

ANNUAL REPORT
AND
FINANCIAL STATEMENTS

31 December 2021

Quilter Life & Pensions Limited

(formerly Old Mutual Wealth Life & Pensions Limited)

Registered in England and Wales No. 04163431

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COMPANY INFORMATION

Directors as at reporting date

A M Barnes

J E Gill

S D Levin

G M Reid (Chairman)

L H Williams

Secretary

Quilter CoSec Services Limited

Independent Auditors

PricewaterhouseCoopers LLP

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Registered office

Senator House

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STRATEGIC REPORT

The Directors present their strategic report for the year ended 31 December 2021.

REVIEW OF THE BUSINESS AND PRINCIPAL ACTIVITIES

Quilter Life & Pensions Limited (formerly Old Mutual Wealth Life & Pensions Limited) ("the Company") is a leading investment platform provider of retail advised wealth management products and services, operating in the UK. It largely serves an affluent customer base through Quilter Financial Planning advisers and third party financial advisers.

The Company and its sister company Quilter Investment Platform Limited (formerly Old Mutual Wealth Limited) comprise the Quilter Investment Platform business, which forms part of the Affluent segment within the Quilter plc group ("the Group"). The Group re-segmented in 2021, in the prior year the Company formed part of the Advice and Wealth management segment.

Quilter plc is the ultimate parent company and delivers strategic and governance oversight. Quilter plc's ordinary shares are listed on the London and Johannesburg Stock Exchanges. Since the listing of the Group in June 2018, the Group's businesses have progressively rebranded to Quilter. Following the final migration to the new platform the business rebranded from Old Mutual Investment Platform to Quilter Investment Platform.

The Company is authorised and regulated by the Financial Conduct Authority ("FCA") and Prudential Regulation Authority ("PRA").

Quilter plc Strategy

Quilter plc strategy is focussed on growing with its clients and advisers, enhancing the efficiency of its operations, increasing digitalisation across the business and being a responsible wealth manager. This will enable Quilter to increase flows from both its own advisers and independent financial advisers, manage more of those flows in investment solutions and increase efficiency of doing so, delivering top line growth and operating leverage. Those priorities are underpinned by embodying a diverse and inclusive culture, where colleagues embrace Quilter's cultural values of being pioneering, dependable and stronger together which aids achieving Quilter's goals and benefits all of its stakeholders.

Streamlined Energy and Carbon Reporting

The Group is committed to managing its environmental impact and supports the Carbon Disclosure Project ('CDP'), a globally recognised initiative for companies to measure, manage, disclose and reduce their environmental impacts. A full explanation of how the Directors have had regard to the impact on the environment is contained within the Quilter plc Annual Report 2021 as per the requirements of Streamlined Energy and Carbon Reporting. The Company is exempt from reporting Company specific information as it is a subsidiary of the Group.

Quilter Life and Pensions Limited Strategy

The platform migration project was completed successfully with the safe transition of customers' investments, whilst offering advisers and their customers significantly enhanced functionality, flexibility and choice. The project was one of the largest and most complex platform migrations in our industry and its success – delivered during the second COVID-19 wave in the UK – can be attributed to the Company's focus on the customer.

In line with the FCA's Retirement Outcomes Review (PS19/21), the Company introduced investment pathways for non-advised customers that are not comfortable to make their own investment decisions via the pension drawdown product, the Collective Retirement Account ('CRA').

With the platform migration complete, strategic initiatives will focus on deepening the value of Quilter's integrated proposition and experience for customers. Specific initiatives include the continued improvement in the identification and servicing of 'vulnerable customers' and broadening the flagship 'WealthSelect' proposition with greater customer personalisation options.

STRATEGIC REPORT (continued)

KEY PERFORMANCE INDICATORS (KPIs)

Table A on the following page shows the key performance indicators the Company uses to manage business performance. The Company assesses its financial performance using a variety of alternative performance measures (APMs). APMs are not defined by the relevant financial reporting framework, but the Directors use them to provide greater insight into the financial performance, financial position and cash flows of the Company and the way it is managed. APMs should be read together with the audited income statements and statement of financial position, which are presented in the financial statements on pages 21 - 24. Further details of APMs used by the Company are provided below.

| APM | Definition |
|-----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Adjusted profit (AP) | Represents the adjusted profit before tax of the Company. It adjusts profit for key adjusting items and excludes non-core operations, the quantum of these is shown in table B. Due to the nature of the Company's business, we believe that adjusted profit is an appropriate basis by which to assess the Company's underlying operating results and it enhances comparability and understanding of the financial performance of the Company. |
| Gross sales | Gross sales are the gross client cash inflows received from customers during the period and represent our ability to increase assets under administration and revenue. |
| Assets under administration | Represents the total market value of all financial assets administered on behalf of customers and excludes shareholder assets. |
| Net client cash flow (NCCF) | The difference between money received from and returned to customers during the relevant period. This measure is considered to be a lead indicator of reported net revenue. |

The Company achieved gross sales of £5.0bn (2020: £3.5bn) in the year. Gross sales are up on prior year due to a combination of the return of advisor activity levels following the impacts of the COVID-19 pandemic and national lockdowns in 2020, a greater number of customers deciding to top up their policies and the full launch of the new platform. The launch of the new platform has been well received by our existing supporting advisors and as a result we are winning a greater share of new business. NCCF was £2.3bn (2020: £1.4bn). NCCF is higher than 2020 as a result of the improved gross sales performance offset by outflows returning to normal levels following subdued levels in 2020 due to the impacts of the COVID-19 pandemic.

The Company's Assets under Administration has increased by £5.5bn to £41.1bn (2020: £35.6bn). The increase is due to positive net client cash flows of £2.3bn, with the remaining £3.2bn due to market movements.

The business continues to be profitable on an adjusted profit basis. The Company's adjusted profit after tax of £33.9m is broadly unchanged from £34.3m in 2020. During the year higher revenues driven by strong positive NCCF and market growth have been offset by higher administration expenses as a result of the go-live of the FNZ system, stranded costs following Group business disposals and higher regulatory fees and levies.

The expenditure for the UK Platform Transformation Programme is regarded as one-off and transformational in nature and is therefore excluded from the adjusted profit results.

On a statutory basis, the Company has made a post-tax profit of £17.2m in 2021 compared to a post-tax profit of £23.7m in 2020. High levels of market volatility over 2020 and 2021 have had significant impacts on the Company's result. The recognition of income received from policyholders (which is included within revenue) to fund the policyholder tax liability can vary in timing to the recognition of the corresponding policyholder tax expense, creating volatility within the Company's profit before tax.

STRATEGIC REPORT (continued)

Table A: Key performance indicators:

| | 2021 £m | 2020 £m |
|---------------------------------|------------|------------|
| Gross sales | 5,007.0 | 3,545.3 |
| Net client cash flow | 2,312.9 | 1,435.9 |
| Assets under administration | 41,128.9 | 35,628.0 |
| Adjusted profit (AP) before tax | 39.8 | 40.6 |
| Adjusted profit (AP) after tax | 33.9 | 34.3 |
| Profit after tax | 17.2 | 23.7 |

Table B: Reconciliation between adjusted profit before tax and profit after tax:

| | 2021 £m | 2020 £m |
|----------------------------------------------------|-------------|-------------|
| Adjusted profit before tax | 39.8 | 40.6 |
| Adjusting items | (20.5) | (10.1) |
| Profit before tax (net of policyholder tax) | 19.3 | 30.5 |
| Income tax attributable to policyholder return | 72.9 | 35.6 |
| Profit before tax | 92.2 | 66.1 |
| Total tax expenses | (75.0) | (42.4) |
| Profit after tax for the financial year | 17.2 | 23.7 |

Adjusting items include the Company's share of the Platform Transformation Programme spend of £13.3m (2020: £18.8m). In addition, adjustments to policyholder tax are made to remove distortions arising from market volatility and other non-operating items that can in turn lead to volatility in policyholder tax reported on a statutory basis between periods. During 2021 this resulted in an adjustment of (£7.2m) (2020: £8.7m). Note 9 provides information regarding the impacts of market volatility on policyholder tax reported within the profit after tax for the financial year.

