

JSC INSURANCE COMPANY UNISON

Financial Statements

Together with the Independent Auditor's Report

Year ended 31st December 2020

Contents:

INDEPENDENT AUDITOR'S REPORT 3

FINANCIAL STATEMENTS

STATEMENT OF COMPREHENSIVE INCOME..... 5
STATEMENT OF FINANCIAL POSITION 6
STATEMENT ON CHANGES IN EQUITY 7
STATEMENT OF CASH FLOWS 8

NOTES TO THE FINANCIAL STATEMENTS

1. General information 9
2. Basis of preparation 9
3. Critical accounting estimates and judgements 11
4. Risk management 12
5. Net earned premium..... 20
6. Commission income 21
7. Net insurance claims 21
8. Acquisition costs of insurance policies..... 22
9. Expenses for marketing and administration 22
10. Impairment charge..... 22
11. Other income 23
12. Interest income, net..... 23
13. Gain from exchange rate difference, net..... 23
14. Taxation 23
15. Cash and cash equivalents 25
16. Amounts due from credit institutions 25
17. Insurance and reinsurance receivables..... 25
18. Insurance contract liabilities and reinsurance assets 26
19. Deferred acquisition costs 28
20. Other assets..... 28
21. Property and equipment 29
22. Other insurance liabilities 30
23. Deferred commission income..... 30
24. Borrowed funds..... 30
25. Other Liabilities 31
26. Related parties 31
27. Commitments and contingencies 32
28. Events After the Reporting Period 32
29. Summary of significant accounting policies 33

INDEPENDENT AUDITOR'S REPORT

To the shareholders and management of JSC Insurance Company Unison

Opinion

We have audited the financial statements of **JSC INSURANCE COMPANY UNISON**, (hereinafter - the Company) which comprise the statement of financial position as at 31st December 2020, and the statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31st December 2020, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs).

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Georgia.

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

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

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

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



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

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

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

The engagement partner responsible for the audit results in this independent auditor's report is Ivane Zhuzhunashvili (Registration number in the registry # SARAS-A-720718)

A handwritten signature in blue ink, appearing to be 'Ivane Zhuzhunashvili', written over a horizontal line.

For and on behalf of BDO LLC

Tbilisi, Georgia

April 14, 2021

JSC INSURANCE COMPANY UNISON
 STATEMENT OF COMPREHENSIVE INCOME
 For the year ended 31st December 2020
 (In GEL)

	Note	2020	2019
Gross written premiums		39,589,373	35,251,232
Reinsurer's share of gross written premium		(18,717,769)	(12,289,289)
Net written premium		20,871,604	22,961,943
Changes in provision for unearned premiums		2,278,958	614,107
Changes in the re-insurer's portion in provision for unearned premiums		(1,229,512)	(2,819,130)
Net insurance revenue	5	21,921,050	20,756,920
Commission income	6	1,009,650	739,709
Total insurance revenue		22,930,700	21,496,629
Insurance claims and loss adjustment expenses		(13,143,365)	(14,408,326)
Insurance claims and loss adjustment expenses recovered from reinsurers		1,279,464	3,161,061
Net insurance claims	7	(11,863,901)	(11,247,265)
Acquisition costs of insurance policies	8	(2,729,608)	(2,564,832)
Marketing and administration expenses	9	(5,210,344)	(5,747,570)
Impairment charge	10	(884,349)	(330,205)
Other income	11	228,260	268,246
Operating expenses		(8,596,041)	(8,374,361)
Financial income, net	12	511,816	336,832
Gain from exchange rate difference, net	13	1,603,179	618,214
Profit before tax		4,585,753	2,830,049
Income tax expense	14	(924,685)	(427,535)
Profit for the year		3,661,068	2,402,514
Other comprehensive income			
Revaluation of property and equipment		162,342	451,639
Effect of income tax		(24,351)	(67,746)
		137,991	383,893
Total comprehensive income for the year		3,799,059	2,786,407

These financial statements were approved by management on April 14, 2021 and were signed on its behalf by:

General director

V. Akhrakhadze

Financial Director

G. Mamatelashvili

Notes on pages 9-38 are the integral part of these financial statements.

JSC INSURANCE COMPANY UNISON
STATEMENT OF FINANCIAL POSITION

As at 31st December 2020

(In GEL)

	Note	31.12.2020	31.12.2019
Assets			
Cash and cash equivalents	15	8,052,400	3,860,992
Amount due from credit institutions	16	8,575,898	7,908,357
Insurance and reinsurance receivables	17	22,009,789	25,855,167
Reinsurance assets	18	10,756,096	11,650,206
Deferred acquisition costs	19	3,343,934	2,541,566
Other current assets	20	768,065	770,992
Tax asset		-	77,353
Right-of-use assets		-	38,650
Intangible assets		132,583	177,515
Fixed assets	21	3,990,156	3,968,062
Total assets		57,628,921	56,848,860
Equity			
Share Capital		2,077,000	2,077,000
Revaluation reserve		1,661,255	1,559,970
Retained earnings		9,930,811	6,823,037
Total equity		13,669,066	10,460,007
Liabilities			
Insurance contract liabilities	18	27,937,767	28,996,749
Other insurance liabilities	22	12,774,159	12,436,126
Deffered commission income	23	606,670	570,950
Deferred income tax liablility	14	155,823	68,559
Borrowed funds	24	-	719,774
Lease liability		-	34,290
Tax liability		341,504	-
Other liabilities	25	2,143,932	3,562,405
Total liabilities		43,959,855	46,388,853
Total equity and liabilities		57,628,921	56,848,860

Notes on pages 9-38 are the integral part of these financial statements.

JSC INSURANCE COMPANY UNISON

STATEMENT ON CHANGES IN EQUITY

For the year ended 31st December 2020

(In GEL)

	Share Capital	Retained Earning	Revaluation reserve	Total
31st December 2018	2,077,000	4,391,484	1,205,116	7,673,600
Prifit for the year	-	2,402,514	-	2,402,514
Other comprehensive income	-	-	383,893	383,893
Transfer from the revaluation reserve to retained earnings	-	29,039	(29,039)	-
31st December 2019	2,077,000	6,823,037	1,559,970	10,460,007
Prifit for the year	-	3,661,068	-	3,661,068
Other comprehensive income	-	-	137,991	137,991
Dividend declared	-	(590,000)	-	(590,000)
Transfer from the revaluation reserve to retained earnings	-	36,706	(36,706)	-
31st December 2020	2,077,000	9,930,811	1,661,255	13,669,066

Notes on pages 9-38 are the integral part of these financial statements.

JSC INSURANCE COMPANY UNISON

STATEMENT OF CASH FLOWS

For the year ended 31st December 2020

(In GEL)

	2020	2019
Cash flows from operating activities		
Profit before income tax	4,585,753	2,830,049
<i>Adjustments for:</i>		
Depreciation and amortization	253,511	259,619
Changes in unearned premium reserves	(2,278,958)	(614,107)
Change of reinsurer's share in unearned premium reserves	1,229,512	2,819,130
Changes in outstanding insurance claims	1,219,976	1,033,859
Changes in reinsurer's share of outstanding insurance claims	(335,402)	(874,199)
Changes in deferred acquisition costs	(802,368)	(581,696)
Gain from derecognition of financial liabilities	(110,043)	(98,994)
Changes in deferred commission income	35,720	94,012
Impairment charge	884,349	330,205
Interest income, net	(511,816)	(336,832)
Net loss from disposal of equipment	1,131	-
Gain from exchange rate difference, net	(1,603,179)	(618,214)
Cash flows from operating activities before changes in working capital	2,568,186	4,242,832
Decrease in insurance and reinsurance receivables	4,394,772	515,346
Decrease in other insurance liabilities	(417,872)	(4,492,458)
Decrease in tax liabilities	(88,414)	(180,093)
Increase in other current assets	(161,717)	(421,928)
Increase/(Decrease) in other liabilities	(1,518,669)	2,761,594
Cash flows generated from operations	4,776,286	2,425,293
Increase in amount due from credit institutions	(63,314)	(701,344)
Interest received	922,398	108,595
Interest paid	(60,617)	(67,093)
Income tax paid	(354,503)	(523,438)
Dividend paid	(590,000)	-
Net cash flows from operating activities	4,630,250	1,242,013
Investing activities		
Purchase of fixed and intangible assets	(51,747)	(578,040)
Net cash used in investing activities	(51,747)	(578,040)
Financing activities		
Receipt of borrowed funds	-	881,369
Repayment of borrowed funds	(812,663)	(941,774)
Repayment of lease liability	(18,301)	(41,869)
Net cash used in financing activities	(830,964)	(102,274)
Net Increase in cash and cash equivalents	3,747,539	561,699
Cash and cash equivalents at the beginning of year	3,860,992	3,274,340
Effect of changes in foreign exchange rate on cash and cash equivalents	443,869	24,953
Cash and cash equivalents at the end of year	8,052,400	3,860,992

Notes on pages 9-38 are the integral part of these financial statements.

1. General information

JSC Insurance Company Unison (the "Company") was established by the beginning of 2011. The Company operates in the form of a joint stock company. The number of ordinary shares issued is 2,077,000. The par value of a share is GEL1. The company holds life and non-life insurance licenses issued by the Insurance State Supervision Service of Georgia.

Insurance Company Unison offers following non-life insurance package for corporate and individual clients: health, property, different transport means, travel, liability insurance etc.

Head office of the Company is located in Tbilisi. The Company's legal address is 19 Gamrekeli St., Tbilisi, Georgia.

As at 31st December 2020 and 2019 the Company was 100%-owned by JSC Privat. JSC Privat is 90%-owned and controlled by the ultimate shareholder Vasil Akhrakhadze.

