH¢ |
|-------------------------------|-------------|-------------|
| Corporate tax                 | 1,311,529   | 1,654,517   |
| Deferred tax                  | -           | 6,442       |
|                               | 1,311,529   | 1,660,959   |
| (D) DEFERRED TAX              |             |             |
| Balance at 1st January        | 2,853,571   | 2,860,013   |
| Accelerated capital allowance | 3,747       | (6,442)     |
| Balance at 31 December        | 2,857,318   | 2,853,571   |

| (E) NATIONAL STABILISATION LEVY | 2011<br>GH¢ | 2010<br>GH¢ |
|---------------------------------|-------------|-------------|
| Balance b/f                     | 90,693      | (41,730)    |
| Charge for the year             | -           | 402,215     |
| Payments during the year        | -           | (269,792)   |
|                                 | 90,693      | 90,693      |

### 20. Taxation - Company

#### (A) INCOME TAX PAYABLE

| Incometax         | At<br>1-Jan<br>GH¢ | Charge<br>for the year<br>GH¢ | Paym't during<br>the year<br>GH¢ | At<br>31-Dec<br>GH¢ |
|-------------------|--------------------|-------------------------------|----------------------------------|---------------------|
| 1997-2002         | (480,900)          | -                             | -                                | (480,900)           |
| 2003              | 179,800            | -                             | -                                | 179,800             |
| 2004              | 983,800            | -                             | -                                | 983,800             |
| 2005              | (732,602)          | -                             | -                                | (732,602)           |
| 2006              | (491,232)          | -                             | -                                | (491,232)           |
| 2007              | (73,173)           | -                             | -                                | (73,173)            |
| 2008              | 1,424,825          | -                             | -                                | 1,424,825           |
| 2009              | 982,551            | -                             | -                                | 982,551             |
| 2010              | 1,341,094          | -                             | -                                | 1,341,094           |
| 2011              | -                  | 1,256,285                     | (817,742)                        | 438,543             |
| Tax credit        |                    |                               |                                  |                     |
| 1998-1999         | (200)              | -                             | -                                | (200)               |
| Capital gains tax | 5,076              | -                             | -                                | 5,076               |
|                   | 3,139,039          | 1,256,285                     | (817,742)                        | 3,577,582           |

#### (B) RECONSTRUCTION LEVY

| 2001 | 41,800    | -         | -         | 41,800    |
|------|-----------|-----------|-----------|-----------|
| 2002 | 45,000    | -         | -         | 45,000    |
| 2003 | 42,900    | -         | -         | 42,900    |
| 2004 | 235,100   | -         | -         | 235,100   |
| 2005 | (170,800) | -         | -         | (170,800) |
| 2006 | 41,700    | -         | -         | 41,700    |
|      | 235,700   | -         | -         | 235,700   |
|      | 3,374,739 | 1,256,285 | (817,742) | 3,813,282 |

For the year ended 31 December 2011 - continued

| (C) INCOME TAX EXPENSES         | 2011<br>GH¢ | 2010<br>GH¢ |
|---------------------------------|-------------|-------------|
| Corporate tax                   | 1,256,285   | 1,613,661   |
| Deferred tax                    | -           | -           |
|                                 | 1,256,285   | 1,613,661   |
| (D) DEFERRED TAX                |             |             |
| Balance at 1st January          | 2,855,799   | 2,855,799   |
| Accelerated capital allowance   | -           | -           |
| Balance at 31 December          | 2,855,799   | 2,855,799   |
|                                 |             |             |
| (E) NATIONAL STABILISATION LEVY |             |             |
| Balance b/f                     | 88,309      | (44,114)    |
| Charge for the year             | -           | 402,215     |
| Amount paid during the year     | -           | (269,792)   |
| National stabilisation levy     | 88,309      | 88,309      |

### 21. Stated capital

- a. The number of authorised shares is 500,000,000 of no par value.
- b. The number of shares issued is 195,645,000.
- c. The number of shares fully paid is 195,645,000.
- d. Stated capital is made up as follows:

|                                | 2011<br>GH¢ | 2010<br>GH¢ |
|--------------------------------|-------------|-------------|
| Issued and fully paid for cash | 200         | 200         |
| Transfer from income surplus   | 42,600      | 42,600      |
| Transfer from capital surplus  | 24,957,200  | 24,957,200  |
|                                | 25,000,000  | 25,000,000  |

e. There are no shares in treasury and no call or installment unpaid on any share.