FINANCIAL POSITION AT THE END OF THE YEAR

The Company's total net assets have increased from £185.1m to £192.3m over the course of the year. In the year, £10m dividends were paid to the parent entity (2020; £20m).

STATEMENT OF GOING CONCERN

The use of the going concern basis of accounting is considered appropriate, taking into account the Company's current financial position, future expected profitability, the principal risks facing the business and the effectiveness of the mitigating strategies which are or will be applied. The Company is well placed to manage its business risks in the context of the current economic outlook and has sufficient financial resources to continue in business for a period of at least 12 months from the date of approving these financial statements. Further details of the assessment of going concern, are included in note 2.

SECTION 172 (1) STATEMENT

The Company is a wholly owned subsidiary of Quilter plc and therefore operates in line with the strategy, policies and practices that are set by the Quilter plc Board and are described in the Quilter plc Annual Report. The following statement should therefore be read in conjunction with the Quilter plc Annual Report 2021.

In order to ensure decision-making bodies within Quilter continue to take their decisions on a fully informed basis, the Group has taken steps to further embed management's and Directors' understanding of the responsibilities ascribed to directors under section 172 (1) of the Companies Act 2006 at a Quilter plc level and across its management committees and subsidiaries including the Company. Quilter Corporate Secretariat continues to engage with management to explain the importance of the considerations referred to in section 172 (1) as part of good decision-making, to ensure that proposals coming to the Board contain appropriate

STRATEGIC REPORT (continued)

information on the potential impact of business decisions on all stakeholders of the Company and other relevant matters. Examples of best practice have been provided and rolled out to the business, with further explanation and guidance on directors' duties. Insights into how Quilter plc has ensured that section 172 (1) considerations remain at the heart of the Group's decision-making at all levels and the outputs of these decisions have been set out in the Quilter plc Annual Report.

In overseeing the business of the Company during the year, the Board of the Company has paid due regard to its duty to promote the success of the Company for the benefit of Quilter plc, its ultimate parent company, in the long-term, by supporting the delivery of the Group's strategic priorities.

The Board, and where appropriate its Governance, Audit and Risk Committee, considers and discusses information from across the organisation to help it understand the impact of the Company's operations, and the interests and views of our key stakeholders. It also reviews strategy, financial and operational performance as well as information covering areas such as key risks, legal and regulatory compliance. This information is provided to the Board through reports sent in advance of each Board meeting, and through in-person presentations.

The Board received the following regular reports during 2021:

- Chief Executive Officer's Report: provides the CEO's summary views of the significant matters impacting the Quilter Investment Platform business.
- Finance Report: updates the Board on the Company's financial performance against the Business Plan, prior year performance and other Key Performance Indicators.
- Chief Operating Officer's Report: this provides the Board with an update across Operations, covering Client Services, customer complaints, as well as people metrics such as staff engagement.
- Chief Risk Officer's Report: this report provides an update on the Second Line opinion on the material risks to which the Company is exposed.
- Customer Reports: these provide updates on customer outcomes, any changes to customer terms and conditions as well as monitoring of investment performance.
- Distribution Report: a regular performance update on gross and net client cash flows against the business plan, how the Company's products are performing and any relevant topics and influences impacting the market and sales.

Maintaining an open and transparent relationship with our regulators is a key priority and the Board and the GARC receive regular reporting on key regulatory engagement, and the Chief Risk Officer, as a standing attendee of each meeting, provides further updates as needed. The GARC has also spent time reviewing the regulatory horizon and the action being taken to ensure the Company is, and will continue to, meet regulatory expectations.

The Board reviews the Company's conflicts of interest register at least annually to ensure that management are active in their assessment and mitigation of conflicts in order to protect the interests of Quilter's customers.

The importance of our suppliers is acknowledged by the Board and supplier relationships are managed and maintained in line with Quilter Group policy. Please refer to the Quilter plc 2021 Annual Report for further information on how we foster relationships with our suppliers.

The following are some examples of how the Directors have had regard to the matters set out in section 172 (1) when discharging their duties:

The final stage of the Platform Transformation Programme completed in February 2021, with approximately £14bn of assets and more than 5,000 advisers and customers, across Quilter Investment Platform, moved to the new investment platform. In collaboration with the Quilter plc Board Technology and Operations Committee, the Board continued to scrutinise the work of both management and the outsourced provider of the new platform in advance of the final migration of client assets.

Inevitably there have been challenges in implementing the new investment platform in the midst of a global pandemic. Operations have been the most directly impacted by the continuing impacts of the COVID-19 pandemic, with the challenges of remote working and heightened sickness levels needing to be managed in the face of increased client demand. Whilst service levels were maintained in the immediate migration period, in response to a subsequent decline the Board spent more time focusing on the management response to improve service levels as well as the programme of upgrades that would enable the Company to better

STRATEGIC REPORT (continued)

support its customers. The Operations teams worked hard to provide support for advisers and customers who had been impacted by service issues and the end of the year saw a return to more stable service levels.

PRINCIPAL RISKS AND UNCERTAINTIES

Risk Profile

The Company is exposed to a number of risks as a result of its business model, including certain strategic, business, operational, financial and regulatory risks. The large and complex platform transformation programme was largely delivered during 2020, with the final elements delivered in Q1 2021.

This has changed the risk profile of the Company, with many activities previously performed in-house now being undertaken by an outsource service provider FNZ and management of these services is a key area of focus. In addition, almost all of the Company's Principal Risks and Uncertainties have been impacted to some degree by COVID-19, although the Company was able to respond well to the challenges with a combination of remote working and core staff on premises throughout. The Company continues to manage against its risk appetite with the aim of ensuring delivery of the long-term commitments to customers and shareholders.

The COVID-19 pandemic continued to have a significant impact on the economy, with the Omicron variant which emerged in Q4 2021 necessitating a return to homeworking for a short time. However, Omicron's lesser severity and the success against severe illness may indicate the transition of COVID-19 into an endemic disease. Markets generally performed well in 2021 following the falls caused by the pandemic in 2020, but the economic outlook remains uncertain with strong inflationary pressures, which may result in rising business expenses and impact on customer's ability to save and invest in the forthcoming period. Market sentiment may also be affected by the domestic political situation and the evolving Ukraine crisis, as well as the increase in government borrowing and how this may shape government policy going forward.

The Company expects regulatory risk to continue to be high, with continuing regulatory focus in connection with the pensions business. As part of the FCA Retirement Outcomes Review, Investment Pathways for non-advised drawdown customers was introduced in Q1 2021. In the medium to longer term there is anticipation of further regulation around non-workplace pensions and disruption to portfolio management processes driven by the likely introduction of a significant notice period between redemption requests and the date of trading for property funds. The Company continues to be transparent and responsive with the regulators to help manage and build these relationships.

The Company manages these risks through the Quilter Enterprise Risk Management framework, which includes a consistent set of risk definitions, policy suite, and risk strategy. A set of strategic risk appetite principles have been established which are linked to the business strategy. These principles provide the guidance on the Company's attitude towards key areas of risk and support and the ongoing management and oversight of risk. They are supported by a series of more granular risk appetite measures and key risk indicators, which are monitored to ensure that risks are managed within appetite. The risk appetite and measures are periodically reassessed, to ensure they remain relevant in implementing the business strategy. Stress and scenario testing is performed regularly to test the resilience of the business.

The Directors have carried out a robust assessment of the principal risks facing the Company, including those that would threaten its business model, future performance, solvency and liquidity. The articulation of these principal risks and uncertainties are consistent with the Group's Enterprise Risk Framework categorisation, and with Top Risk reporting that is undertaken quarterly to the Board.

The Board requires management to put in place actions to mitigate these risks, and controls to maintain risk exposures within acceptable levels defined by the risk appetite.

In the following table, the Company's principal risks and uncertainties are set out, including the key mitigants being implemented by management.

