

TOTAL 2016	GROUP		COMPANY		
	TOTAL 2015 (Restated)	TOTAL 2014 (Restated)	TOTAL 2016	TOTAL 2015 (Restated)	TOTAL 2014 (Restated)

STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD 31 DECEMBER 2016

	TOTAL 2016	TOTAL 2015 (Restated)	TOTAL 2014 (Restated)	TOTAL 2016	TOTAL 2015 (Restated)	TOTAL 2014 (Restated)
INCOME						
Gross written premium	7,428,804	6,282,137	-	6,304,587	5,627,152	-
Outward reinsurance premium	3,404,557	2,766,529	-	2,466,937	2,356,346	-
Net written premium	4,024,248	3,515,608	-	3,837,650	3,270,806	-
Gross earned premium	7,279,330	6,207,835	-	6,089,314	5,362,539	-
Net earned premium	4,035,944	3,389,738	-	3,824,576	3,145,662	-
Investment income	845,862	887,036	-	799,664	837,795	-
Commission earned	464,495	457,074	-	360,355	362,853	-
Other income	3,177	6,220	-	-	-	-
Foreign exchange gains	4,805	26,321	-	2,437	7,562	-
Total income	5,354,283	4,766,389	-	4,987,032	4,353,872	-

OUTGO

Claims & policyholder benefits	2,825,656	2,525,300	-	2,650,881	2,361,211	-
Less: Reinsurers' share of claims	427,151	707,218	-	340,219	622,943	-
Net claims	2,398,505	1,818,082	-	2,310,662	1,738,268	-
Commission payable	795,209	740,355	-	704,426	659,619	-
Operating & other expenses	1,731,491	1,517,983	-	1,564,670	1,337,512	-
Total outgo	4,925,205	4,076,420	-	4,579,758	3,735,399	-
Profit before tax	429,078	689,969	-	407,274	618,473	-
Income tax expense	100,215	128,171	-	94,125	105,786	-
Profit for the year	328,863	561,798	-	313,149	512,687	-

OTHER COMPREHENSIVE INCOME, NET OF TAX

Change in fair value of available for sale equity instruments	(105,443)	(200,823)	-	(88,099)	(189,082)	-
Exchange of differences on translating net assets of foreign subsidiary	(11,427)	(31,165)	-	-	-	-
Other comprehensive income for the year, net of tax	(116,870)	(231,988)	-	(88,099)	(189,082)	-
Total comprehensive income for the year	211,993	329,810	-	225,050	323,605	-

STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2016

SHAREHOLDERS' FUNDS

Share capital	1,000,000	1,000,000	600,000	1,000,000	1,000,000	600,000
Revaluation reserve	232,707	317,201	518,853	174,133	262,232	451,314
Contingency reserve	67,122	58,749	49,090	-	-	-
Currency translation reserve	(64,940)	(53,513)	(43,344)	-	-	-
Retained earnings	2,196,284	2,090,606	2,211,549	2,146,659	2,033,510	2,170,823
Proposed dividends	150,000	200,000	200,000	150,000	200,000	200,000
Non-controlling interest	142,353	148,492	145,577	-	-	-
TOTAL SHAREHOLDERS' FUNDS	3,723,526	3,761,535	3,681,725	3,470,792	3,495,742	3,422,137

ASSETS

Property & equipment	153,037	166,778	184,078	141,591	162,957	179,128
Intangible assets	9,107	9,239	22,243	7,942	8,877	22,243
Kenya motor insurance pool	97,053	82,227	83,041	97,053	82,227	83,041
Investment property	2,640,000	2,590,000	2,355,000	2,640,000	2,590,000	2,355,000
Investment in equity instruments available for sale	882,791	968,883	1,069,605	768,216	835,919	909,833
Investment in subsidiary at cost	-	-	-	50,147	50,147	50,147
Receivables arising out of reinsurance arrangements	177,479	184,326	542,601	126,731	136,256	445,725
Receivables arising out of direct insurance arrangements	709,912	806,117	656,279	641,777	722,929	594,700
Reinsurers' share of technical provisions and reserves	2,401,686	2,497,633	2,436,833	2,182,909	2,221,603	1,944,333
Deferred acquisition costs	281,223	286,830	278,281	259,965	257,802	244,870
Deferred merger acquisition costs	-	92,500	185,000	-	92,500	185,000
Deferred tax asset	10,513	9,410	12,140	-	-	-
Other receivables	196,583	130,572	139,978	182,552	110,540	113,716
Tax recoverable	75,596	132,149	46,585	66,907	132,149	40,412
Due from subsidiary company	-	-	-	12,743	7,231	13,714
Government securities held to maturity	3,609,417	2,515,798	2,504,453	3,445,311	2,365,449	2,447,605
Government securities available for sale	655,344	648,315	507,725	655,344	648,315	507,725
Corporate bonds held to maturity	264,948	303,802	282,990	264,948	303,802	282,990
Deposits with financial institutions held to maturity	450,545	549,469	513,596	311,871	374,644	250,433
Cash and bank balances	50,050	8,673	36,017	24,345	360	24,273
TOTAL ASSETS	12,665,284	11,982,721	11,856,445	11,880,352	11,103,707	10,694,888