2. Basis of preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards, International Accounting Standards and Interpretations (collectively IFRSs) issued by the International Accounting Standards Board (IASB).

These financial statements have been prepared on the assumption that the Company is a going concern and will continue its operations for the foreseeable future. The management and shareholders have the intention to further develop the business of the Company in Georgia. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Company's ability to continue as a going concern. The management believes that the going concern assumption is appropriate for the Company.

In determining the appropriateness of the basis of preparation, the management of the Company has considered the impact of the COVID-19 pandemic on the position of the Company at 31st December 2020 and its operations in the future. The COVID-19 outbreak was declared a pandemic by the World Health Organization in March 2020. The outbreak and the response of governments in dealing with the pandemic is impacting the general activity levels within the community, the economy and the operations of business. The pandemic has different impact on various operating segments. Pandemic has not had impact on its going concern despite its effect on operations, cash flow and financial position of the Company. The Company remains profitable for the reporting year. It also has positive cash flows from operating activity. The Company's financial assets significantly exceed its financial liabilities (Note 4).

The reporting period for the Company is the calendar year from January 1 to December 31.

Amounts given in the financial statements are not rounded unless otherwise stated.

The financial statements are prepared based on historical cost, except for the buildings. The Company uses the revaluation model for the group of "buildings" and therefore they are valued at fair value in the financial statements.

The preparation of financial statements in compliance with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise judgement in the most appropriate application in applying the accounting policies. The estimations are reviewed periodically. The adjustments that led to changes in accounting estimates belong to the financial results of the period when these changes took place. The areas where significant judgements and estimates have been made in preparing the financial statements are disclosed in Note 3.

Adoption of new or revised standards and interpretations

a) New standards, interpretations and amendments effective from 1st January 2020

New standards impacting the Company that will be adopted in the annual financial statements for the year ended 31st December 2020:

- IAS 1 Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors (Amendment - Definition of Material)
- IFRS 3 Business Combinations (Amendment - Definition of Business)
- Revised Conceptual Framework for Financial Reporting

These standards have not had a significant impact on the Company's financial statements.

2. Basis of preparation (continued)***b) New standards, interpretations and amendments not yet effective***

The Company has decided not to adopt early standards, amendments to standards, and interpretations which have been issued by the IASB that are effective in future accounting periods. The most significant of these is IFRS 17 - Insurance contracts which is effective for annual reporting periods beginning on or after 1st January 2023.

IFRS 17 is effective for annual reporting periods beginning on or after 1 January 2023, with comparative figures required. Early application is permitted, provided the entity also applies IFRS 9 and IFRS 15 on or before the date it first applies IFRS 17. Retrospective application is required. However, if full retrospective application for a group of insurance contracts is impracticable, then the entity is required to choose either a modified retrospective approach or a fair value approach. The Company plans to adopt the new standard on the required effective date together with IFRS 9. The Company is currently assessing the possible impact of IFRS described above on its financial statements.

An optional temporary exemption from applying IFRS 9 for entities whose predominant activity is issuing contracts within the scope of IFRS 4; this is the so-called deferral approach. The application of both approaches is optional, and an entity is permitted to stop applying them before the new insurance contracts standard is applied. Under the amendments that make up the deferral approach, an entity applies IAS 39 rather than IFRS 9 for annual reporting periods beginning before 1st January 2023. At the end of 2020, the Company met the criteria for an approach of the provisional exemption from the use of IFRS 9 - the total carrying amount of liabilities arising from IFRS 4 contracts was not less than 90% of the total carrying amount of all its liabilities.

Liabilities related to insurance were presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Insurance liabilities within the scope of IFRS 4		
Insurance contract liabilities	27,937,767	28,996,749
	<u>27,937,767</u>	<u>28,996,749</u>
Insurance liabilities that are not within the scope of IFRS 4		
Other insurance liabilities	12,774,159	12,436,126
Deffered commission income	606,670	570,950
Other liabilities	1,674,771	3,380,348
Deferred income tax liability related to insurance contract liabilities	68,941	80,843
	<u>15,124,541</u>	<u>16,468,267</u>
Total carrying amount of insurance-related liabilities	<u>43,062,308</u>	<u>45,465,016</u>
Total liabilities	<u>43,959,855</u>	<u>46,388,853</u>
The share of insurance-related liabilities in the carrying amount of total liabilities	98%	98%

The Company is not involved in any activities that are not related to insurance.

3. Critical accounting estimates and judgements

Company makes certain estimates and assumptions regarding the future. Estimates and judgments are continually evaluated based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. In the future, actual experience may differ from these estimates and assumptions.

The estimates and underlying assumptions are reviewed on an on-going 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 future periods, if the revision affects both current and future periods.

The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

a) 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 Company's most significant accounting estimate. There are several sources of uncertainty that need to be considered in the estimation of the liability that the Company will ultimately pay for those claims.

For insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the reporting date and for the expected ultimate cost of claims incurred but not yet reported (IBNR) at the reporting date. It can take a significant period of time before the ultimate claims cost can be established with certainty and for some type of policies, IBNR claims form the majority of the statement of financial position insurance liability. General insurance claims provisions are not discounted for the time value of money.

b) Deferred policy acquisition costs (DAC)

The amount of acquisition costs to be deferred is dependent on judgments as to which issuance costs are directly related to and vary with the acquisition. For long-term insurance contracts without fixed terms, acquisition costs are amortised over the expected total life of the contract group as a constant percentage of estimated gross profit margins in accordance with the accounting policy stated in Note 29.3.

c) Impairment of insurance and reinsurance receivables

The Company assesses insurance and reinsurance receivables for impairment. The primary factors that the Company considers whether a financial asset is impaired is its overdue status and deterioration of debtor's credit rating. The impairment is calculated based on the analysis of assets subject to risks and reflects the amount sufficient, in the opinion of the management, to cover relevant losses. The allowance is created based on an individual evaluation of assets subject to risks regarding financial assets being material individually and based on joint evaluation of financial assets not being material individually.

d) Fair value of buildings

Fair value of a group of "Buildings" is determined by an independent valuator with relevant professional qualifications and experience in assessing property of a similar category.

e) Legal disputes

By the end of each accounting year, the Company makes a judgement about current court disputes, to measure the relevance of provision in the financial statements. In the measurement process, management considers current progress of litigation, legislative requirements, probable future loss, opinions of lawyers and other relevant specialists and practical results of such type of disputes.

The actual consequences of future periods can vary greatly from the results recorded in the financial statements.

4. Risk management

Risk management is a critical component of its insurance activities. Risk is inherent in the Company's activities, but it is managed through a process of ongoing identification, measurement and daily monitoring, subject to risk limits and other controls. Everyone within the Company is accountable for the risk exposures relating to his or her responsibilities. The main financial risks inherent to the Company's operations are those related to credit, liquidity and market movements in foreign exchange rates. A summary description of the Company's risk management policies in relation to those risks follows.

Capital management objectives, policies and approach

The Company has established the following capital management policies and approach to manage the risks that affect its capital position.

The capital management objectives are:

- To maintain the required level of stability of the Company thereby providing a degree of security to policyholders;
- To allocate capital efficiently and support the development of business by ensuring that returns on capital employed meet the requirements of its capital providers and of its owners.
- To retain financial flexibility by maintaining strong liquidity and access to a range of capital markets.
- To maintain financial strength to support new business growth and to satisfy the requirements of the policyholders, regulators and stakeholders.

The operations of the Company are also subject to local regulatory requirements within the jurisdiction where it operates. Such regulations not only prescribe approach and monitor its activity, but also impose certain restrictive provisions e.g. capital adequacy to minimize the risk of default on the part of insurance companies to meet unforeseen liabilities as these arise. The Company's capital management policy for its insurance and non-insurance business is to hold sufficient liquid assets to cover statutory requirements based on the supervisory body's directives.

The local insurance supervisor establishes the rule for determining the minimum amount of capital for insurance companies.

Minimum amount of capital of the insurer on all stages of insurance activities should exceed the minimum capital requirements, defined by the Decree №27 of the head of the Georgian State Insurance Supervision Service, (dated December 25, 2017) - "Approval of the rule of defining the minimum amount of equity at all stages of insurance activities on the territory of Georgia".

The minimum amount of capital defined by the Decree No.27 (dated on December 25, 2017) on "Approval of the rule of defining the minimum amount of equity at all stages of insurance activities on the territory of Georgia" should be following:

- a) Life insurance: GEL4,200,000 - from December 31, 2018;
- b) insurance (non-life) - except for the compulsory third party liability, suretyships and financial risks: - GEL3,400,000 - from December 31, 2018;
- c) Insurance (Non-Life) - including compulsory third-party liability, suretyships and financial risks: - GEL4,200,000 - from December 31, 2018;
- d) Reinsurance: - GEL4,200,000 - from December 31, 2018;

The minimum amount of the insurer's capital at all stages of the insurance business shall not be less than 1/3 of the amount received by the calculation of the insolvency margin for the insurer.

As of December 31, 2020 and 2019, the Company met the above-mentioned legislative requirements.

4. Risk Management (continued)**Insurance risk**

The risk under an insurance contract is the risk that an insured event will occur including the uncertainty of the amount and timing of any resulting claim. The principal risk the Company faces under such contracts is that actual claims and benefit payments exceed the carrying amount of insurance liabilities. This is influenced by the frequency of claims, severity of claims, actual benefits paid are greater than originally estimated and subsequent development of long-term claims.