STRATEGIC REPORT (continued)

| Current impact and risk outlook | Risk mitigation and management actions |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><u>Economic environment</u></p> <p>The Company's principal revenue streams are asset-value related and as such the Company continues to be exposed to the condition of the global economic markets. Whilst market conditions generally stabilised during 2021 from the COVID-19 pandemic, the evolving Ukraine crisis is having an impact on the economic environment in early 2022 resulting in short term market volatility. Volatility in debt, equity and currency markets may adversely impact customer investment portfolios, which in turn impacts the Company's ability to generate fee-based revenue.</p> | <p>Regular stress and scenario testing is carried out, which includes stresses and scenarios based on severe economic conditions and political events. These allow the Company to understand the impact of potential events on earnings, liquidity and capital resilience.</p> <p>The Company aims to ensure the cost base can flex to mitigate volatility in its revenues. Potential management actions to mitigate these impacts are subject to approval by the Company's Board.</p> |
| <p><u>Competitor and margin risk</u></p> <p>The Company is exposed to external margin pressure whereby competitive market changes may reduce the attractiveness of the proposition. If the proposition is not compelling, sustainable and profitable, then there is a risk the Company may not be able to meet its business plan targets and objectives.</p> <p>COVID-19 has accelerated the demands for a highly digitised offering, with tactical enhancement and longer-term initiatives under consideration.</p> | <p>The customer proposition has been designed to be competitive and meet customer needs.</p> <p>The delivery of the new platform infrastructure has further enhanced capacity to respond to competitive market changes.</p> |
| <p><u>Customer and conduct risk</u></p> <p>Risks to customers are inherent within the Company's business model and can occur at any point in the customer journey or product lifecycle.</p> <p>Failure to ensure fair customer outcomes, either as a result of poor conduct, poor administration or products not performing as expected, has implications for our reputation and could result in loss of new and existing business, increased complaints and rectification costs, and regulatory censure.</p> <p>Customer and conduct risk remains an area of regulatory focus across the business.</p> | <p>Good customer outcomes are defined and processes are put in place to achieve these for customers. Product development starts from an understanding of customer needs and preferences and engages with customers in areas such as the ongoing development of customer communications.</p> <p>The Customer Outcomes Forum reviews any areas where customer outcomes may be affected significantly and ensures appropriate action is taken where that risk arises.</p> <p>The group's Regulatory and Conduct Risk teams provide strong oversight, challenge and advice to the business. The Code of Conduct, reinforced by mandatory training, sets out expectations of all staff.</p> |

STRATEGIC REPORT (continued)

| Current impact and risk outlook | Risk mitigation and management actions |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><u>Delivery of strategic change initiatives</u></p> <p>The Company faces execution risk from the implementation of the business strategy. This includes ongoing enhancements following delivery of the new platform infrastructure to ensure it provides a robust and stable IT infrastructure for the business to use.</p> <p>Preserving the control environment and ensuring fair customer outcomes remains crucial whilst effectively prioritising activity to balance customer, regulatory, propositional and wider strategic needs. Business capacity also continues to be a key risk area.</p> | <p>In delivering strategic change initiatives, the Company seeks to identify, manage and control risk. Where the identified risk is, or may become, outside of the risk appetite, prompt and appropriate actions are taken to ensure the Company continues to maintain effective controls to deliver appropriate business and customer outcomes.</p> <p>The Company is fully engaged with its regulators on the most significant change programmes to ensure that their requirements are met and to demonstrate that the customers are at the forefront of the business.</p> <p>The Company has appropriate governance and control processes managed through the three lines of defence model to manage and mitigate this risk exposure.</p> <p>All material projects are subject to professional programme and project management processes. Change initiatives are delivered by first-line management with second-line oversight and challenge with third-line assurance. External business support, subject matter experts and assurance partners are also used for significant change initiatives.</p> <p>Improvements to supplier risk management processes are made continuously to achieve strong outsourced supplier controls and governance in support of major change programmes.</p> |
| <p><u>People risk</u></p> <p>The Company relies on its talent to deliver its service to customers and to implement the broad range of strategic change initiatives that are planned. People risk has remained heightened during the pandemic as employees have adapted to new ways of working during a period of significant change. Poor staff engagement, failure to retain key staff or to attract suitable talent may impact the delivery of the strategy and may have an adverse impact on the Company's business, its financial and operational performance and the delivery of service to its customers.</p> | <p>Risks to our people plan continue to be mitigated through a series of key actions. These include a monthly assessment of our core people metrics including engagement, absence and turnover. In addition, the core change programmes each have a people work stream focused on a range of areas such as communication and line manager upskilling.</p> <p>A significant programme was rolled out to support staff during the COVID-19 pandemic and the Platform Transformation Programme transition period.</p> |

STRATEGIC REPORT (continued)

| Current impact and risk outlook | Risk mitigation and management actions |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><u>Regulatory risk</u></p> <p>The Company is exposed to a high degree of regulatory change. While such change can present opportunities, it can increase costs and impact products and services.</p> <p>The Company continues to see significant impact from regulatory change through, for example, the future introduction of new Consumer Duty rules, new regulations around Non-Workplace Pensions, and the DWP proposals for a Pensions Dashboard.</p> <p>The Company is exposed to the risk of not maintaining strong relationships and trust with regulators. This is critical to the business.</p> | <p>Forthcoming regulatory change is reviewed to ensure the Company is well placed to make any changes required to comply fully when such changes are implemented. Work streams are set up to deliver the requirements of regulatory changes.</p> <p>The Company focuses on being transparent, responsive and proactive in dealings with regulators to help to manage and build these relationships.</p> <p>The compliance framework is overseen at a Group level by the Quilter Board Risk Committee which derives its authority from Quilter plc, and at a local level by the Governance, Audit and Risk Committee of Quilter Life & Pensions Limited. (formerly Old Mutual Wealth Life & Pensions Limited).</p> |
| <p><u>Information/Cyber security risk</u></p> <p>The Company's business, by its nature, requires it to store, retrieve, evaluate and utilise customer and company data and information, some of which is highly sensitive. The Company is subject to the risk of information security breaches by parties with criminal or malicious intent. Should the Company's intrusion detection and anti-penetration software not anticipate, prevent or mitigate a network failure or disruption, it may have a material adverse effect on the Company's customers, business, financial condition, operations and reputation.</p> | <p>The Company continues to review and enhance its security risk framework to ensure it has controls to manage and mitigate this key risk.</p> <p>Monitoring of industry experience, awareness campaigns, estate scanning and penetration testing exercises are performed to identify security vulnerabilities within the Security Risk Framework and these are used to ensure appropriate plans are in place to mitigate any weaknesses that are identified. The Company continues to refine and test its crisis management plans which set out the steps to be taken to recover the business in the event of a cyber attack.</p> |
| <p><u>Information technology risk:</u></p> <p>The Company is highly dependent on its technology infrastructure and applications to perform necessary business functions, including to support the provision of services to customers.</p> <p>Failure to manage this risk could have a material adverse impact on the Company's business, financial condition, results of operations and prospects and reputation.</p> <p>This risk has now reduced following the migration of all customers to the FNZ platform and the decommissioning of the legacy platform. The Company has moved away from using internal servers in favour of Cloud/Third Party solutions.</p> | <p>The Company has defined and tested resilience plans in place and systems are actively monitored to identify issues in a timely manner.</p> <p>IT estate management programmes are in place to ensure systems remain supported and fit for purpose.</p> <p>The Company has documented IT policies and standards and compliance with these is monitored on a regular basis.</p> <p>A large element of this risk has transferred to third party risk with the completion of the Platform Transformation Programme.</p> |

STRATEGIC REPORT (continued)

| Current impact and risk outlook | Risk mitigation and management actions |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Third Party outsourcing risk</p> <p>The Company procures certain services from third parties, which has increased given the significant business process and technology outsourcing to FNZ. If the Company does not effectively oversee its third-party providers to ensure delivery of services and the resolution of issues, the third parties do not perform as anticipated, or the Company experiences technological or other problems with a third party, the Company may not realise productivity improvements or cost efficiencies and may experience operational difficulties, increased costs and loss of business, customer detriment and damage to its reputation.</p> | <p>In order to manage these risks effectively and consistently across the Group, Quilter has defined a Third Party Risk Management Framework that includes a policy and standards that apply to both external and intra-Group outsourcing. The ongoing embedding of the framework, policy and standards are supported by a continued evolution of oversight approach.</p> <p>In addition, key risk areas and service performance are overseen by a number of Joint Governance Forums between the Company and FNZ.</p> |

Emerging risk radar

The Company is a long-term business and as such it monitors risks which are less certain in terms of timescales and impact. The emerging risk profile is subject to regular review by management committees and the Board. The identification of these risks contributes to the stress and scenario testing which feeds into the strategic planning process and informs the capital calculations. The following are the most emerging risks:

Short term:

Cyber threat developments

Evolving sophisticated cyber criminality presents a persistent threat of attack, capable of compromising the continuity of operations, or the security and integrity of information.