### 22. Capital surplus

This represents surplus arising from revaluation of certain landed properties. The landed properties were professionally valued by a consortium of Valuers namely, Koaconsult Limited and Valuation and Development Services at 31 March 2007 on the basis of their open market values.

The movement in the capital surplus account for the year is as follows:

|                            | Group       |              | Company     |              |
|----------------------------|-------------|--------------|-------------|--------------|
|                            | 2011<br>GH¢ | 2010<br>GH¢  | 2011<br>GH¢ | 2010<br>GH¢  |
| Balance at 1 January 9     | ,316,952    | 31,816,952   | 9,316,952   | 31,816,952   |
| Transfer to stated capital | -           | (22,500,000) | -           | (22,500,000) |
| Balance at 31 December 9   | ,316,952    | 9,316,952    | 9,316,952   | 9,316,952    |

| 2011 GHc 2011                         | 2010<br>GH¢ |
|---------------------------------------|-------------|
| Balance at 1 January 12,501,991       | 10,580,708  |
| Transfer from income surplus2,390,711 | 1,921,283   |
| Balance at 31 December 14,892,702     | 12,501,991  |

This represents sums set aside to cover fluctuation in securities and variations in statistical estimate in accordance with the Insurance Act, 2006 (Act 724).

| 24. Available-for-sale | Group       |             | Company     |             |
|------------------------|-------------|-------------|-------------|-------------|
| reserves               | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Balance at 1 January   | 13,871,900  | (548,240)   | 15,392,140  | (531,093)   |
| Fair valuation         | (27,851)    | 14,420,140  | (6,998)     | 15,923,233  |
| Balance at 31 December | 13,844,049  | 13,871,900  | 15,385,142  | 15,392,140  |

The available-for-sale reserve is used to record the differences resulting from the valuation of the related investments.

For the year ended 31 December 2011 - continued

### 25. Property, plant and equipment - GROUP

| COST/VALUATION              | At<br>1-Jan<br>GH¢ | Additions<br>GH¢ | Disposal<br>GH¢ | Restatement<br>GH¢ | At<br>31-Dec<br>GH¢ |
|-----------------------------|--------------------|------------------|-----------------|--------------------|---------------------|
| Leasehold buildings         | 8,219,858          | 128,371          | -               | -                  | 8,348,229           |
| Leasehold land              | 3,993,710          | -                | -               | -                  | 3,993,710           |
| Freehold buildings          | 5,218,382          | 452,915          | -               | -                  | 5,671,297           |
| Freehold land               | 1,529,370          | -                | -               | -                  | 1,529,370           |
| Computers                   | 2,346,541          | 564,592          | (2,008,854)     | (12,871)           | 889,408             |
| Other machinery & equipment | 5,654,769          | 1,826,951        | (3,340,245)     | 12,871             | 4,154,346           |
| Capital work in progress    | 823,295            | 8,977,536        | -               | -                  | 9,800,831           |
|                             | 27,785,925         | 11,950,365       | (5,349,099)     | -                  | 34,387,191          |

|                             | At           | Charge          |                 |                    | At            |
|-----------------------------|--------------|-----------------|-----------------|--------------------|---------------|
| DEPRECIATION                | 1-Jan<br>GH¢ | for year<br>GH¢ | Disposal<br>GH¢ | Restatement<br>GH¢ | 31-Dec<br>GH¢ |
| Leasehold buildings         | 1,150,388    | 231,511         | -               | -                  | 1,381,899     |
| Leasehold land              | 765,797      | 93,240          | -               | -                  | 859,037       |
| Freehold buildings          | 179,390      | 53,855          | -               | -                  | 233,245       |
| Computers                   | 2,165,297    | 281,816         | (1,625,196)     | (17,674)           | 804,243       |
| Other machinery & equipment | 3,737,609    | 858,100         | (1,923,101)     | 17,674             | 2,690,282     |
|                             | 7,998,481    | 1,518,522       | (3,548,297)     | -                  | 5,968,706     |

| NET BOOK VALUE      |            |
|---------------------|------------|
| At 31 December 2011 | 28,418,485 |
| At 31 December 2010 | 19,787,444 |