The variability of risks is improved by diversification of risk of loss to a large portfolio of insurance contracts as a more diversified portfolio is less likely to be affected by change in any subset of the portfolio, as well as unexpected outcomes. The variability of risks is also improved by careful selection and implementation of underwriting strategy and guidelines as well as the use of reinsurance arrangements. Within the underwriting process, portfolio sensitivity analysis is performed, which is significantly influenced by the loss ratio of insurance policies. Based on this the Company establishes underwriting guidelines and limits, which stipulate who may accept what risks and the applicable limits. These limits are continuously monitored.

The Company primarily uses the “loss ratio” to monitor its insurance risk. The loss ratio is defined as net insurance claims divided by net insurance revenue. The Company’s loss ratios calculated on a net basis were as follows:

	2020	2019
Loss Ratio	52%	52%

The Company principally issues the following types of insurance contracts: life, property, motor third party liability, personal accident, road transport means, travel, cargo, suretyships, medical (health), third party liability, miscellaneous financial loss, marine third-party liability, marine transport means (hull). Risks under non-life insurance policies usually cover twelve months duration. For general insurance contracts the most significant risks arise from climate changes and natural disasters. For healthcare contracts the most significant risks arise from lifestyle changes, epidemic etc. These risks vary significantly in relation to the location, type and industry of the risk insured. Undue concentration by amounts can have a further impact on the severity of benefit payments on a portfolio basis.

The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is improved by careful selection and implementation of underwriting strategies, which are designed to ensure that risks are diversified in terms of type of risk and level of insured benefits. This is largely achieved through diversification across industry sectors. Further, strict claim review policies to assess all new and ongoing claims, regular detailed review of claims handling procedures and frequent investigation of possible fraudulent claims are all policies and procedures put in place to reduce the risk exposure of the Company. The Company further enforces a policy of actively managing and prompt pursuit of claims, to reduce its exposure to unpredictable future developments that can negatively impact the Company. The Company has also limited its exposure by imposing maximum claim amounts on certain contracts as well as the use of reinsurance arrangements to limit exposure to catastrophic events, for example hurricanes, earthquakes and flood damages.

Sources of uncertainty in the estimation of future claim payments

Claims on insurance contracts are payable on a claims-occurrence basis. There are several variables that affect the amount and timing of cash flows from these contracts. These mainly relate to the inherent risks of the insured sector and the risk management procedures they adopted.

The estimated cost of claims includes direct expenses to be incurred in settling claims, net of the expected subrogation value and other recoveries. The Company takes all reasonable steps to ensure that it has appropriate information regarding its claim’s exposures. However, given the uncertainty in establishing claims reserve, it is likely that the outcome will prove to be different from the original liability established. The liability for these contracts comprises a reserve for IBNR and a reserve for reported claims not yet settled.

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 Company, 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. Within the assessment of the given claims, the Company analyzes the historical data of claims (amount of claims reimbursed, number of claims, frequency of occurrence, etc.), corrected for changes in the future period that may arise, for example, from the frequency of claims, changes in regulations or contract terms, etc.

JSC INSURANCE COMPANY UNISON

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

4. Risk Management (continued)

The table below represents the analysis of the Company's insurance claims based on both the gross and net cost value of claims:

a) Before the effect of reinsurance, the loss development table is:

Claims incurred, gross	2015	2016	2017	2018	2019	2020
Accident year	7,194,293	8,720,042	10,467,128	13,688,823	13,779,848	14,466,627
One year later	7,323,419	7,469,944	9,828,821	13,061,092	11,934,342	
Two year later	5,834,747	7,544,077	11,401,067	13,672,990		
Three year later	5,888,742	7,559,512	11,568,938			
Four year later	5,915,887	7,738,742				
Five year later	5,935,973					
Current estimate of cumulative claims incurred	5,935,973	7,738,742	11,568,938	13,672,990	11,934,342	14,466,627
Accident year	(4,038,285)	(6,111,834)	(8,042,699)	(10,586,919)	(9,763,757)	(10,409,791)
One year later	(4,900,728)	(7,507,849)	(9,699,374)	(12,856,771)	(11,274,599)	
Two year later	(5,066,625)	(7,540,650)	(11,365,862)	(12,933,806)		
Three year later	(5,599,795)	(7,556,620)	(11,538,943)			
Four year later	(5,616,812)	(7,735,853)				
Five year later	(5,647,060)					
Cumulative payments to date	(5,647,060)	(7,735,853)	(11,538,943)	(12,933,806)	(11,274,599)	(10,409,791)
Gross outstanding claims provision	288,913	2,889	29,995	739,184	659,743	4,056,836
Current estimation of surplus/(deficiency)	(20,086)	(179,230)	(167,871)	(611,898)	1,845,506	

b) Reinsurer's share in the loss development:

Reinsurer's share	2015	2016	2017	2018	2019	2020
Accident year	(2,456,240)	(1,208,486)	(469,872)	(588,924)	(1,504,516)	(1,105,233)
One year later	(2,282,554)	(704,731)	(164,530)	(500,896)	(696,541)	
Two year later	(1,298,450)	(972,924)	(1,699,139)	(1,115,672)		
Three year later	(1,326,656)	(1,175,437)	(1,870,521)			
Four year later	(1,334,107)	(1,352,191)				
Five year later	(1,353,401)					
Current estimate of reinsurer's share in cumulative claims incurred	(1,353,401)	(1,352,191)	(1,870,521)	(1,115,672)	(696,541)	(1,105,233)
Reinsurer's share in payments						
Accident year	442,406	536,126	365,596	140,852	227,911	384,468
One year later	653,285	704,730	114,530	404,173	353,873	
Two year later	806,697	972,924	1,699,139	471,433		
Three year later	1,189,865	1,175,437	1,870,521			
Four year later	1,198,373	1,352,191				
Five year later	1,216,609					
Reinsurer's share in cumulative payments to date	1,216,609	1,352,191	1,870,521	471,433	353,873	384,468
Reinsurer's share in outstanding claims provision	(136,792)	-	-	(644,239)	(342,668)	(720,765)
Current estimation of surplus/(deficiency)	19,294	176,754	171,382	614,776	(807,975)	

4. Risk Management (continued)**c) After the effect of reinsurance, the loss development table is:**

Claims incurred, net	2015	2016	2017	2018	2019	2020
Accident year	4,738,053	7,511,556	9,997,256	13,099,899	12,275,332	13,361,394
One year later	5,040,865	6,765,213	9,664,291	12,560,196	11,237,801	
Two year later	4,536,297	6,571,153	9,701,928	12,557,318		
Three year later	4,562,086	6,384,075	9,698,417			
Four year later	4,581,780	6,386,551				
Five year later	4,582,572					
Current estimate of cumulative claims incurred, net	4,582,572	6,386,551	9,698,417	12,557,318	11,237,801	13,361,394
Accident year	(3,595,879)	(5,575,708)	(7,677,103)	(10,446,067)	(9,535,846)	(10,025,323)
One year later	(4,247,443)	(6,803,119)	(9,584,844)	(12,452,598)	(10,920,726)	
Two year later	(4,259,928)	(6,567,726)	(9,666,723)	(12,462,373)		
Three year later	(4,409,930)	(6,381,183)	(9,668,422)			
Four year later	(4,418,439)	(6,383,662)				
Five year later	(4,430,451)					
Current estimate of cumulative claims incurred	(4,430,451)	(6,383,662)	(9,668,422)	(12,462,373)	(10,920,726)	(10,025,323)
Net outstanding claims provision	152,121	2,889	29,995	94,945	317,075	3,336,071
Current estimation of surplus/(deficiency)	(792)	(2,476)	3,511	2,878	1,037,531	
Current estimate of surplus / (deficit) in the original total provision	155,481	1,125,005	298,839	542,581	1,037,531	
% Of surplus / (deficit) in the original total provision	3.28%	14.98%	2.99%	4.14%	8.45%	

As it can be seen from the claims' development table above, the Company has prudential estimation of outstanding insurance liabilities.

At the end of each reporting period the Company assess whether its recognized insurance liabilities are adequate: The Company determines whether the amount of recognized insurance liabilities is less than the carrying amount that would be required if the relevant insurance liabilities were within the scope of IAS 37 - "Provisions, Contingent Liabilities and Contingent Assets". If it is less, the insurer will recognize the entire difference in profit or loss and increase the carrying amount of the relevant insurance liabilities. As of December 31, 2020, the liability adequacy test revealed no deficiencies.

Financial Risks

The Company is exposed through its operations to the following financial risks:

- Credit risk
- Liquidity risk
- Currency risk

In common with all other businesses, the Company is exposed to risks that arise from its use of financial instruments. This note describes the Company's objectives, policies and processes for managing those risks and the methods used to measure them. Further quantitative information in respect of these risks is presented throughout these financial statements.

4. Risk Management (continued)

The principal financial instruments used by the Company, from which financial instrument risk arises, are as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Financial assets		
Cash and cash equivalents	8,052,400	3,860,992
Amount due from credit institutions	8,575,898	7,908,357
Insurance and reinsurance receivables	22,009,789	25,855,167
Reinsurance assets (except for reinsurer's share in unearned premium reserve)	1,844,464	1,509,062
Other assets	473,783	341,900
	<u>40,956,334</u>	<u>39,475,478</u>
Financial liabilities		
Borrowed funds	-	719,774
Other insurance liabilities	12,774,159	12,436,126
Insurance contract liability (except for unearned premium reserve)	5,777,560	4,557,584
Lease liabilities	-	34,290
Other liabilities	2,052,190	3,495,867
	<u>20,603,909</u>	<u>21,243,641</u>

Fair value of financial instruments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The best evidence of fair value is price in an active market. An active market is one in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis. Fair value of financial instruments traded in an active market is measured as the product of the quoted price for the individual asset or liability and the quantity held by the entity.