Margin pressure

There is increasing competitive pressure to provide wealth management services at a lower overall cost base. There is a need to reduce the sum of advice fees, platform costs and fund management costs to remain competitive.

Economic outlook

The economy is expected to return to pre-COVID-19 levels in 2022. However, rising cost pressures, post-pandemic demand, supply issues, post-Brexit trading issues and the reversal of temporary tax cuts have caused inflation to rise. The Bank of England expects inflation to continue to rise, before falling back to the 2% per annum target in about 2 years' time. Continued inflationary pressure could lead to interest rate rises, affecting investment performance, increasing expenses and affecting customers' ability to save. In addition to the severe humanitarian and geopolitical impacts, the Ukraine crisis is likely to contribute increased economic uncertainty and market volatility linked to commodity and energy price shocks which could threaten economies emerging from two years of pandemic. These impacts could significantly impact on consumer confidence and ability to save and invest which could impact business performance.

Medium term:

Disruptive competition & technology

There is increased competition in the wealth management industry and an acceleration in technological advancements. A rapidly shifting external environment brings opportunity for greater competitive disruption with potential to erode the Company's market share.

Climate change – disorderly transition to net zero

Accelerating action towards the goals of the Paris Agreement was a key goal of the COP26 climate change conference in Glasgow in November 2021. Securing global net zero emissions by mid-century is a stretching demand. A disorderly transition to a low carbon economy could have financial impacts for Quilter caused by investment volatility or increased costs due to additional regulatory burden.

Political changes and taxation

Restoration of public finances after the pandemic may require further changes to the tax regime, in addition to the rises in UK National Insurance that have been announced. These could include direct taxes on wealth or changes to pension tax relief for higher earners. Tax changes affecting customers' wealth and ability to save could impact investment flows and assets under advice and administration.

STRATEGIC REPORT (continued)

Longer term:

Generational shifts

The UK's ageing population, combined with the rapid growth in the total value of UK household wealth over the last 20 years, is causing shifts in generational wealth accumulation. A significant proportion of this wealth is held by the over-45s and, over the next 30 years, this is set to be transferred between generations as inheritance or gifts. A further intergenerational trend is the transfer of risk from institutions (employers, the state and financial service providers) to individuals, for example as seen in the pension industry. These trends present opportunities for the business in terms of increased demand for wealth management services, but the Company will also need to strategically adapt to changing future customer needs.

SOLVENCY II

The Company complies with the Solvency II capital regime. Solvency II is an EU directive that defines a set of requirements for European insurance entities in respect of the measurement of assets and liabilities, the assessment of risk based capital requirements, risk management and governance practices and external reporting to the public and to the PRA.

The UK continues to adopt the Solvency II rules at the end of the Brexit transition period ended on 31 December 2020.

Under Solvency II, the Company continues to review the capital strength and solvency of the business relative to the underlying business risks. The Company has applied the standard formula approach for the purposes of Solvency II in line with management's view that this is the most appropriate basis. The Company conducts annual assessments to ensure that this basis remains appropriate.

On behalf of the Board



L H Williams
Director
8 March 2022

DIRECTORS' REPORT

The Directors present their report and audited financial statements for the year ended 31 December 2021.

PRINCIPAL ACTIVITIES AND REVIEW OF BUSINESS

The review of the business and principal risks and uncertainties are disclosed within the strategic report.

CHANGE OF NAME

The Company changed its name on 8 June 2021 from Old Mutual Wealth Life & Pensions Limited to Quilter Life & Pensions Limited.

DIRECTORS

The Directors of the company who were in office during the year are listed below. The names of the current directors are listed on page 1.

A M Barnes

J E Gill

S K Goodsir (resigned 1 February 2021)

S D Levin

G M Reid

L H Williams (appointed 8 December 2021)

S V Wood (resigned 30 September 2021)

QUALIFYING THIRD-PARTY INDEMNITIES

Qualifying third-party indemnity provisions were in force (as defined by section 234 of the Companies Act 2006) during the course of the financial year ended 31 December 2021 for the benefit of the then Directors, and at the date of this report, are in force for the benefit of the Directors in relation to certain losses and liabilities which may occur (or have occurred) in connection with their duties/powers or office.

DIVIDENDS

During the year a dividend of £10m (9.8p per share) was remitted to Quilter UK Holding Limited (2020: £20m being 19.6p per share). The Directors are not going to propose any dividend payments before or on the date of approval of the accounts.

EMPLOYEES

The Company has no employees (2020: nil). As stated in note 7, management services are provided by Quilter Business Services Limited, a fellow Group undertaking.

FINANCIAL INSTRUMENTS

The financial risk management objectives and policies of the Company are disclosed in note 3.

POLITICAL DONATIONS

No political donations were made during the year (2020: £nil).

BUSINESS RELATIONSHIPS

The Company forms part of the Quilter Group, with Quilter plc providing strategic and governance oversight to each of its subsidiaries. During the course of their decision-making the Board of the Company, together with the Board of Quilter plc, have considered their duties to stakeholders, including the need to foster business relationships.

An explanation of how the directors have had regard to the need to foster the Company's business relationships with suppliers, customers and others, and the effect of that regard, including on the principal decisions taken by the Company during the financial year, has been set out in the Section 172 (1) Statement above and in the Quilter plc Annual Report, which does not form part of this report.

DIRECTORS' REPORT (continued)

CORPORATE GOVERNANCE STATEMENT

Quilter plc is subject to the requirements of the 2018 UK Corporate Governance Code (the Code) and complied with all its provisions during the year. The Company has chosen not to apply a governance code during the year. As a wholly owned subsidiary of Quilter plc, the Company has instead complied with the Quilter plc Group Governance Manual which sets out certain minimum standards and guidance for the governance frameworks of Quilter plc's subsidiaries.

The Board benefits from strong representation of independent Non-executive Directors who would be considered independent under the Code and who represent a majority on the Board. There is a clear division of responsibilities on the Board with the roles of the Chairman and the Executive Directors being clearly articulated in the Board Charter adopted by the Board.

The composition, succession plans and evaluation of the Board are overseen by the Quilter plc Board Corporate Governance and Nominations Committee. The Board has established a Governance, Audit & Risk Committee whose responsibilities include risk oversight, review of internal controls, review of financial reporting and the governance framework for the business. The Board has not established a Remuneration Committee or a Nominations Committee as the functions of such committees in relation to the Company are discharged at Quilter plc level.

CLIMATE CHANGE

In 2021, the Quilter climate change strategy was formalised with the objective to reduce Quilter's contribution to climate change and support the transition to a low carbon economy. To achieve this ambition, Quilter has developed a framework which is helping reduce our direct carbon footprint, embed climate considerations in our investment management and stewardship activity, offer clients climate focused investment solutions and align with the Taskforce on Climate-related Financial Disclosures ("TCFD").

DISCLOSURE OF INFORMATION TO AUDITORS

Each of the persons who is a director at the date of approval of this report confirms that:

- so far as the Directors are each aware, there is no relevant audit information of which the Company's auditors are unaware;
- each Director has taken all the steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This confirmation is given in accordance with the provisions of the Companies Act 2006.