### 25. Property, plant and equipment - GROUP - continued

#### **DISPOSAL OF ASSETS**

|                          | Property, plant<br>& equip. |             |
|--------------------------|-----------------------------|-------------|
|                          | 2011<br>GH¢                 | 2010<br>GH¢ |
| Cost                     | 5,349,099                   | 382,364     |
| Accumulated depreciation | (3,548,297)                 | (382,364)   |
| Net book value           | 1,800,802                   | -           |
| Proceeds from sale       | 1,115,585                   | 170,643     |
| Profit on disposal       | (685,217)                   | 170,643     |

Depreciation expense of GH¢1,518,522 (2010: GH¢1,456,459) has been charged in management expenses.

### 25. Property, plant and equipment - COMPANY

| COST/VALUATION              | At<br><b>1-Jan</b><br>GH¢ | Additions<br>GH¢          | Disposal<br>GH¢ | At<br>31-Dec<br>GH¢ |
|-----------------------------|---------------------------|---------------------------|-----------------|---------------------|
| Leasehold buildings         | 8,219,858                 | 128,371                   | -               | 8,348,229           |
| Leasehold land              | 3,993,710                 | -                         | -               | 3,993,710           |
| Freehold buildings          | 5,218,382                 | 452,847                   | -               | 5,671,229           |
| Freehold land               | 1,529,370                 | -                         | -               | 1,529,370           |
| Computers                   | 2,254,328                 | 544,387                   | (2,008,854)     | 789,861             |
| Other machinery & equipment | 5,384,415                 | 1,711,487                 | (3,340,245)     | 3,755,657           |
| Capital work in progress    | 823,295                   | 854,724                   | -               | 1,678,019           |
|                             | 27,423,358                | 3,691,816                 | (5,349,099)     | 25,766,075          |
| DEPRECIATION                | At<br>1-Jan<br>GH¢        | Charge<br>for year<br>GH¢ | Disposal<br>GH¢ | At<br>31-Dec<br>GH¢ |
| Leasehold buildings         | 1,150,388                 | 231,511                   | -               | 1,381,899           |
| Leasehold land              | 766,497                   | 93,240                    | -               | 859,737             |
| Freehold buildings          | 178,690                   | 53,855                    | -               | 232,545             |
| Computers                   | 2,088,817                 | 263,695                   | (1,625,196)     | 727,316             |
| Other machinery & equipment | 3,622,824                 | 785,895                   | (1,923,101)     | 2,485,618           |
|                             | 7,807,216                 | 1,428,196                 | (3,548,297)     | 5,687,115           |

For the year ended 31 December 2011 - continued

#### NET BOOK VALUE

| At 31 December 2011 | 20,078,960 |
|---------------------|------------|
| At 31 December 2010 | 19,616,142 |

#### **DISPOSAL OF ASSETS**

|                          | Property, plant & equipment |             |
|--------------------------|-----------------------------|-------------|
|                          | 2011<br>GH¢                 | 2010<br>GH¢ |
| Cost                     | 5,349,099                   | 369,401     |
| Accumulated depreciation | (3,548,297)                 | (369,401)   |
| Net book value           | 1,800,802                   | -           |
| Proceeds from sale       | 1,657,688                   | 170,643     |
| Profit on disposal       | (143,114)                   | 170,643     |

Depreciation expense of GH¢1,428,196 (2010: GH¢1,390,335) has been charged in management expenses.