A portfolio of financial assets and liabilities that are not traded in an active market is measured at the fair value using valuation technics. The selected measurement method uses observable market data, minimally based on non-market data and considers all the factors that market participants have taken into consideration when determining price. The best evidence of the fair value of a certain financial instrument at initial recognition is the price of the transaction - the fair value of the consideration paid or received.

If a company decides that the fair value at initial recognition differs from the transaction price and the fair value is not supported by the quoted price on the active markets of the similar assets or liabilities, also, its value is not based on the measurement technics that uses only observable market data, in such cases the financial instruments are initially measured at fair value, adjusted for the difference between this value and the transaction price. Any difference between this value and the initial value obtained through the measurement method will be later recognized in profit or loss during the life of the instrument, but no later than the assessment is fully based on the observable market data or when the transaction is closed.

Fair value measurements are analysed by level in the fair value hierarchy as follows:

Level 1: are measurements at quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2: measurements are valuations techniques with all material inputs observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). This category includes instruments that are evaluated using the following data: quoted market prices at active markets for similar financial instruments; Quoted prices for similar instruments that are less active; Or other methods of evaluation, within which all the important data is directly or indirectly observable, due to market data;

Level 3: measurements are valuations not based on solely observable market data. This category includes all the instruments within which the evaluation methods are not based on the observable data and unobservable inputs have a significant impact on the valuation of the instrument. This category includes instruments that are evaluated based on quoted prices for similar instruments within which significant adjustments or assumptions are required to reflect differences between instruments.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

4. Risk Management (continued)

The fair value valuation used for financial instruments accounted at amortized cost was based on Level 2 and level 3 hierarchy. The fair values in level 2 and level 3 of fair value hierarchy were estimated using the discounted cash flows valuation technique. The fair value of unquoted fixed interest rate instruments was estimated based on estimated future cash flows expected to be received discounted at current interest rates for new instruments with similar credit risk and remaining maturity. Amounts due to credit institutions were discounted at the Company's own incremental borrowing rate. The fair value of cash and cash equivalents is estimated based on level 1.

There were no changes in valuation technique for level 2 and level 3 measurements of assets and liabilities not measured at fair values during the year ended 31st December 2020 and 2019.

Credit Risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Company's receivables from customers. The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer.

In monitoring customer credit risk, customers are grouped according to their overdue status, including whether they are an individual or legal entity, industry, maturity and existence of previous financial difficulties. Customers that are graded as "high risk" are placed on a restricted customer list and monitored by the management, and future sales are made necessary on a prepayment basis.

The Company establishes an allowance for impairment that represents its estimate of incurred losses in respect of insurance receivables. One of the components of this allowance are a specific loss component that relates to individually significant exposures, and a collective loss component established for groups of similar assets in respect of losses that have been incurred but not yet identified. The collective loss allowance is determined based on ageing analysis and overdue status for each customer individually.

The aging of insurance receivables as at 31st December 2020 can be presented as follows:

	Insurance receivables, gross	Allowance	Insurance receivables, net of impairment
Receivables individually determined to be impaired	5,677,943	(1,125,520)	4,552,423

Receivables collectively determined to be impaired:

	Insurance receivables, gross	Allowance	Insurance receivables, net of impairment
Not past due	12,590,354	-	12,590,354
Past due 0-30 days	632,714	(31,636)	601,078
Past due 30-60 days	262,159	(26,216)	235,943
Past due 60-90 days	149,317	(22,398)	126,919
Past due 90-120 days	29,246	(7,312)	21,934
Past due 120-240 days	85,693	(51,416)	34,277
Past due 240-365 days	76,137	(53,295)	22,842
Past due more than a year	428,347	(428,347)	-
	14,253,967	(620,620)	13,633,347

JSC INSURANCE COMPANY UNISON

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

4. Risk Management (continued)

The aging of insurance receivables as at 31st December 2019 can be presented as follows:

	Insurance receivables, gross	Allowance	Insurance receivables, net of impairment
Receivables individually determined to be impaired	3,551,490	(1,045,810)	2,505,680

Receivables collectively determined to be impaired:

	Insurance receivables, gross	Allowance	Insurance receivables net of impairment
Not past due	19,725,070	-	19,725,070
Past due 0-30 days	523,641	(26,182)	497,459
Past due 30-60 days	336,564	(33,656)	302,908
Past due 60-90 days	75,920	(11,388)	64,532
Past due 90-120 days	126,397	(31,599)	94,798
Past due 120-240 days	229,673	(137,804)	91,869
Past due 240-365 days	97,127	(67,989)	29,138
Past due more than a year	366,121	(366,121)	-
	21,480,513	(674,739)	20,805,774

Liquidity Risk

Liquidity risk refers to the availability of sufficient funds to meet loan repayments and other financial commitments associated with financial instruments as they fall due. The management controls these types of risks by means of maturity analysis, determining the Company's strategy for the next financial period. To manage liquidity risk, the Company performs regular monitoring of future expected cash flows, which is a part of assets/liabilities management process.

An analysis of the liquidity as at 31st December 2020 is presented in the following table:

	Up to 1 year	1 year to 5 years	Over 5 years	Total
Financial liabilities				
Other insurance liabilities	10,346,269	1,962,326	465,564	12,774,159
Insurance contract liability (except for unearned premium reserve)	5,777,560	-	-	5,777,560
Other liabilities	2,052,190	-	-	2,052,190
	18,176,019	1,962,326	465,564	20,603,909

An analysis of the liquidity as at 31st December 2019 is presented in the following table:

	Up to 1 year	1 year to 5 years	Over 5 years	Total
Financial liabilities				
Borrowed funds	156,703	563,071	-	719,774
Other insurance liabilities	7,906,584	3,850,688	678,854	12,436,126
Insurance contract liability (except for unearned premium reserve)	4,557,584	-	-	4,557,584
Lease liabilities	34,290	-	-	34,290
Other liabilities	3,495,867	-	-	3,495,867
	16,151,028	4,413,759	678,854	21,243,641

4. Risk Management (continued)**Currency risk**

Currency risk is defined as the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company is exposed to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows. The Company does not use derivatives to manage currency risk.

The Company's exposure to foreign currency exchange rate risk as at 31st December 2020 is presented in the table below:

	GEL	USD	EUR	CHF	Total
Financial assets					
Cash and cash equivalents	3,095,048	4,931,607	16,073	9,672	8,052,400
Amount due from credit institutions	-	8,575,898	-	-	8,575,898
Insurance and reinsurance receivables	13,588,559	5,707,096	325,687	2,388,447	22,009,789
Reinsurance assets (except for reinsurer's share in unearned premium reserve)	1,844,464	-	-	-	1,844,464
Other assets	473,783	-	-	-	473,783
	<u>19,001,854</u>	<u>19,214,601</u>	<u>341,760</u>	<u>2,398,119</u>	<u>40,956,334</u>
Financial liabilities					
Other insurance liabilities	5,729,976	4,996,074	355,832	1,692,277	12,774,159
Insurance contract liability (except for unearned premium reserve)	5,777,560	-	-	-	5,777,560
Other liabilities	1,382,445	296,273	357,712	15,760	2,052,190
	<u>12,889,981</u>	<u>5,292,347</u>	<u>713,544</u>	<u>1,708,037</u>	<u>20,603,909</u>
	<u>6,111,873</u>	<u>13,922,254</u>	<u>(371,784)</u>	<u>690,082</u>	

The Company's exposure to foreign currency exchange rate risk as at 31st December 2019 is presented in the table below:

	GEL	USD	EUR	CHF	Total
Financial assets					
Insurance and reinsurance receivables	14,929,985	10,398,989	517,285	8,908	25,855,167
Reinsurance assets (except for reinsurer's share in unearned premium reserve)	1,509,062	-	-	-	1,509,062
Other assets	341,900	-	-	-	341,900
Amount due from credit institutions	-	7,908,357	-	-	7,908,357
Cash and cash equivalents	1,914,155	1,871,778	70,717	4,342	3,860,992
	<u>18,695,102</u>	<u>20,179,124</u>	<u>588,002</u>	<u>13,250</u>	<u>39,475,478</u>
Financial liabilities					
Other insurance liabilities	3,967,171	8,218,463	126,625	123,867	12,436,126
Insurance contract liability (except for unearned premium reserve)	4,557,584	-	-	-	4,557,584
Other liabilities	3,358,028	76,627	-	61,212	3,495,867
Lease liabilities	-	34,290	-	-	34,290
Borrowed funds	-	719,774	-	-	719,774
	<u>11,882,783</u>	<u>9,049,154</u>	<u>126,625</u>	<u>185,079</u>	<u>21,243,641</u>
	<u>6,812,319</u>	<u>11,129,970</u>	<u>461,377</u>	<u>(171,829)</u>	

4. Risk Management (continued)**Currency risk sensitivity**

The following table details the Company's sensitivity to a 20% increase and decrease against the GEL. 20% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the possible change in foreign currency exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the end of the period for a 20% change in foreign currency rates.