LIABILITIES

Insurance contract liabilities	4,437,336	4,183,675	4,021,395	4,199,082	3,943,943	3,780,249
Provision for unearned premium	2,660,476	2,642,738	2,611,868	2,474,738	2,388,642	2,124,029
Payables arising out of reinsurance arrangements	601,259	363,741	637,637	556,067	326,222	537,766
Deferred reinsurance commissions	183,331	170,688	176,640	164,578	146,453	131,880
Deferred tax liability	471,116	473,979	479,042	471,116	473,979	479,042
Tax payable	-	833	-	-	-	-
Other payables	588,240	385,532	248,138	543,979	328,726	219,785
TOTAL LIABILITIES	8,941,758	8,221,186	8,174,720	8,409,560	7,607,965	7,272,751
NET ASSETS	3,723,526	3,761,535	3,681,725	3,470,792	3,495,742	3,422,137

KEY RATIOS

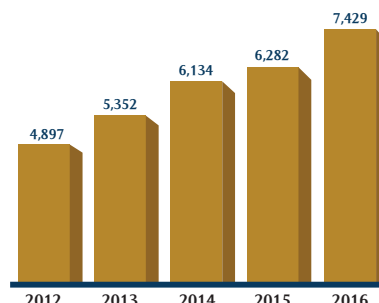
Capital Adequacy Ratio	182%	185%	86%	182%	185%	86%
Claims Ratio	38%	40%	35%	42%	42%	37%
Expense Ratio	34%	36%	33%	36%	35%	33%

The above Statement of Comprehensive Income and Statement of Financial Position are extracts from the Group's financial statements which were audited by PricewaterhouseCoopers and received an unqualified opinion. The financial statements were approved by the Board of Directors on 24th March 2017 and signed on its behalf by:

S.O. Oluoch - Chief Executive Officer

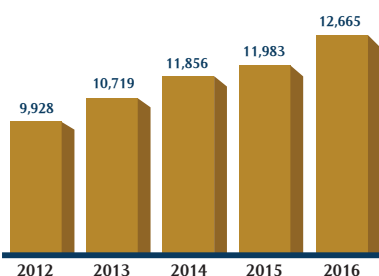
J.K. Muiruri - Director

J.K. Kimeu - Director



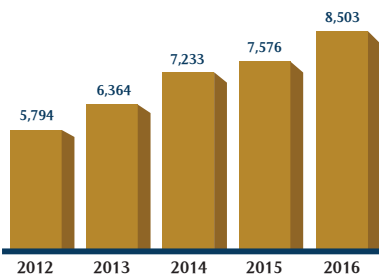
Gross Written Premium
Kshs Millions

Group's Gross Written Premium grew by 18% (Company 12%) over 2015 to stand at Kshs 7.4 billion attributable to prudent risk selection and acceptance with consideration for pricing as well as portfolio mix.



Total Assets
Kshs Millions

Total assets grew by 6% supported by growth in investments. The Company is therefore uniquely positioned to offer better and superior insurance services to its policy holders as well as leverage on the balance sheet for growth opportunities.



Total Investment Assets
Kshs Millions

The investment assets grew by 12% compared to 13% in 2015. The better performance was on the back of more funds invested in higher interest bearing securities as well as the increase in fair value of the investment properties.

MARINE INSURANCE

OUR DIFFERENCE IS EXPERIENCE





We're Better Together

Marine insurance is at the heart of our legacy, 121 years to be exact. Our Difference is Experience. For some, predictable means boring. For us, it means our customers always expect nothing but the best. So go ahead, be triple sure. Your cargo is covered by us anywhere around the globe.

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