### 26. Intangible assets - group

|                     | At           |                  | At            |
|---------------------|--------------|------------------|---------------|
| COST/VALUATION      | 1 Jan<br>GH¢ | Additions<br>GH¢ | 31 Dec<br>GH¢ |
| Computer software   | 592,303      | 589,060          | 1,181,363     |
|                     | 592,303      | 589,060          | 1,181,363     |
| AMORTISATION        | At           | Charge           | At            |
|                     | 1 Jan<br>GH¢ | for year<br>GH¢  | 31 Dec<br>GH¢ |
| Computer software   | 494,299      | 311,773          | 806,072       |
|                     | 494,299      | 311,773          | 806,072       |
| NET BOOK VALUE      |              |                  |               |
| At 31 December 2011 |              |                  | 375,291       |

| At 31 December 2010 | 98,004 |
|---------------------|--------|
|                     |        |

#### **INTANGIBLE ASSETS - COMPANY**

| At                          |                  | At            |
|-----------------------------|------------------|---------------|
| COST/VALUATION 1 Jan<br>GH¢ | Additions<br>GH¢ | 31 Dec<br>GH¢ |
| Computer software 354,465   | 569,975          | 924,440       |
| 354,465                     | 569,975          | 924,440       |
|                             |                  |               |
| <b>AMORTISATION</b> At      | Charge           | At            |
| 1 Jan<br>GH¢                | for year<br>GH¢  | 31 Dec<br>GH¢ |
| Computer software 354,465   | 261,829          | 616,294       |
| 354,465                     | 261,829          | 616,294       |

#### NET BOOK VALUE

| At 31 December 2011 | 308,146 |
|---------------------|---------|
| At 31 December 2010 | -       |

The orion and premia softwares have been fully amortised over three years, however management believes that the group will continue to derive economic benefits from the use of these software over the next few years, hence the decision to fair value the softwares. An additional software the USIS payroll software was acquired during the year.

### **27. Investment properties**

|                           | At           |                 | At            |
|---------------------------|--------------|-----------------|---------------|
| COST/VALUATION            | 1-Jan<br>GH¢ | Addition<br>GH¢ | 31-Dec<br>GH¢ |
| Leasehold properties      | 4,871,105    | -               | 4,871,105     |
| Freehold land & buildings | 1,142,700    | -               | 1,142,700     |
|                           | 6,013,805    | -               | 6,013,805     |

For the year ended 31 December 2011 - continued

| 28. Long term investments | Group       |             | Company     |             |
|---------------------------|-------------|-------------|-------------|-------------|
|                           | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Mortgage loans            | 6,451       | 17,744      | 6,451       | 17,744      |
|                           | 6,451       | 17,744      | 6,451       | 17,744      |
| Equity shares             | 33,833,134  | 31,084,320  | 33,811,378  | 31,009,908  |
| HFC house bonds           | 747,633     | 1,425,326   | 747,633     | 1,425,326   |
|                           | 34,587,218  | 32,527,390  | 34,565,462  | 32,452,978  |

| 29. Investment in subsidiary20<br>Gi |    | 2010<br>GH¢ |
|--------------------------------------|----|-------------|
| Balance 1,865,4                      | 92 | 1,865,492   |

The subsidiary company is:

|                                | Nature of  | Number of | % Interest |
|--------------------------------|--|-----------|------------|
|                                | business   | shares    | held       |
| SIC Financial Services Limited | Investment advisory,<br>asset & fund<br>management | 3,000     | 70         |

| 30. Investment in          | Group                 |             | Company               |                    |
|----------------------------|-----------------------|-------------|-----------------------|--------------------|
| associated company         | 2011<br>GH¢           | 2010<br>GH¢ | 2011<br>GH¢           | 2010<br>GH¢        |
| Balance                    | 5,073,215             | 5,073,215   | 5,073,215             | 5,073,215          |
| The associated company is: |                       |             |                       |                    |
|                            | Nature of<br>business |             | Number of shares '000 | % Interest<br>held |
| SIC Life Company Limited   | Life Assurance        |             | 20,000,000            | 20                 |