Impact on net profit and equity based on asset values as at 31st December 2020:

	USD impact		EUR impact		CHF impact	
	20%	- 20%	20%	- 20%	20%	-20%
Profit/(loss)	2,784,451	(2,784,451)	(74,357)	74,357	138,016	(138,016)

Impact on net profit and equity based on asset values as at 31st December 2019

	USD impact		EUR impact		CHF impact	
	20%	- 20%	20%	- 20%	20%	-20%
Profit/(loss)	2,225,994	(2,225,994)	92,275	(92,275)	(34,366)	34,366

5. Net earned premium

Net earned premium for the year ended 31st December 2020 can be presented as follows:

	Gross written premium	Reinsurer's share in gross written premium	Net written premium	Net changes in unearned premium	Net insurance revenue
Property	15,661,239	(11,492,296)	4,168,943	(1,555,526)	2,613,417
Medical (Health)	11,030,913	-	11,030,913	290,451	11,321,364
Road Transport Means & third-party liability*	3,874,356	(296,896)	3,577,460	502,746	4,080,206
Third Party Liability	3,201,270	(2,394,309)	806,961	343,160	1,150,121
Financial Risks	1,985,709	(1,969,607)	16,102	308,038	324,140
Aviation Transport Means (Hull) & third-party liability	1,320,518	(1,384,919)	(64,401)	885,825	821,424
Suretyships	1,318,558	(942,944)	375,614	(51,761)	323,853
Personal Accident	624,517	(25,233)	599,284	13,635	612,919
Cargo	266,918	(133,139)	133,779	9,369	143,148
Travel	144,104	(7,236)	136,868	46,263	183,131
Marine Transport Means (Hull) & third-party liability	105,213	(71,190)	34,023	(361)	33,662
Life insurance	56,058	-	56,058	257,607	313,665
	39,589,373	(18,717,769)	20,871,604	1,049,446	21,921,050

JSC INSURANCE COMPANY UNISON

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

5. Net earned premium (continued)

Net earned premium for the year ended 31st December 2019 can be presented as follows:

	Gross written premium	Reinsurer's share in gross written premium	Net written premium	Net changes in unearned premium reserve	Net insurance revenue
Medical (Health)	9,786,200	-	9,786,200	(776,600)	9,009,600
Property	6,144,833	(4,675,604)	1,469,229	665,638	2,134,867
Road Transport Means & third-party liability*	6,064,359	(97,029)	5,967,330	(1,115,673)	4,851,657
Aviation Transport Means (Hull) & third-party liability	5,831,481	(4,038,484)	1,792,997	(883,143)	909,854
Third Party Liability	2,666,570	(1,834,512)	832,058	403,241	1,235,299
Financial Risks	1,154,095	(513,865)	640,230	(244,903)	395,327
Suretyships	1,138,459	(731,934)	406,525	(135,705)	270,820
Travel	815,310	(17,139)	798,171	42,005	840,176
Personal Accident	608,438	-	608,438	(13,033)	595,405
Life insurance	505,133	-	505,133	(251,737)	253,396
Cargo	434,442	(346,256)	88,186	53,074	141,260
Marine Transport Means (Hull) & third-party liability	101,912	(34,466)	67,446	51,813	119,259
	35,251,232	(12,289,289)	22,961,943	(2,205,023)	20,756,920

*The Company represents an insurer participating in the insurance system - a non-profit (non-commercial) legal entity "Compulsory Insurance center". Gross written and earned premium from the compulsory insurance policies for the year ended 31st December 2019 is GEL2,261,523 and GEL2,238,008, respectively. Gross written and earned premium from the compulsory insurance policies for the year ended 31st December 2020 is GEL1,202,900 and GEL1,247,903, respectively.

6. Commission income

Commission income can be presented as follows:

	2020	2019
Commission Income	1,045,370	833,721
Commission Income deferred (Note 23)	(614,466)	(570,950)
Amortization (Note 23)	578,746	476,938
	1,009,650	739,709

7. Net insurance claims

Net insurance claims can be presented as follows:

	2020	2019
Insurance claims paid	(12,380,230)	(13,733,084)
Gross Change in outstanding claims	(1,219,976)	(1,033,859)
Subrogation and recovery	456,841	358,617
Insurance claims and loss adjustment expenses	(13,143,365)	(14,408,326)
Reinsurer's share of insurance claims paid	944,062	2,286,862
Reinsurer's share of change in outstanding claims	335,402	874,199
Insurance claims and loss adjustment expenses recovered from reinsurers	1,279,464	3,161,061
Net insurance claims incurred	(11,863,901)	(11,247,265)

JSC INSURANCE COMPANY UNISON**NOTES TO THE FINANCIAL STATEMENTS**For the year ended 31st December 2020

(In GEL)

8. Acquisition costs of insurance policies

Acquisition costs of insurance policies can be presented as follows:

	<u>2020</u>	<u>2019</u>
Acquisition costs	(3,531,976)	(3,146,528)
Acquisition costs deferred (Note 19)	3,343,934	2,541,566
Amortization of deferred acquisition cost (note 19)	(2,541,566)	(1,959,870)
	<u>(2,729,608)</u>	<u>(2,564,832)</u>

9. Expenses for marketing and administration

Expenses for marketing and administration can be presented as follows:

	<u>2020</u>	<u>2019</u>
Employee benefit expenses	(3,176,310)	(3,405,661)
Fee of Insurance State Supervision Service	(419,604)	(359,748)
Professional services*	(278,541)	(287,992)
Depreciation and amortization	(253,511)	(259,619)
Operating expenses of Compulsory Insurance Center	(175,832)	(260,396)
Rent	(171,913)	(159,377)
Communication and utility expenses	(127,904)	(123,073)
Advertising and marketing expenses	(101,765)	(228,984)
Office supply	(65,183)	(85,762)
Tax expenses	(39,608)	(35,300)
Office maintenance	(24,125)	(46,867)
Bank fee	(14,075)	(35,821)
Business trip and representative expenses	(13,112)	(67,750)
Other	(348,861)	(391,220)
	<u>(5,210,344)</u>	<u>(5,747,570)</u>

* For the years ended 31st December 2020 and 2019 audit and other professional service fee incurred toward an accounting companies represent GEL43,274 and GEL50,619, respectively.

10. Impairment charge

Impairment charge can be presented as follows:

	<u>2020</u>	<u>2019</u>
Changes in allowances for Insurance receivables	(667,786)	(145,130)
Changes in allowances for receivables from subrogation reimbursements	(216,563)	(145,100)
Changes in allowances for other assets	-	(39,975)
	<u>(884,349)</u>	<u>(330,205)</u>

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

11. Other income

Other income can be presented as follows:

	<u>2020</u>	<u>2019</u>
Gain from derecognition of financial liabilities	110,043	98,994
Income from penalty	63,600	-
Sale of salvage	31,125	-
Commission income	-	76,796
Other	23,492	92,456
	<u>228,260</u>	<u>268,246</u>

12. Interest income, net

Interest income, net for can be presented as follows:

	<u>2020</u>	<u>2019</u>
Interest income		
Interest income from deposits	420,126	391,875
Interest income from issued loans	29,306	2,487
Interest income from current accounts	123,001	9,758
	<u>572,433</u>	<u>404,120</u>
Interest expense		
Borrowed funds from financial institutions	(60,617)	(62,404)
Lease liability	-	(4,884)
	<u>(60,617)</u>	<u>(67,288)</u>
	<u>511,816</u>	<u>336,832</u>

13. Gain from exchange rate difference, net

Gain from exchange rate difference, net can be presented as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	443,869	24,953
Other financial instruments	1,159,310	593,261
	<u>1,603,179</u>	<u>618,214</u>

14. Taxation

Income tax expense can be presented as follows:

	<u>2020</u>	<u>2019</u>
Current tax expenses	(861,772)	(431,336)
Effect of temporary differences	(62,913)	3,801
Profit tax expense	<u>(924,685)</u>	<u>(427,535)</u>

14. Taxation (continued)

Reconciliation of income tax expense can be presented as follows:

	<u>2020</u>	<u>2019</u>
Profit before tax	4,585,753	2,830,049
Applicable tax rate	15%	15%
Theoretical income tax	(687,863)	(424,507)
Effect of permanent difference previously recognised as temporary	(196,675)	-
Effect of permanent differences	(40,147)	(3,028)
Profit tax expense	(924,685)	(427,535)

Reconciliation of deferred income tax liability as at 31st December 2020 and 2019 can be presented as follows:

	<u>2020</u>	<u>2019</u>
At 1st January	(68,559)	(4,614)
Recognised in profit and loss		
Income tax benefit	(62,913)	3,801
Recognised in other comprehensive income		
Income tax expense	(24,351)	(67,746)
At 31st December	(155,823)	(68,559)

The tax effect of the movements in temporary differences for the year ended 31st December 2020 are as follows:

	<u>Asset</u>	<u>Liability</u>	<u>Net</u>	<u>(Charged)/ credited to profit or loss</u>	<u>(Charged)/ credited to OCI</u>
Property, equipment and intangible assets	-	(602,011)	(602,011)	21,038	(24,351)
Insurance and reinsurance receivables	503,743	-	503,743	100,168	-
Other assets	11,386	-	11,386	(196,675)	-
Right-of-use assets	-	-	-	5,798	-
Lease liability	-	-	-	(5,144)	-
Insurance contracts liabilities	-	(68,941)	(68,941)	11,902	-
Tax asset/(liabilities)	515,129	(670,952)	(155,823)	(62,913)	(24,351)
Set off of tax	(515,129)	515,129	-	-	-
Net tax liabilities	-	(155,823)	(155,823)	(62,913)	(24,351)

The tax effect of the movements in temporary differences for the year ended 31st December 2019 are as follows:

	<u>Asset</u>	<u>Liability</u>	<u>Net</u>	<u>(Charged)/ credited to profit or loss</u>	<u>(Charged)/ credited to OCI</u>
Property, equipment and intangible assets	-	(598,698)	(598,698)	(58,232)	(67,746)
Insurance and reinsurance receivables	403,575	-	403,575	21,769	-
Other assets	208,061	-	208,061	28,121	-
Right-of-use assets	-	(5,798)	(5,798)	(5,798)	-
Lease liability	5,144	-	5,144	5,144	-
Insurance contracts liabilities	-	(80,843)	(80,843)	12,797	-
Tax asset/(liabilities)	616,780	(685,339)	(68,559)	3,801	(67,746)
Set off of tax	(616,780)	616,780	-	-	-
Net tax liabilities	-	(68,559)	(68,559)	3,801	(67,746)

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

15. Cash and cash equivalents

Cash and cash equivalents can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Cash on current accounts with banks in Georgian Lari	3,085,333	1,874,811
Cash on current accounts with banks in other currencies	4,957,352	1,946,837
Petty cash	9,715	39,344
	<u>8,052,400</u>	<u>3,860,992</u>

The fair value of cash and cash equivalents does not differ from their carrying amount as of December 31, 2020 and 2019.