INDEPENDENT AUDITORS

PricewaterhouseCoopers LLP have expressed their willingness to continue in the office as auditors in accordance with section 487 of the Companies Act 2006.

On behalf of the Board



L H Williams
Director
8 March 2022

STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE FINANCIAL STATEMENTS

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law).

Under company law, directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 101 have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are also responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006.

The directors are responsible for the maintenance and integrity of the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

On behalf of the Board



L H Williams
Director
8 March 2022

**INDEPENDENT AUDITORS' REPORT
TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED**

Report on the audit of the financial statements

Opinion

In our opinion, Quilter Life & Pensions Limited's financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2021 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the Statement of financial position as at 31 December 2021; the Income statement, Statement of comprehensive income and Statement of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

Our opinion is consistent with our reporting to the Governance, Audit and Risk Committee.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We remained independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, as applicable to public interest entities, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

To the best of our knowledge and belief, we declare that non-audit services prohibited by the FRC's Ethical Standard were not provided.

Other than those disclosed in note 7, we have provided no non-audit services to the Company or its controlled undertakings in the period under audit.

Our audit approach

Context

During our planning phase of the audit of the Company, we met with the Governance, Audit and Risk Committee and members of management across the business, to discuss and understand significant changes during the year, and to understand their perspectives on associated business risks. We used this insight, in addition to our previous year's assessment of the approach, when forming our views regarding the business, as part of developing our audit plan and when scoping and performing our audit procedures.

**INDEPENDENT AUDITORS' REPORT
TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED (continued)**

Overview

Audit scope

- The Company is managed from a single location and does not have any branches and so no scoping by location is performed; and
- We performed audit procedures on all material balances and line items in the financial statements, all of which was performed by the same engagement team with the exception of the use of our pricing specialists.

Key audit matters

- Valuation and existence of investment assets

Materiality

- Overall materiality: £1,900,000 (2020: £1,842,820) based on 1% of Net assets. A Practice Note 20 overall materiality of £404,700,000 (2020: £352,000,000) has been applied to unit-linked financial statement line items.
- Performance materiality: £1,425,000 (2020: £1,382,115). A Practice Note 20 performance materiality of £303,525,000 (2020: £264,000,000) has been applied to unit-linked financial statement line items.

The scope of our audit

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the financial statements.

Key audit matters

Key audit matters are those matters that, in the auditors' professional judgement, were of most significance in the audit of the financial statements of the current period and include the most significant assessed risks of material misstatement (whether or not due to fraud) identified by the auditors, including those which had the greatest effect on: the overall audit strategy; the allocation of resources in the audit; and directing the efforts of the engagement team. These matters, and any comments we make on the results of our procedures thereon, were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

This is not a complete list of all risks identified by our audit.

Impact of COVID-19 and Valuation of Level 3 Assets, which were key audit matters last year, are no longer included because of the impact of COVID-19 on the business now being well established and therefore not a particular area of focus in 2021 and the value of Level 3 assets being £24.4m in the current year and as such not representing a material or significant risk to the financial statements, instead a key audit matter around the valuation of all investment assets has been included.

INDEPENDENT AUDITORS' REPORT

TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED (continued)

| Key audit matter | How our audit addressed the key audit matter |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><i>Valuation and existence of investment assets</i></p> <p>The investment assets held by Quilter Life & Pensions Limited comprise of level 1 and level 3 assets, with level 3 investments representing suspended funds. The financial statements show an investment asset of £41.0bn as at 31 December 2021 of which £24.4m (2020: £414.7m) relates to level 3 assets, see note 19. Due to the majority of investments being level 1, the investments are mostly straight forward financial instruments and do not require significant judgement in calculating the valuation of the holdings. The majority of investments can be valued using observable inputs with no judgement involved.</p> <p>However, due to the magnitude of the investment balance on the financial statements as a whole this was an area of focus for our audit.</p> | <p>Investments are principally held for the benefit of the policyholders which relate solely to unit linked assets. As such they have been tested using a specific overall materiality level of £404.7m which we have determined based on our guidance set out in Practice Note 20 issued by the Financial Reporting Council ("FRC") for audits of insurers. Our work to address the valuation of the investment assets included the following procedures.</p> <p>For those assets where observable publically available prices can be obtained we have utilised our internal specialist pricing team to reprice these investment assets at 31 December 2021 and investigated any material differences identified.</p> <p>We have confirmed the existence of a sample of investment assets based on non-statistical methodology directly with the relevant third party (such as the fund administrator) as the number of units held indirectly impacts the year end valuation.</p> <p>We have tested the classification of the investment assets between level 1 and level 3 for the purposes of the disclosures in the financial statements.</p> |

How we tailored the audit scope

We tailored the scope of our audit to ensure that we performed enough work to be able to give an opinion on the financial statements as a whole, taking into account the structure of the Company, the accounting processes and controls, and the industry in which it operates.

The Company is a single legal entity incorporated in England and Wales. The Company is run out of the United Kingdom and the Company has a designated finance function who prepare the financial statements.

We are required to perform a full scope statutory audit over Quilter Life & Pensions Limited. We have determined the scope using our set materiality levels and performed procedures over those financial statement line items which are material through the monetary threshold or material by nature.

We applied materiality of £404.7 million (2020: £352 million) to the audit of unit-linked assets and liabilities in the Statement of financial position, related line items in the Income statement and related notes, determined with reference to a benchmark of total assets, of which it represents 1%. This materiality was applied solely for our work on matters for which a misstatement is likely only to lead to a reclassification between line items, in accordance with FRC Practice Note 20 The audit of Insurers in the United Kingdom.

A number of administrative services are provided to the Company by another group subsidiary, for which a recharge is received. The underlying expenses and the allocation basis on which that recharge is calculated have been tested as part of the statutory audit of that specific Group subsidiary in line with instructions provided by the Quilter plc engagement team.

Materiality

The scope of our audit was influenced by our application of materiality. We set certain quantitative thresholds for materiality. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures on the individual financial statement line items and disclosures and in evaluating the effect of misstatements, both individually and in aggregate on the financial statements as a whole.

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED (continued)

Based on our professional judgement, we determined materiality for the financial statements as a whole as follows:

| | |
|----------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Overall company materiality</i> | £1,900,000 (£1,842,820). |
| <i>How we determined it</i> | 1% of Net assets |
| <i>Rationale for benchmark applied</i> | In arriving at this judgement we considered the financial measures which we believe to be most relevant to the policyholders and regulators. Given the nature of the business, we believe that policyholders and the regulators are most focussed on balance sheet strength and capital held. As such, we have chosen a balance sheet benchmark of net assets. |

We use performance materiality to reduce to an appropriately low level the probability that the aggregate of uncorrected and undetected misstatements exceeds overall materiality. Specifically, we use performance materiality in determining the scope of our audit and the nature and extent of our testing of account balances, classes of transactions and disclosures, for example in determining sample sizes. Our performance materiality was 75% (2020: 75%) of overall materiality, amounting to £1,425,000 (2020: £1,382,115) for the Company financial statements.

In determining the performance materiality, we considered a number of factors - the history of misstatements, risk assessment and aggregation risk and the effectiveness of controls - and concluded that an amount at the upper end of our normal range was appropriate.

We agreed with the Governance, Audit and Risk Committee that we would report to them misstatements identified during our audit above £95,000 (2020: £92,000) as well as misstatements below that amount that, in our view, warranted reporting for qualitative reasons.