| 31. Short-term                            | Group       |             | Company     |             |
|---|-------------|-------------|-------------|-------------|
| investments                               | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Ghana Gov't treasury bills                | 971,470     | 2,333,963   | 700,702     | 2,333,963   |
| Bank time deposits                        | 6,354,874   | 6,361,242   | 6,354,622   | 6,129,333   |
|   | 7,326,344   | 8,695,205   | 7,055,324   | 8,463,296   |
|   |             |             |             |             |
| 32. Lease deposit                         | Group       |             | Company     |             |
|   | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Horizon Finance & Leasing Company Limited | 568,942     | 568,942     | 568,942     | 568,942     |
| Ecobank Leasing Company Limited           | 383,964     | 320,000     | 383,964     | 320,000     |
| Dalex Finance Leasing Company Limited     | 1,391,761   | 973,914     | 1,391,761   | 973,914     |
|   | 2,344,667   | 1,862,856   | 2,344,667   | 1,862,856   |

The group entered into a back-to-back leasing arrangement with the above named leasing companies.

It therefore made cash deposits to the tune of the assets leased, interest income is received on the deposits made, whilst the group also bears the cost of lease interest.

| 33. Trade & other              | Group       |             | Company     |             |
|--------------------------------|-------------|-------------|-------------|-------------|
| receivables                    | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Premium debtors                | 39,404,120  | 37,933,318  | 39,404,120  | 37,933,318  |
|                                | 39,404,120  | 37,933,318  | 39,404,120  | 37,933,318  |
|                                |             |             |             |             |
| Accrued income and prepayments | 2,830,786   | 2,677,727   | 2,414,725   | 2,665,724   |
| Staff debtors                  | 528,344     | 303,367     | 528,344     | 303,367     |
| SIC - Life account             | 1,498,269   | 1,623,542   | 1,498,269   | 1,623,542   |
| Trading portfolio              | 131,066,406 | 117,794,692 | -           | -           |
| Sundry debtors                 | 5,299,379   | 1,509,472   | 4,677,130   | 350,309     |
| Agents & reinsurance balance   | 10,701,565  | 9,645,460   | 10,701,565  | 9,645,460   |
|                                | 191,328,869 | 171,487,578 | 59,224,153  | 52,521,720  |

For the year ended 31 December 2011 - continued

### 34. Trade & other payables

| Group                                      |             | Company     |             |
|--|-------------|-------------|-------------|
| 2011<br>GH¢                                | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Agents & reinsurers 21,757,622             | 15,237,173  | 21,757,622  | 15,237,173  |
| Sundry creditors <b>5,352,450</b>          | 10,306,887  | 5,188,304   | 9,797,293   |
| Liability on managed funds 131,066,406     | 117,794,692 | -           | -           |
| Current account with oil and gas 3,115,531 | 251,169     | 3,115,531   | 251,169     |
| 161,292,009                                | 143,589,921 | 30,061,457  | 25,285,635  |

| 35. Obligation under                    | Group       |             | Company     |             |
|---|-------------|-------------|-------------|-------------|
| finance lease                           | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Dalex Finance & Leasing Company Limited | 951,590     | 1,438,459   | 951,590     | 1,438,459   |
|   |             |             |             |             |
| ANALYSIS OF OBLIGATION                  |             |             |             |             |
| Amount due within one year              | 951,590     | 756,875     | 951,590     | 756,875     |
| Amount due within two and five years    | -           | 681,584     | -           | 681,584     |
|   | 951,590     | 1,438,459   | 951,590     | 1,438,459   |

| 36. Cash and cash        | Group       |             | Company     |             |
|--------------------------|-------------|-------------|-------------|-------------|
| equivalents              | 2011<br>GH¢ | 2010<br>GH¢ | 2011<br>GH¢ | 2010<br>GH¢ |
| Cash at bank and in hand | 1,140,125   | 1,744,060   | 1,135,428   | 1,639,888   |
| Short term deposits      | 971,470     | 6,361,242   | 700,702     | 6,129,333   |
| Government securities    | 6,354,874   | 2,333,963   | 6,354,622   | 2,333,963   |
|                          | 8,466,469   | 10,439,265  | 8,190,752   | 10,103,184  |

### **37.** Contingencies, capital and financial commitments

The group entered into various commitments in the normal course of insurance business that are not reflected in the accompanying financial statements. There were no outstanding amounts at the end of the year:

The group has contingent liabilities in respect of claims and other matters arising in the ordinary course of business. It is not anticipated that any material liabilities will arise from the contingent liabilities.