Additional information about cash and cash equivalents is disclosed in Note 4.

16. Amounts due from credit institutions

Amounts due from credit institutions can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Principal	8,483,410	7,508,758
Accrued interest	92,488	399,599
	<u>8,575,898</u>	<u>7,908,357</u>

The fair value of amounts due from credit institutions does not differ from their carrying amount as of December 31, 2020 and 2019.

Additional information about amounts due from credit institutions is disclosed in Note 4.

17. Insurance and reinsurance receivables

Insurance and reinsurance receivables can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Due from policyholders	19,931,910	25,032,003
Due from reinsurers	3,824,019	2,543,713
	<u>23,755,929</u>	<u>27,575,716</u>
Less-Allowances for impairment	<u>(1,746,140)</u>	<u>(1,720,549)</u>
	<u>22,009,789</u>	<u>25,855,167</u>

The Company creates impairment allowance for overdue receivables. Reconciliation of impairment allowance can be presented as follows:

	<u>2020</u>	<u>2019</u>
1st January	<u>(1,720,549)</u>	<u>(2,545,370)</u>
Insurance and reinsurance receivables' allowance charge	(667,786)	(145,130)
Recognised as bad debt	642,195	969,951
31st December	<u>(1,746,140)</u>	<u>(1,720,549)</u>

The fair value of insurance and reinsurance receivables does not differ from their carrying amount as of December 31, 2020 and 2019.

Additional information about insurance and reinsurance receivables is disclosed in Note 4.

18. Insurance contract liabilities and reinsurance assets

Insurance contract liabilities and reinsurance assets can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Insurance contract liabilities		
Unearned premium provision	22,160,207	24,439,165
Provisions for claims reported by policyholders	5,158,128	3,972,566
Provisions for claims incurred but not reported (IBNR)	619,432	585,018
	<u>27,937,767</u>	<u>28,996,749</u>
Reinsurance assets		
Reinsurers' share in unearned premium provision	8,911,632	10,141,144
Reinsurers' share in provisions for claims reported by policyholders	1,497,980	1,228,723
Reinsurers' share in provisions for claims incurred but not reported (IBNR)	346,484	280,339
	<u>10,756,096</u>	<u>11,650,206</u>
Insurance contract liabilities net of reinsurance		
Unearned premium provision	13,248,575	14,298,021
Provisions for claims reported by policyholders	3,660,148	2,743,843
Provisions for claims incurred but not reported (IBNR)	272,948	304,679
	<u>17,181,671</u>	<u>17,346,543</u>

Analysis of movements in insurance contract provisions can be presented as follows:

a) Analyses of movement in provision for unearned premium:

	<u>2020</u>	<u>2019</u>
Provision for unearned premium, gross		
At 1st January	<u>24,439,165</u>	<u>25,053,272</u>
Gross premium Written	39,589,373	35,251,232
Gross earned premium	(41,868,331)	(35,865,339)
At 31st December	<u>22,160,207</u>	<u>24,439,165</u>
provision for unearned premium - reinsurer's share:		
At 1st January	<u>10,141,144</u>	<u>12,960,274</u>
Reinsurer's share of gross written premium	18,717,769	12,289,289
Gross reinsurer's earned premium	(19,947,281)	(15,108,419)
At 31st December	<u>8,911,632</u>	<u>10,141,144</u>
provision for unearned premium, net of reinsurance		
At 1st January	<u>14,298,021</u>	<u>12,092,998</u>
Reinsurer's share of net written premium	20,871,604	22,961,943
Net reinsurer's earned premium	(21,921,050)	(20,756,920)
At 31st December	<u>13,248,575</u>	<u>14,298,021</u>

18. Insurance contract liabilities and reinsurance assets (continued)**b) Provision for outstanding claims**

Outstanding claims, gross	2020	2019
Balance of incurred but not reported at 1 st January	585,018	402,687
Balance of notified claims provision at 1 st January	3,972,566	3,121,038
Total balance of outstanding claims at 1st January	4,557,584	3,523,725
Payments in respect of prior year claims	(1,970,439)	(3,969,327)
Change in estimates in respect of prior year claims	(866,421)	987,095
Expected cost of current year claims	14,466,627	13,779,848
Payments in respect of current year claims	(10,409,791)	(9,763,757)
Outstanding claims reported by policyholders at 31st December	5,777,560	4,557,584
Outstanding claims incurred but not reported at 31 st December	619,432	585,018
Outstanding claims notified by policyholders at 31 st December	5,158,128	3,972,566
Outstanding claims, reinsurer's share:	2020	2019
Balance of incurred but not reported at 1 st January	280,339	209,024
Balance of notified claims provision at 1 st January	1,228,723	425,839
Total outstanding claims at 1st January	1,509,062	634,863
Payments in respect of prior year claims	(559,594)	(2,058,951)
Change in estimates in respect of prior year claims	174,231	1,656,545
Expected cost of current year claims	1,105,233	1,504,516
Payments in respect of current year claims	(384,468)	(227,911)
Total outstanding claims at 31st December	1,844,464	1,509,062
Balance of incurred but not reported at 31 st December	346,484	280,339
Balance of notified claims provision at 31 st December	1,497,980	1,228,723
Outstanding claims, net of reinsurance	2020	2019
Balance of incurred but not reported at 1 st January	304,679	193,663
Balance of notified claims provision at 1 st January	2,743,843	2,695,199
Total outstanding claims at 1st January	3,048,522	2,888,862
Payments in respect of prior year claims	(1,410,845)	(1,910,376)
Change in estimates in respect of prior year claims	(1,040,652)	(669,450)
Expected cost of current year claims	13,361,394	12,275,332
Payments in respect of current year claims	(10,025,323)	(9,535,846)
Total outstanding claims at 31st December	3,933,096	3,048,522
Balance of incurred but not reported at 31 st December	272,948	304,679
Balance of notified claims provision at 31 st December	3,660,148	2,743,843

Terms, assumptions and sensitivities

The major classes of insurance written by the Company include Life, Property, Marine Transport Means (Hull), Cargo, Third Party Liability, Marine Third-Party Liability, Suretyships, Travel, Road Transport Means, Personal Accident, Motor Third Party Liability, Miscellaneous Financial Loss, Medical (Health). Risks under these policies usually cover twelve-month duration.

For insurance contracts, claims provisions (comprising provisions for claims reported by policyholders and claims incurred but not yet reported (IBNR)) are established to cover the ultimate cost of settling the liabilities in respect of claims that have occurred and are estimated based on known facts at the reporting date. The provisions are refined consistently as part of a regular ongoing process as claims experience develops, certain claims are settled, and further claims are reported. Outstanding claims provisions are not discounted for the time value of money. For the calculation of the IBNR reserve including the liability adequacy test we refer to Note 29 - Summary of accounting policies (Insurance Contract Liabilities).

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December 2020

(In GEL)

19. Deferred acquisition costs

Deferred acquisition costs can be presented as follows:

	<u>2020</u>	<u>2019</u>
At 1st January	2,541,566	1,959,870
Expenses deferred (Note 8)	3,531,976	3,146,528
Amortization (Note 8)	<u>(2,729,608)</u>	<u>(2,564,832)</u>
At 31st December	<u>3,343,934</u>	<u>2,541,566</u>

20. Other assets

Other assets can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Financial assets		
Receivables from subrogation reimbursements	906,792	1,195,701
Issued loans	96,694	89,295
Other receivables	<u>290,405</u>	<u>174,357</u>
	1,293,891	1,459,353
Less-Allowances of impairment for subrogation	<u>(820,108)</u>	<u>(1,117,453)</u>
	473,783	341,900
Non-financial assets		
Prepayments*	353,662	428,091
Salvage	<u>21,648</u>	<u>76,906</u>
	375,310	504,997
Less-Allowances of impairment for prepayments	<u>(81,028)</u>	<u>(75,905)</u>
	294,282	429,092
	<u>768,065</u>	<u>770,992</u>

*GEL112,812 represent prepaid expenses in non-commercial legal entity Compulsory Insurance Center.