Conclusions relating to going concern

Our evaluation of the directors' assessment of the Company's ability to continue to adopt the going concern basis of accounting included:

- Obtained the directors' updated going concern assessment and challenged the rationale for assumptions on growth of assets under administration as well as asset returns. We used our knowledge of the Company's business performance, and corroborated to external market evidence where available. Our assessment included reviewing management's stress testing and scenario analyses.
- Obtained management's estimated Solvency capital position and evaluated these for consistency of available information and against management's own target capital ratios. We found that the Company maintained internal targets for its Solvency Capital Requirements (SCR) ratio, and its forecasts to remain compliant with all external regulatory capital requirements for the period covered by the going concern assessment.
- Inquired of management regarding the impact of climate change and reviewed the scenario analysis performed by management.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

However, because not all future events or conditions can be predicted, this conclusion is not a guarantee as to the Company's ability to continue as a going concern.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED (continued)

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Strategic report and Directors' report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on our work undertaken in the course of the audit, the Companies Act 2006 requires us also to report certain opinions and matters as described below.

Strategic report and Directors' report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic report and Directors' report for the year ended 31 December 2021 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic report and Directors' report.

Responsibilities for the financial statements and the audit

Responsibilities of the directors for the financial statements

As explained more fully in the Statement of directors' responsibilities in respect of the financial statements, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they determine 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, the directors are 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 the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditors' responsibilities for the audit of the financial statements

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

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

Based on our understanding of the Company and industry, we identified that the principal risks of non-compliance with laws and regulations related to breaches of UK regulatory principles, such as those governed by the Financial Conduct Authority and the Prudential Regulation Authority, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as the Companies Act 2006. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to manipulating growth in pre tax profits through posting journals to either overstate revenue or understate expenditure. Audit procedures performed by the engagement team included:

- Discussions with the Governance, Audit and Risk Committee and management including considerations of known or suspected instances of non-compliance with laws and regulations and fraud;
- Reviewing correspondence with the Financial Conduct Authority, Prudential Regulation Authority and HMRC in relation to compliance with laws and regulations;

INDEPENDENT AUDITORS' REPORT

TO THE MEMBERS OF QUILTER LIFE & PENSIONS LIMITED (continued)

- Reviewing Board minutes as well as Governance, Audit and Risk Committee meeting minutes;
- Assessment of matters reported on the Quilter plc's whistleblowing register that relate to the Company, including the quality and results of management's investigation of such matters; and
- Identifying and testing journal entries, in particular any journal entries posted with unusual account combinations, for example a credit to revenue and a debit to the statement of financial position (other than to expected accounts), which may be indicative of the overstatement or manipulation of revenue.

There are inherent limitations in the audit procedures described above. We are less likely to become aware of instances of non-compliance with laws and regulations that are not closely related to events and transactions reflected in the financial statements. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

Our audit testing might include testing complete populations of certain transactions and balances, possibly using data auditing techniques. However, it typically involves selecting a limited number of items for testing, rather than testing complete populations. We will often seek to target particular items for testing based on their size or risk characteristics. In other cases, we will use audit sampling to enable us to draw a conclusion about the population from which the sample is selected.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditors' report.

Use of this report

This report, including the opinions, has been prepared for and only for the Company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

Other required reporting

Companies Act 2006 exception reporting

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not obtained all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the Company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

Appointment

Following the recommendation of the Quilter Plc Board Audit Committee, we were appointed by the members on 19 May 2020 to audit the financial statements for the year ended 31 December 2020 and subsequent financial periods. The period of total uninterrupted engagement is 2 years, covering the years ended 31 December 2020 to 31 December 2021.



Mark Pugh (Senior Statutory Auditor)

for and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
London
8 March 2022

INCOME STATEMENT

for the year ended 31 December 2021

| | Note | 2021 £m | 2020 £m |
|------------------------------------------------------|------|------------------|------------------|
| REVENUE | | | |
| Investment contracts | | | |
| Fee income and other income from service activities | 4 | 175.8 | 146.5 |
| Other revenue | | | |
| Investment return | 5 | 3,292.0 | 2,272.5 |
| Other income | | 0.5 | 0.8 |
| TOTAL REVENUE | | <u>3,468.3</u> | <u>2,419.8</u> |
| EXPENSES | | | |
| Insurance contract claims | | | |
| Claims incurred - gross amount | | (0.4) | (0.4) |
| Other charges | | | |
| Change in investment contract liabilities | 11 | (3,292.0) | (2,271.4) |
| Commission expenses | 6 | (7.8) | (9.0) |
| Change in contract costs | 10 | 1.4 | 0.3 |
| Administrative expenses | 7 | (77.0) | (72.7) |
| Other expenses | | (0.1) | (0.3) |
| Interest payable | | - | (0.1) |
| Impairment losses | 16 | (0.2) | (0.1) |
| | | <u>(3,375.7)</u> | <u>(2,353.3)</u> |
| TOTAL EXPENSES | | <u>(3,376.1)</u> | <u>(2,353.7)</u> |
| PROFIT BEFORE TAX | | <u>92.2</u> | <u>66.1</u> |
| Policyholder tax | 9 | (72.9) | (35.6) |
| Profit after policyholder tax before shareholder tax | | 19.3 | 30.5 |
| Taxation | 9 | (75.0) | (42.4) |
| Less: policyholder tax | | 72.9 | 35.6 |
| Shareholder tax | | <u>(2.1)</u> | <u>(6.8)</u> |
| PROFIT FOR THE YEAR | | <u>17.2</u> | <u>23.7</u> |
| Attributable to equity holders | | <u>17.2</u> | <u>23.7</u> |

All the above amounts in the current and prior year derive from continuing activities.

The notes on pages 25 to 57 are an integral part of these financial statements.

STATEMENT OF COMPREHENSIVE INCOME

for the year ended 31 December 2021

| | 2021 £m | 2020 £m |
|------------------------------------------------|-------------|-------------|
| PROFIT FOR THE YEAR | <u>17.2</u> | <u>23.7</u> |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR | | |
| All attributable to equity holders | <u>17.2</u> | <u>23.7</u> |

The notes on pages 25 to 57 are an integral part of these financial statements.

STATEMENT OF CHANGES IN EQUITY

for the year ended 31 December 2021

| | Share capital £m | Retained earnings £m | Total shareholders' funds £m |
|-----------------------------------------|---------------------|-------------------------|---------------------------------------|
| Balance at 1 January 2020 | 102.0 | 79.4 | 181.4 |
| Total comprehensive income for the year | - | 23.7 | 23.7 |
| Dividends paid | - | (20.0) | (20.0) |
| Balance at 31 December 2020 | 102.0 | 83.1 | 185.1 |
| Total comprehensive income for the year | - | 17.2 | 17.2 |
| Dividends paid | - | (10.0) | (10.0) |
| Balance at 31 December 2021 | 102.0 | 90.3 | 192.3 |

Retained earnings include capital contributions made to the company in prior years. Capital contributions represent amounts received from the parent company and are reflected within equity as there is no obligation to repay the contributions nor is there any interest payable on the contributions.

The notes on pages 25 to 57 are an integral part of these financial statements.

STATEMENT OF FINANCIAL POSITION
at 31 December 2021

| | Note | 2021 £m | 2020 £m |
|----------------------------------------------------|------|-----------------|-----------------|
| ASSETS | | | |
| Contract costs | 10 | 5.7 | 4.3 |
| Investments in collective investment schemes | 14 | 0.4 | 8.1 |
| Investments held for the benefit of policyholders | 13 | 41,034.8 | 35,545.7 |
| Other investments | 15 | 0.5 | 1.3 |
| Current tax assets | | - | 15.8 |
| Other receivables | 16 | 104.3 | 103.9 |
| Cash and cash equivalents | 17 | 433.1 | 389.9 |
| Total assets | | <u>41,578.8</u> | <u>36,069.0</u> |
| EQUITY AND LIABILITIES | | | |
| CAPITAL AND RESERVES | | | |
| Share capital | 18 | 102.0 | 102.0 |
| Retained earnings | | 90.3 | 83.1 |
| Total equity attributable to equity holders | | <u>192.3</u> | <u>185.1</u> |
| LIABILITIES | | | |
| Liabilities for linked investment contracts | 11 | 41,070.5 | 35,591.1 |
| Deferred tax liabilities | 20 | 107.4 | 68.5 |
| Contract liabilities | 21 | - | 0.4 |
| Other provisions | 22 | 1.2 | 2.2 |
| Current tax liabilities | | 8.4 | - |
| Other payables | 23 | 199.0 | 221.7 |
| Total liabilities | | <u>41,386.5</u> | <u>35,883.9</u> |
| Total equity and liabilities | | <u>41,578.8</u> | <u>36,069.0</u> |

The notes on pages 25 to 57 are an integral part of these financial statements.