The group, like all other insurers, is subject to litigation in the normal course of its business. The group does not believe that such litigation will have a material effect on its profit or loss and financial condition.

### 38. Related party transactions

A number of business transactions are entered into with related parties in the normal course of business. These include premiums, claims, facultative reinsurance business, commissions and treaty re-insurances. Additionally banking transactions are carried out with some related parties. These transactions were carried out on commercial terms and at market rates. The volumes of related party transactions, outstanding balances at the year end are as follows:

|      |  | 2011<br>GH¢ | 2010<br>GH¢ |
|------|--|-------------|-------------|
| i.   | Social Security & National Insurance Trust |             |             |
|      | Premium income                             | 295,507     | 227,512     |
|      | Claims paid                                | 43,446      | 64,267      |
| ii.  | Ghana Reinsurance Company Limited          |             |             |
|      | Premium income                             | 47,268      | 65,058      |
|      | Claims paid                                | 6,115       | 20,805      |
|      | Re-insurances premiums                     |             | 5,881,462   |
|      | Reinsurance recoveries                     |             | 2,935,263   |
|      |  |             |             |
| iii. | SIC Life Insurance Company                 |             |             |
|      | Premium income                             | 89,960      | 104,434     |
|      | Claims paid                                | 37,650      | 37,702      |
|      | Shared expenses                            | -           | 125,273     |
|      | Rental income                              | -           | -           |

For the year ended 31 December 2011 - continued

| iv. | Ghana Commercial Bank Limited | 2011<br>GH¢ | 2010<br>GH¢ |
|-----|-------------------------------|-------------|-------------|
|     | Premium income                | 81,285      | 123,734     |
|     | Claims paid                   | 12,030      | 4,362       |
|     | Bank balance                  | -           | 717,716     |
|     |                               |             |             |
| v.  | Ghana Cocoa Board             |             |             |
|     | Premium income                | 2,313,762   | 964,273     |

221,776

174,072

### **39. Social responsibilities**

Claims paid

An amount of GH¢185,928 was spent on fulfilling the social responsibility of the company (2010: GH¢179,088).

# 40. Directors' shareholding as at 31 December 2011

| Name of Director      | Number of shares held | % Shares<br>held |
|-----------------------|-----------------------|------------------|
| Dr. Kofi Amoah        | 1,500,000             | 0.767            |
| Mr. Benjamin Acolatse | 306,000               | 0.156            |
| Dr. Vitus Anaab -Bisi | 3,500                 | 0.002            |

## 41. List of the twenty largest shareholders as at 31 December 2011

|    | Name of shareholder  | Shares held | % Holding |
|----|--|-------------|-----------|
| 1  | Government of Ghana  | 78,258,000  | 40.000    |
| 2  | Social Security & National Insurance Trust                                   | 23,090,392  | 11.802    |
| 3  | STD Nom. TVL (Pty) Ltd./Standard Bank Plc clients A/C                        | 6,912,160   | 3.533     |
| 4  | Ghana Reinsurance Company Limited  | 6,666,612   | 3.408     |
| 5  | SCBN/Pictet Africa Non Tax 6275J   | 5,024,340   | 2.568     |
| 6  | SCBN/BBh DZ Privatebank S.A. Luxembourg Silk Fund - Africa Lion Fund Ghana   | 3,404,193   | 1.740     |
| 7  | SCBN/JPMC Coronation Africa Frontiers FD - Universal GTI -72718              | 3,396,850   | 1.736     |
| 8  | SIC Life Company Limited   | 3,333,300   | 1.704     |
| 9  | SCBN/Stanchart Mauritius Re Duet Africa Opportunity Fund                     | 3,212,600   | 1.642     |
| 10 | SIC Employee Share Ownership Plan  | 2,911,210   | 1.488     |
| 11 | SCBN/Stanchart Mauritius Re Pinebridge Sub-Saharan Africa Equity Master Fund | 2,746,000   | 1.404     |
| 12 | SIC- FSL/SIC Provident Fund  | 2,393,225   | 1.223     |
| 13 | Teachers' Fund   | 2,066,700   | 1.056     |
| 14 | Ghana Commercial Bank Limited  | 2,000,000   | 1.022     |
| 15 | STD Noms TVL PTY/BNYM SAN / Coronation Asset Management                      | 1,827,600   | 0.934     |
| 16 | Dr. Kofi Amoah   | 1,500,000   | 0.767     |
| 17 | RESEC/SYDBANK  | 1,100,000   | 0.562     |
| 18 | SCBN/JP Morgan Chase Onshore 6178C   | 1,100,000   | 0.562     |
| 19 | BBGN/Barclays Maur. Re. AIG Sub-Sah. Africa Master Fund                      | 850,000     | 0.434     |
| 20 | STD Nom. TVL (Pty) Ltd./Standard Bank London Plc                             | 842,100     | 0.430     |
|    |  | 152,635,282 | 78.016    |