Reconciliation of impairment allowance can be presented as follows:

	<u>2020</u>	<u>2019</u>
1st January	(1,117,453)	(1,166,066)
Recognised as bad debt	513,908	193,713
Allowances change for subrogation receivables	<u>(216,563)</u>	<u>(145,100)</u>
31st December	<u>(820,108)</u>	<u>(1,117,453)</u>

21. Property and equipment

Property and equipment can be presented as follows:

Historical cost	Buildings	Furniture & fixtures	Office equipment	Computer equipment	Other	Total
At 31st December 2018	2,937,775	137,147	116,216	320,441	182,156	3,693,735
Additions	472,720	6,584	8,463	77,468	-	565,235
Revaluation Surplus	252,101	-	-	-	-	252,101
Disposals	-	-	-	(461)	-	(461)
At 31st December 2019	3,662,596	143,731	124,679	397,448	182,156	4,510,610
Additions	-	3,176	16,218	32,353	-	51,747
Revaluation Surplus	73,404	-	-	-	-	73,404
Disposals	-	-	-	-	(16,889)	(16,889)
At 31st December 2020	3,736,000	146,907	140,897	429,801	165,267	4,618,872
Accumulated depreciation						
At 31st December 2018	(131,617)	(95,396)	(71,460)	(196,874)	(70,502)	(565,849)
Depreciation for the year	(70,667)	(14,824)	(14,788)	(51,540)	(24,427)	(176,246)
Revaluation Surplus	199,537	-	-	-	-	199,537
Accumulated depreciation of disposals	-	-	-	10	-	10
At 31st December 2019	(2,747)	(110,220)	(86,248)	(248,404)	(94,929)	(542,548)
Depreciation for the year	(86,191)	(14,840)	(14,129)	(56,734)	(18,970)	(190,864)
Revaluation Surplus	88,938	-	-	-	-	88,938
Accumulated depreciation of disposals	-	-	-	-	15,758	15,758
At 31st December 2020	-	(125,060)	(100,377)	(305,138)	(98,141)	(628,716)
Net book value						
At 31st December 2019	3,659,849	33,511	38,431	149,044	87,227	3,968,062
At 31st December 2020	3,736,000	21,847	40,520	124,663	67,126	3,990,156

The Company uses a revaluation model for group of "Buildings". The valuation was made by an independent appraiser who has relevant professional qualifications and experience in valuation of similar assets. Property was valued based on the 3rd level information in the fair value hierarchy, namely using the market approach, since enough registered sales and proposals were available at the date of valuation. Appraisers used analogues in the valuation process, whose values were adjusted to consider differences between valuation object and analogues. The Company conducted revaluation of property at 31st December 2020.

Book values of the building, without considering the revaluation model, at 31st December 2020 and 2019 are stated as GEL1,723,212 and GEL1,758,380, respectively.

22. Other insurance liabilities

Other insurance liabilities can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Reinsurance Payable	9,193,985	10,149,523
Commission Payable	3,580,174	2,286,603
	<u>12,774,159</u>	<u>12,436,126</u>

The fair value of other insurance liabilities does not differ from their carrying amount as of December 31, 2020 and 2019.

Additional information about other insurance liabilities is disclosed in Note 4.

23. Deferred commission income

Deferred commission income can be presented as follows:

	<u>2020</u>	<u>2019</u>
As at 1 January	570,950	476,938
Income deferred	1,045,370	833,721
Amortization (Note 6)	(1,009,650)	(739,709)
At 31 December	<u>606,670</u>	<u>570,950</u>

24. Borrowed funds

Reconciliation of borrowed funds for the year ended 31st December 2020 can be presented as follows:

	<u>Non- current borrowings</u>	<u>Current borrowings</u>	<u>Total</u>
At 1 st January 2020	563,071	156,703	719,774
Cash Flows	(657,661)	(215,619)	(873,280)
Non-cash flows			-
Effects of foreign exchange	94,590	(1,701)	92,889
Interest accruing in period	-	60,617	60,617
At 31 st December 2020	<u>-</u>	<u>-</u>	<u>-</u>

Reconciliation of borrowed funds for the year ended 31st December 2019 can be presented as follows:

	<u>Non- current borrowings</u>	<u>Current borrowings</u>	<u>Total</u>
At 1 st January 2019	569,498	160,161	729,659
Cash Flows	96,279	(218,893)	(122,614)
Non-cash flows			
Effects of foreign exchange	53,835	(3,510)	50,325
Borrowings classified as non-current at 31 December 2018 becoming current during 2019	(156,541)	156,541	-
Interest accruing in period	-	62,404	62,404
At 31 st December 2019	<u>563,071</u>	<u>156,703</u>	<u>719,774</u>

In 2020, the Company fully repaid the borrowing received from JSC Tera Bank.

Additional information about borrowed funds is disclosed in Note 4.

25. Other Liabilities

Other liabilities can be presented as follows:

	<u>31.12.2020</u>	<u>31.12.2019</u>
Financial liabilities		
Deposited bank guarantee	1,583,029	3,313,810
Other liabilities	469,161	182,057
Non-financial liabilities		
Received advances	91,742	66,538
	<u><u>2,143,932</u></u>	<u><u>3,562,405</u></u>

The fair value of other liabilities does not differ from their carrying amount as of December 31, 2020 and 2019.

Additional information about other liabilities is disclosed in Note 4.

26. Related parties

The related parties include owners, controlled, jointly controlled entities, entities under common control, and associates. In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form. Details of transactions between the Company and other related parties are disclosed below:

Balances between the Company and its related parties as of December 31, 2020 are presented as follows:

	<u>Shareholder</u>	<u>Key management</u>	<u>Other related parties</u>	<u>Total category as per the financial statements caption</u>
Commission payables	-	194,825	1,555,995	12,774,159
Issued loans	96,694	-	-	768,065

Balances between the Company and its related parties as of December 31, 2019 are presented as follows:

	<u>Shareholder</u>	<u>Key management</u>	<u>Other related parties</u>	<u>Total category as per the financial statements caption</u>
Commission payables	-	119,075	-	12,436,126
Issued loans	89,295			770,992

Included in the statement of financial position income as at December 31, 2020 are the following balances recognized with related parties:

	<u>Related party transactions</u>	<u>2020 Total category as per the financial statements caption</u>	<u>Related party transactions</u>	<u>2019 Total category as per the financial statements caption</u>
Key management personnel	(362,904)	(5,210,344)	(591,264)	(5,747,570)
Short-term employee benefit				

27. Commitments and contingencies

Legal proceedings - As of December 31, 2020 and 2019, the Company has litigations. The management of the Company believes that after the completion of these lawsuits, the Company will not incur material losses. Lawsuits related to insurance cases are considered when creating an insurance provision.

Bank guarantee - the Company has a bank guarantee at JSC Tera Bank with the amount of GEL35 thousand, which expires in 2021.

Regulations of the State Insurance Supervision Service - The minimum amount of capital defined by the Decree No.27 (dated on December 25, 2017) on "Approval of the rule of defining the minimum amount of equity at all stages of insurance activities on the territory of Georgia" should be following:

- a) Life insurance: GEL7,200,000 - from December 31, 2021;
- b) insurance (non-life) - except for the compulsory third-party liability, suretyships and financial risks: - GEL4,800,000 - from December 31, 2021;
- c) Insurance (Non-Life) - including compulsory third-party liability, suretyships and financial risks: - GEL7,200,000 - from December 31, 2021;
- d) Reinsurance: - GEL7,200,000 - from December 31, 2021;

Taxes - Georgian tax legislation in particular may give rise to varying interpretations and amendments. In addition, as management's interpretation of tax legislation may differ from that of the tax authorities, transactions may be challenged by the tax authorities, and as a result the Company may be assessed additional taxes, penalties and interest. The Company believes that it has already made all tax payments, and therefore no allowance has been made in the financial statements. Tax years remain open to review by the tax authorities for three years.

Management Report - According to the Law on Accounting, Reporting and Auditing (Article 7), a company has an obligation to prepare and submit to the state regulatory body a management report, together with the independent auditor's report, no later than October 1 of the following reporting year. The Company has fulfilled this obligation by the date of publication of these financial statements.

28. Events After the Reporting Period

The following unadjusted events occurred after the reporting period:

- In 2021 the Company announced and paid a dividend with the amount of GEL585,000.

29. Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

29.1 . Transactions in Foreign currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). Financial statements are presented in Georgian Lari, which is the Company's functional and presentation currency.

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are premeasured. 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 statement of comprehensive income. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions.

Foreign exchange gains and losses that relate to monetary items are presented in the statement of comprehensive income within "Foreign exchange gains and losses".

At 31st December 2020 and 2019 the closing rate of exchange used for translating foreign currency balances was:

	<u>31.12.2020</u>	<u>31.12.2019</u>
USD	3.2766	2.8677
EUR	4.0233	3.2095
CHF	<u>3.7103</u>	<u>2.9488</u>

29.2 Insurance and investment contracts - classification

The Company 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. The significance of insurance risk is dependent on both the probability of an insured event and the magnitude of its potential effect.

Contract Bonds issued by the Company are guaranteeing the performance of contractual obligations, contract Bonds can be:

- Advance Payment Bonds - Securing the proper use or repayment of the advance payments made to the Principal by the Beneficiary under or for the purposes of the contract, where such sum is advanced before the carrying out of works, the performance of services or the supply of provision of any goods pursuant to such contract. The bond usually decreases according to the progress of construction.
- Performance Bond - Protecting the Beneficiary against the financial loss if the Principal fails to fulfill the terms and conditions of the (underlying) written contract.
- Tender/Bid Bond: Used to pre-qualify contractors submitting proposals on potential contracts and serve to guarantee that the contractor, if awarded the construction project, will enter into a contract at the estimate submitted at the bid letting (as well be in the position to provide the required project bonds). The Beneficiary is provided protection up to the amount of the bid, which is a percentage of the total contract, if the bidder fails to honor its commitment.
- Customs Bonds (Same as we call Financial Risks insurance policies) - Guaranteeing the proper declaration and timely payment of customs and excise duty, import duty or re-exportation to the Customs & Excise Authorities at due date (temporary importation, transit procedures etc.).
- Contract bonds are accounted as insurance contracts.

29. Summary of significant accounting policies (continued)

29.3 *Deferred acquisition costs (DAC)*

Commissions and other acquisition costs that vary with and are related to securing new contracts and renewing existing contracts are capitalised as an intangible asset. All other costs are recognised as expenses when incurred. The DAC is subsequently amortised over the terms of the policies as premium is earned;

The pattern of expected profit margins is based on historical and anticipated future experience and is updated at the end of each accounting period. The resulting change to the carrying value of the DAC is charged to profit and loss.