The financial statements on pages 22 to 57 were authorised and approved by the Board of Directors on 8 March 2022 and signed on its behalf by:



L H Williams
Director

Company registered number: 04163431

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

1 GENERAL INFORMATION

Quilter Life & Pensions Limited (formerly Old Mutual Wealth Life & Pensions Limited) ("the Company") is a private limited company limited by shares incorporated and domiciled in the United Kingdom ("UK"). The principal activities of the Company are disclosed in the strategic report on page 2.

The address of its registered office is disclosed in the Company information section on page 1.

2 SIGNIFICANT ACCOUNTING POLICIES

Basis of preparation

The financial statements of the Company for the year ended 31 December 2021 have been prepared in accordance with Financial Reporting Standard 101, 'Reduced Disclosure Framework' (FRS 101), Companies Act 2006 and applicable regulations. The accounting policies have been applied consistently for the years presented in these financial statements.

The financial statements have been prepared on the historical cost basis except for the revaluation of certain financial instruments, which are recognised at fair value, and in accordance with the Companies Act 2006. They have been prepared in sterling and are rounded to the nearest hundred thousand pounds.

The preparation of financial statements in conformity with FRS 101 requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed on page 27.

The following exemptions from the requirements of IFRS have been applied in the preparation of these financial statements, in accordance with FRS 101:

- Paragraph 38 of IAS 1, 'Presentation of financial statements' – comparative information requirements in respect of paragraph 79(a)(iv) of IAS 1;
- The following paragraphs of IAS 1, 'Presentation of financial statements':
 - 10(d) (statement of cash flows);
 - 16 (statement of compliance with all IFRS);
 - 38A (requirement for minimum of two primary statements, including cash flow statements);
 - 38B-D (additional comparative information);
 - 111 (statement of cash flows information);
- IAS 7, 'Statement of cash flows'.
- Paragraphs 30 and 31 of IAS 8, 'Accounting policies, changes in accounting estimates and errors' (requirement for the disclosure of information when an entity has not applied a new IFRS that has been issued but is not yet effective).
- Paragraph 17 of IAS 24, 'Related party disclosures' (key management compensation).
- The requirements in IAS 24, 'Related party disclosures', to disclose related party transactions entered into between two or more members of a Company;
- The requirements of the second sentence of paragraph 110 and paragraphs 118, 119(a) to (c), 120 to 127 and 129 of IFRS 15 Revenue from Contracts with Customers.

Change of basis of preparation

For the year ended 31 December 2021, the Company has adopted Financial Reporting Standard 101 ("FRS 101") as the basis of preparation for the Company's financial statements.

Prior to this, the Company's financial statements were prepared under International Financial Reporting Standards ("IFRS"). This includes the audited financial statements for the year ended 31 December 2020.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

There has been no change in the accounting policies, assumptions, judgements and estimates applied by the Company resulting from the adoption of FRS 101. Therefore, this change in basis of preparation has not resulted in any changes to the comparative results or balances brought forward from those previously reported in the Company's audited financial statements for the year ended 31 December 2020.

In adopting FRS 101 the Company has applied exemptions from disclosure normally required under IFRS. These exemptions applied are listed in the Basis of preparation.

New standards, amendments to standards, and interpretations adopted by the Company

There were no new standards or interpretations which became effective from 1 January 2021.

There are no amendments to accounting standards, or IFRIC interpretations that are effective for the year ended 31 December 2021 that have a material impact on the Company's financial statements.

Going concern

The Directors have considered the resilience of the Company, its current financial position, the principal risks facing the business and the effectiveness of any mitigating strategies which are or could be applied. This included an assessment of capital and liquidity over a three-year planning period concluding that the Company can withstand a severe but plausible downside scenario for at least the next 12 months after the date of signing the 2021 financial statements.

A wider assessment was carried out at a Quilter Group level and incorporated a number of stress tests covering a broad range of scenarios, including economic and market shocks of up to 40% falls in equity markets, mass lapse events, new business growth scenarios and severe business interruption, equivalent to 1-in-50 and 1-in-200 year events.

As a result, the Directors believe that the Company is well placed to manage its business risks in the context of the current economic outlook and has sufficient financial resources to continue in business for a period of at least 12 months from the date of approval of these financial statements and continue to adopt the going concern basis in preparing the financial statements.

Basis of consolidation

The Company is exempt, by virtue of section 400 of the Companies Act 2006, from the requirement to prepare consolidated financial statements.

These financial statements are separate financial statements.

Critical accounting estimates and judgements

The preparation of financial statements requires management to exercise judgement in applying significant accounting policies and make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements. Critical accounting estimates and judgements are those that involve the most complex or subjective assessments and assumptions which have a significant risk of resulting in material adjustment to the carrying amounts of assets and liabilities within the next financial year. Management uses its knowledge of current facts and circumstances and applies estimation and assumption setting techniques that are aligned with relevant actuarial and accounting guidance to make predictions about future actions and events. Actual results may differ from those estimates.

The Board reviews the reasonableness of judgements and estimates applied and the appropriateness of significant accounting policies adopted in the preparation of these financial statements. The area where an estimate has the most significant effect on the amounts recognised in these financial statements is summarised in the following table:

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

| Area | Critical accounting estimate | Note |
|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| Deferred tax - measurement | The estimation of future taxable profits is performed as part of the annual business planning process, and is based on estimated levels of assets under administration, which are subject to a large number of factors including worldwide stock market movements, related movements in foreign exchange rates and net client cash flow, together with estimates of expenses and other charges. The business plan, adjusted for known and estimated tax sensitivities, is used to determine the extent to which deferred tax assets are recognised. In general the Company assesses recoverability based on estimated taxable profits over a 3 year planning horizon. Where credible longer term profit forecasts are available the Company may assess recoverability over a longer period, subject to a higher level of sensitivity testing. | 20 |

This is discussed in more detail in the relevant accounting policy and notes to the financial statements.

Significant changes in the current reporting period

There are no significant changes in the current reporting period.

Financial instruments

Financial instruments cover a wide range of financial assets, including financial investments, trade receivables, intercompany receivable, cash and cash equivalents and certain financial liabilities, including investment contract liabilities and trade payables. Financial assets and financial liabilities are recognised in the Company's statement of financial position when the Company becomes party to the contractual provisions of the instrument. The Company derecognises a financial asset when the contractual rights to receive cash flows have expired or been forfeited by the Company. A financial liability is derecognised when the liability is extinguished.

The Company assesses the objective of a business model in which an asset is held at a portfolio level because this best represents the way the business is managed and information is reported to management. The assessment considers the stated portfolio policies and objectives. The Company determines its strategy in holding the financial asset, particularly considering whether the Company earns contractual interest revenue, for example to match the duration of financial assets to the duration of liabilities that are funding those assets or to realise cash flows through the sale of the assets. The frequency, volume and timing of sales in prior periods may be reviewed, along with the reasons for such sales and expectations about future sales activity. These factors enable management to determine which financial assets should be measured at fair value through the profit or loss ("FVTPL").

Initial measurement

A financial asset (unless it is a trade receivable without a significant financing component that is initially measured at the transaction price) is initially measured at fair value plus (for an item not at FVTPL) transaction costs that are directly attributable to its acquisition.