# **Proxy Form**

| ANNUAL GENERAL MEETING to be held at 10.00   | RESOLUTION FROM THE BOARD  | FOR | AGAINST |
|--|--|-----|---------|
| am on Thursday, 26th July, 2012 at the College of<br>Physicians and Surgeons, Accra            | 1. To consider and adopt the 2011 Financial<br>Statements of the Company for the year<br>ended 31st December, 2011.  |     |         |
| 104/-  | 2. To declare dividend for the year ended 31st<br>December, 2011   |     |         |
| I/We<br>Being a member(s) of SIC Insurance Company<br>Limited hereby appoint                   | 3. To authorize the Directors to appoint new Auditors and also fix the remuneration of the Auditors  |     |         |
| Limited hereby appoint   | 4. To elect or ratify the appointment of   |     |         |
| Or failing him/her the Chairman of the meeting as my/our proxy to vote for me/us and on my/our | a. Dr. Sydney Yayah Laryea   |     |         |
| behalf at the Annual General Meeting to be held on   | b. Mr. Benjamin Okai Tetteh  |     |         |
| Thursday, 26th July, 2012  | c. Mr. Ato Pobee Ampiah  |     |         |
| Signed day of 2012   | 5. To approve the Remuneration of Directors  |     |         |
| Shareholder's Signature  | Please indicate with an "X" in the appropriate box<br>how you wish your vote to be cast on the<br>resolution set out above. Unless otherwise<br>instructed, the proxy will vote or abstain from<br>voting at his/her discretion. |     |         |

## THIS PROXY FORM SHOULD NOT BE SENT TO THE REGISTRAR IF THE MEMBER WILL BE ATTENDING THE MEETING.

#### Notes:

- 1. A member (Shareholder) who is unable to attend the Annual General Meeting is allowed by law to vote by Proxy. The above Proxy Form has been prepared to enable you to exercise your vote if you cannot personally attend.
- 2. Provision has been made on the form for the Chairman of the meeting to act as your proxy, but if you wish, you may insert in the blank space mark the name of any person whether a member of the company or not, who will attend the meeting and vote on your behalf instead of the Chairman of the meeting.
- 3. If executed by a Corporation, the Proxy Form should bear its common seal or signed on the behalf by a Director of the Corporation.
- 4. Please sign the above Proxy Form and deliver it so as to reach the registrar, NTHC, Martco House, 1st Floor, Okai Mensah Link, Off Kwame Nkrumah Avenue, Adabraka, P. O. Box KIA 9563, Airport, and Accra not later than 10.00 a.m. on Thusday, 19th July, 2012.