29.4 *Liability adequacy test*

At each end of the reporting period, liability adequacy tests are performed to ensure the adequacy of the contract liabilities net of related DAC and VOBA assets. 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 initially by writing off DAC or VOBA and by subsequently establishing a provision for losses arising from liability adequacy tests.

29.5 *Reinsurance contracts held*

Contracts entered into by the Company with reinsurers under which the Company is compensated for losses on one or more contracts issued by the Company and that meet the classification requirements for insurance contracts, are classified as reinsurance contracts held. Insurance contracts entered into by the Company under which the contract holder is another insurer (inwards reinsurance) are included with insurance contracts.

The benefits to which the Company is entitled under its reinsurance contracts held are recognised as reinsurance assets. These assets consist of short-term balances from reinsurers, as well as longer term receivables that are dependent on the expected claims and benefits arising under the related reinsured insurance contracts. Amounts recoverable from or 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.

The Company assesses its reinsurance assets for impairment on a annual basis. If there is objective evidence that the reinsurance asset is impaired, the Company reduces the carrying amount of the reinsurance asset to its recoverable amount and recognises that impairment loss in the income statement. The Company gathers the objective evidence that a reinsurance asset is impaired using the same process adopted for financial assets held at amortised cost. The impairment loss is calculated following the same method used for these financial assets.

29.6 *Receivables and payables related to insurance contracts and investment contracts*

These include amounts to and from agents, brokers and insurance contract holders.

If there is objective evidence that the insurance receivable is impaired, the Company reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the income statement. The Company gathers the objective evidence that an insurance receivable is impaired using the same process adopted for loans and receivables. The impairment loss is calculated under the same method used for these financial assets.

(i) Salvage and subrogation reimbursements

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

29. Summary of significant accounting policies (continued)

29.7 Reserves for loss and loss adjustment expenses

Reserves are established for the payment of losses and loss adjustment expenses (LAE) on claims which have occurred but are not yet settled. Reserves for loss and loss adjustment expenses fall into two categories: case reserves for reported but not settled insurance claims (RBNS) and reserves for incurred but not reported losses (IBNR).

(i) reported but not settled insurance claims (RBNS)

The Company forms reserve for reported but not settled involving known claims of insurers (re-insurers) at the reporting date confirmed by the relevant statements.

The amount of reserve for reported but not settled insurance claims at the reporting date are the amount of reserved unpaid insurance money under known claims of insurers, with respect to which the decision on complete or partial failure in premiums payment was not made.

The amount of reserve for reported but not settled insurance claims is reported in the Company's balance sheet as liabilities.

(ii) reserves for incurred but not reported losses (IBNR)

IBNR reserves are reviewed and revised periodically as additional information becomes available and actual claims are reported. The reserve for incurred but not reported insurance claims is formed by the Company at the end of reporting date. The amount of reserve for incurred but not reported insurance claims is reflected in the Company's balance as liabilities. Within the assessment of the given claims, the Company analyzes the historical data of claims (amount of claims reimbursed, number of claims, frequency of occurrence, etc.), corrected for changes in the future period that may arise, for example, from the frequency of claims, changes in regulations or contract terms, etc.

29.8 Financial instruments

Financial assets

The Company classifies its financial assets into following categories:

- loans and receivables
- held-to-maturity investments
- available-for-sale financial assets
- financial assets at fair value through profit or loss

The Company determines the classification of its financial assets upon initial recognition.

The Company's loans and receivables comprise insurance and reinsurance receivables, subrogation receivables, reinsurance assets (except for the reinsurer's share in unearned premium reserve), other financial assets and cash and cash equivalents. Cash and cash equivalents include cash on current accounts and cash on hand.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are initially recognised at fair value plus transaction costs that are directly attributable to their acquisition or issue and are subsequently carried at amortised cost using the effective interest rate method, less allowance for impairment. Impairment allowance is recognized when there is objective evidence (such as significant financial difficulties on the part of the counterparty or default or significant delay in payment) that the Company will be unable to collect all of the amounts due under the terms receivable, the amount of such a allowance being the difference between the net carrying amount and the present value of the future expected cash flows associated with the impaired receivable.

For the receivables which are reported net, such allowance is recorded in a separate allowance account with the loss being recognized in the statement of comprehensive income. When a receivable is uncollectible, it is written off against the allowance account for financial assets and the amount of the loss is recognised in profit or loss. Subsequent recoveries of amounts previously written off are credited in profit or loss.

The Company derecognises financial assets when (a) the assets are redeemed or the rights to cash flows from the assets otherwise expired or (b) the Company has transferred the rights to the cash flows from the financial assets or entered into a qualifying pass-through arrangement while (i) also transferring substantially all the risks and rewards of ownership of the assets or (ii) neither transferring nor retaining substantially all risks and rewards of ownership but not retaining control.

29. Summary of significant accounting policies (continued)

Control is retained if the counterparty does not have the practical ability to sell the asset in its entirety to an unrelated third party without needing to impose additional restrictions on the sale.

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

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that an entity has the positive intention and ability to hold to maturity other than:

- (a) Those that the entity upon initial recognition designates as at fair value through profit or loss
- (b) Those that the entity designates as available for sale; and
- (c) Those that meet the definition of loans and receivables.

The Company's held-to-maturity investments comprise amounts due from credit institutions.

In current period the Company does not have available-for-sale financial assets and financial assets at fair value through profit or loss.

Financial liabilities

The Company classifies its financial liabilities into one of two categories, depending on the purpose for which the liability was acquired. The Company's accounting policy for each category is as follows:

(a) Fair value through profit or loss

A financial liability at fair value through profit or loss is a financial liability that meets either of the following conditions:

- (a) It is classified as held for trading
- (b) Upon initial recognition it is designated by the entity as at fair value through profit or loss.

In current period the Company does not have financial liabilities at fair value through profit or loss.

(b) Other financial liabilities

Other financial liabilities include other insurance liabilities, insurance contract liabilities (except for the unearned premium reserve), borrowings, lease liabilities and other payables which are initially recognized at fair value and subsequently carried at amortized cost using the effective interest method.

29.9 Property and equipment

Property and equipment, except for buildings, are stated at cost, less accumulated depreciation and provision for impairment, where required.

Following initial recognition, buildings are carried at revalued amount, being the fair value at the date of revaluation, less any accumulated depreciation. Revaluations are performed frequently enough to ensure that the carrying amount does not differ materially from that which would be determined using fair values at the end of reporting period.

Any revaluation surplus is credited to the revaluation reserve for property and equipment included in equity, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the statement of profit or loss, in which case the increase is recognized in the statement of profit or loss to the extent of the decrease previously charged.

Depreciation on revalued buildings is charged to the statement of profit or loss.

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 company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

Depreciation is calculated using the straight-line method to allocate their cost or devalued amounts to their residual values over their estimated useful lives.

29. Summary of significant accounting policies (continued)

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

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

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised on a net basis in the statement of comprehensive income.

29.10 Intangible Assets

Intangible assets are stated at cost, less accumulated amortization and provision for impairment, where required. 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 company and the cost of the item can be measured reliably.

Amortization is calculated using the straight-line method to allocate their cost or devalued amounts to their residual values over their estimated useful lives. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period. Amortization is calculated on a straight-line basis over 7 years.

29.11 Taxation

The tax expense for the period comprises current and deferred tax. Tax is recognized in the statement of comprehensive income, except to the extent that it relates to items recognized in other comprehensive income or directly in equity.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the country where the company operates and generates taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized, 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, the deferred income tax is not accounted for if it 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 either accounting nor taxable profit or loss.

Deferred income tax is determined using tax rate (and laws) that has been enacted or substantially enacted by the balance sheet date and is expected to apply when the related deferred income tax asset is realized, or the deferred income tax liability is settled.

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

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity where there is an intention to settle the balances on a net basis.

Taxes other than income tax are recognised when obligating events have occurred. The obligating events are an event that raises a liability to pay a tax. Taxes are calculated in accordance with Georgian legislation.

29. Summary of significant accounting policies (continued)

29.12 Recognition of expenses

Expenses are recognized in the income statement if there arises any decrease of future economic benefit related to the decrease of an asset or increase of a liability that can be reliably assessed. Expenses incurred during the services rendered are recognized in proportionate calculation with recognized income.

Expenses are recognized in the income statement immediately, if the expenses do not result in future economic benefit any more, or if future economic benefit do not meet the requirements of recognition as an asset in the statement of financial position.

29.13 Employee benefit expenses

Salaries, bonuses and non-monetary benefits are recognized on an accrual basis in the period when the Company received the relevant services from the employee.

29.14 Subsequent events

Events after the reporting period and events before the date of financial statements authorization for issue that provide additional information about the Company's financial position. Events after the reporting period that do not affect the financial position of the Company at the balance sheet date are disclosed in the notes to the financial statements when material.

29.15 Provisions, Contingent Liabilities and Contingent Assets

Contingent liabilities are not reflected in the financial statements, except for the cases when the outflow of economic benefits is likely to occur and the amount of such liabilities can be reliably measured. The information on contingent liabilities is disclosed in the Notes to the financial statements with the exception of cases, when the outflow of economic benefits is unlikely.

Contingent assets are not reflected in the financial statements, but the information on them is disclosed when inflow of economic benefits is possible. If economic benefits are sure to occur, an asset and related income are recognized in the financial statements for the period, when the evaluation change occurred.

A provision is a liability of uncertain timing or amount. A liability is a present obligation of the entity arising from past events, the settlement of which is expected to result in an outflow from the entity of resources embodying economic benefits. An obligating event is an event that creates a legal or constructive obligation that results in an entity having no realistic alternative to settling that obligation.