### SECOND FOLD HERE

Please affix stamp

FIRST FOLD HERE

THE SECRETARY SIC Insurance Company Ltd. Nyemitei House No. 28/29 Ring Road East Osu - Accra

**LHIKD FOLD HERE** 



# NOTES

## **Our Network**

#### Head Office

Nyemitei House, No. 28/29 Ring Road Eas P.O.Box 2363 Accra, Tel: 233-302-780600-9, E-Mail: Sicinfo@sic-gh.com Website: www.sic-gh.com

#### **Head Office Annex**

F821/F822 13th Lane Osu Re P.O.Box 2363, Accra Tel: 0302772199, 0289- 67368181-8

#### **Tema Area Office**

Plot No. 70 Community 2, Adjacent SSNIT. P.O.Box 95, Tema Tel: 233-303-202263/206535 Area Manager: 233-303-204906 Fax: 233-303-207292

#### Inter State Road Transit (ISRT) Office

Ministry of Trade Building Ecobank Long Room, Tema port, community 1 P.O.Box 2363, Accra Tel: 233-303-203680/203682/201865

#### **Ring Road West Office**

No. 6 South Industrial Area, Adjacent Awudome Cemetary P.O.Box 2363, Accra Tel:233-302-228922/ 228926/228962/ 228987/, 230041-2 Fax: 233-302-228970/224218

#### **Dansoman Office**

Exhibition Mall, No.2 Mango Street, Dansoman Last Stop P.O.Box 2363, Accra Tel: 233-302-312608; 0289-543926/7 Fax: 233-302-312883

#### Accra Mall

Accra Mall L05 P.O.Box 2363, Accra Tel: 233-302-823096-9 Direct Line: 233-302-823100 Fax: 233-302-823101

Adenta Shopping Mall CV/OF/02 Near Police Station Tel: 0302-962692 Trade Fair P.O.Box 2363, Accra Tel: 233-302-768845

Accra Contact Offices Burma Camp, Kaneshie Market

#### Kumasi Area Office

Otumfuo Opoku Ware II House Roman Hill (Near Prempeh Assembly Hall) Bompata P.O.Box 840, Kumasi Area Manager: 233-3220-25972 Tel: 3220-23341-2/25610 Fax: 233-3220-24123

**Obuasi Branch Office** Dove House, Near Obuasi License Office

Kumasi Contact Offices: Suame, Konongo, Ashanti-Mampong

#### Sunyani Branch Office

1st Floor, SSNIT Building P.O.Box 192, Sunyani Tel: 233-3520-27312 Manager: 233-3520-27374

#### Sunyani Contact Offices: Berekum, Goaso, Techiman

**Cape Coast Branch Office** Cape Coast /Takoradi Road P.O.Box 433, Cape Coast Tel: 233-3321-32128/3366-8 Manager: 233-3321-32685 Fax: 233-3321-34635

Cape Coast Contact Offices: Mankessim,Swedru,Assin

Takoradi Area Office Kobina-Woode House Harbour View Road, Chapel Hill, P.O.Box 469, Takoradi Tel:233-3120-22048 22315/22315/24297

#### Koforidua Branch Office

Nana Asafo Boateng Road Adjacent All Nations University, near Central Lorry Park P.O.Box 501, Kororidua Tel: 233-3420-22682/22084/5 Manager: 233-3420-27374 Fax: 233-3420-22522

#### Akim Oda Branch Office Behind GCB Building P.O.Box 164, AkimOda Tel: 233-34292-2056 Branch Manager: 233-34292-24' Fax: 233-34292-2107

#### **Bolgatanga Branch Office**

1st floor GCB Building. Bolga Central, Atulbabisi P.O. Box 222, Bolgatanga Tel: 233-3820-22240 Fax: 233-3820-23177

**Contact Offices** Bawku, Navrongo

#### Wa Branch Office

Wa central, Cinimuni P.O.Box 241, Wa Branch Manager: 233-3920-22939 Tel: 233-3920-22023 Fax: 233-3920-22109

#### **Tamale Branch Office**

2nd floor, GCB Building Tel: 03720-22785 Fax: 03720-22611

#### Ho Office

Main Accra/Ho Road P.O. Box 12 Tel: 03620 – 26462/26465 Fax: 03620 – 28364

#### Hohoe Office

P.O. Box 12 Tel: 03627 – 22095 Fax:03627 - 20635

**Aflao Office** P.O. Box 105, Aflao Tel: 03625 – 30234/31443 Fax: 03625 – 30234



HEAD OFFICE Nyemitei House, No. 28/29 Ring Road East P.O.Box 2363 Accra • Tel: 233-302-780600-9 E-Mail: sicinfo@sic-gh.com