Subsequent measurement

The classification of financial assets depends on (i) the purpose for which they were acquired, (ii) the business model in which a financial asset is managed, and (iii) its contractual cash flow characteristics. The standard has four categories, of which two are applicable within the Company: FVTPL and amortised cost. This classification determines the subsequent measurement basis. The following accounting policies apply to the subsequent measurement of financial assets.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

| Measurement basis | Accounting policies |
|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Financial assets at FVTPL | These financial assets are subsequently measured at fair value. Net gains and losses, including interest and dividend income, are recognised in profit or loss. |
| Amortised cost | These financial assets are subsequently measured at amortised cost using the effective interest rate method. The amortised cost is reduced by impairment losses. Interest income and impairment are recognised in profit or loss. Any gain or loss on de-recognition is recognised in profit or loss. |

Amortised cost

A financial asset is measured at amortised cost if it meets both of the following conditions and is not measured at FVTPL:

- the asset is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- the contractual terms of the financial asset give rise to cash flows that are solely payments of principal and interest (“SPPI”) on the principal amount outstanding on specified dates.

For the purposes of this assessment, principal is defined as the fair value of the financial asset on initial recognition. Interest is defined as consideration of the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as profit margin.

Financial investments

All other financial assets that are not measured at amortised cost are classified and measured at FVTPL. In addition, on initial recognition, the Company may irrevocably designate a financial asset that otherwise meets the requirements to be measured at amortised cost, at FVTPL, if doing so eliminates or significantly reduces an accounting mismatch that would otherwise arise.

The Company’s interests in pooled investment funds and debt securities are mandatorily at FVTPL, as they are part of the Company’s financial assets which are managed and whose performance is evaluated on a fair value basis. These investments are recognised at fair value initially and subsequently, with changes in fair value recognised in investment return in the income statement.

The fair value of quoted financial investments, which represents the vast majority of the Company’s investments, are based on the bid value (within the bid-ask spread) which the Company considers to be the most representative of fair value. If the market for a financial investment is not active, or an external price is not readily available, the Company establishes fair value by using valuation techniques such as recent arm’s length transactions, reference to similar listed investments, discounted cash flow or option pricing models.

The Company recognises purchases and sales of financial investments on trade date, which is the date that the Company commits to purchase or sell the assets. The costs associated with investment transactions are included within expenses in the income statement.

Investments held for the benefit of policyholders

Investments held for the benefit of policyholders are subsequently stated mandatorily at fair value through profit or loss and reported on a separate line in the statement of financial position.

The assets are classified using the fair value through the profit or loss at initial recognition option with any resultant gain or loss recognised in the income statement. The changes in value are disclosed in note 13.

Investments held for the benefit of policyholders are valued at market prices on the last business day of the year.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

The valuation bases at the reporting date were as follows:

- Fixed interest and index-linked securities are valued at quoted bid prices;
- Equities and investment trusts are valued at quoted bid prices;
- Unit trusts are valued at quoted bid prices;
- Open Ended Investment Company (OEIC) assets are single priced funds and are valued at the quoted net asset value per share.

For assets that have been suspended from trading on an active market, the last published price is used. Many suspended assets are still regularly priced. At the reporting date all suspended assets are assessed for impairment.

Investments in collective investment schemes

Investments in collective investment schemes are recognised mandatorily at fair value initially and subsequently, with any resultant gain or loss recognised in the income statement. Investments in collective investment schemes comprise the Company's short term holdings of units, resulting from daily transactions between the Company and its policyholders.

Holdings in unit trusts are valued at quoted bid price for long positions and quoted offer price for short positions. OEIC assets are single priced funds and are valued at the quoted net asset value per share.

Suspended funds are valued using the last published price, which in many cases is available daily.

Other investments

Other investments are shareholder investments that are classified as 'designated at fair value through profit or loss' at initial recognition and are stated at quoted bid prices which equates to fair value, with any resultant gain or loss recognised in the income statement. They comprise UK Government fixed interest securities that were held to back the deferred tax liability. The current balance reflects the remainder of that investment, as any current and future tax liabilities are directly covered by cash.

Cash and cash equivalents

Cash and cash equivalents comprise cash balances, call deposits, money market collective investment funds and other short term deposits with an original maturity of three months or less.

Cash and cash equivalents held within money market collective investment funds are classified as FVTPL. All other cash and cash equivalents are classified as amortised cost which means they are initially recognised at fair value and subsequently carried at amortised cost using the effective interest method and are subject to the impairment requirements outlined below. The carrying amount of cash and cash equivalents, other than money market collective investment funds which are measured at fair value, approximates to their fair value.

Financial liabilities and equity

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. At inception, investment contract liabilities for unit-linked business are designated as financial liabilities and measured at FVTPL. For unit-linked contracts, the fair value liability is equal to the total value of units allocated to the policyholders, based on the bid price of the underlying assets in the fund. The FVTPL classification reflects the fact that the matching investment portfolio, that mirrors the unit-linked liabilities, is managed, and its performance evaluated, on a fair value basis. Other financial liabilities, including trade payables, are measured at amortised cost using the effective interest method.

Other payables and receivables

Other payables and receivables are classified at amortised cost. Due to their short term nature, their carrying amount is considered to be the same as their fair value.

Investments in subsidiary undertakings

Parent company investments in subsidiary undertakings are initially stated at cost. Subsequently, investments in subsidiary undertakings are stated at cost less any provision for impairment. An investment in a subsidiary is deemed to be impaired when its carrying amount is greater than its estimated recoverable amount, and there is evidence to suggest that the impairment occurred

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

subsequent to the initial recognition of the asset in the financial statements. All impairments are recognised in the parent company income statement as they occur.

Impairment of financial assets

The expected loss accounting model for credit losses applies to financial assets measured at amortised cost, contract assets but not to investments in equity instruments. Financial assets at amortised cost include trade receivables, intercompany receivables and cash and cash equivalents (excluding money market collective investment funds which are measured at fair value).

Credit loss allowances are measured on each reporting date according to a three stage expected credit loss ("ECL") impairment model:

Performing financial assets:

Stage 1

From initial recognition of a financial asset to the date on which an asset has experienced a significant increase in credit risk relative to its initial recognition, a stage 1 loss allowance is recognised equal to the credit losses expected to result from its default occurring over the earlier of the next 12 months or its maturity date ("12-month ECL").

Stage 2

Following a significant increase in credit risk relative to the initial recognition of the financial asset, a stage 2 loss allowance is recognised equal to the credit losses expected from all possible default events over the remaining lifetime of the asset ("Lifetime ECL").

The assessment of whether there has been a significant increase in credit risk requires considerable judgement, based on the lifetime probability of default ("PD"). Stage 1 and 2 allowances are held against performing loans; the main difference between stage 1 and stage 2 allowances is the time horizon. Stage 1 allowances are estimated using the PD with a maximum period of 12 months, while stage 2 allowances are estimated using the PD over the remaining lifetime of the asset

Impaired financial assets:

Stage 3

When a financial asset is considered to be credit-impaired, the allowance for credit losses ("ACL") continues to represent lifetime expected credit losses. However, interest income is calculated based on the amortised cost of the asset, net of the loss allowance, rather than its gross carrying amount.

Application of the impairment model

The Company applies the ECL model to two main types of assets that are measured at amortised cost: trade receivables (including intercompany receivables) and contract assets, to which the simplified approach prescribed by IFRS 9 is applied. This approach requires the recognition of a Lifetime ECL allowance on day one and thereafter.

ECLs are a probability-weighted estimate of credit losses. ECLs for financial assets that are not credit-impaired at the reporting date are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due in accordance with the contract and the cash flows that the Company expects to receive). ECLs for financial assets that are credit-impaired at the reporting date are measured as the difference between the gross carrying amount and the present value of estimated future cash flows. ECLs are discounted at the effective interest rate of the financial asset. The maximum period considered when estimating ECLs is the maximum contractual period over which the Company is exposed to credit risk.

The measurement of ECLs considers information about past events and current conditions, as well as supportable information about future events and economic conditions. The Company has implemented its impairment methodology for estimating the ECL, taking into account forward-looking information in determining the appropriate level of allowance. In addition it has identified indicators and set up procedures for monitoring for significant increases in credit risk.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

Credit-impaired financial assets

At each reporting date, the Company assesses whether financial assets carried at amortised cost and contract assets are credit-impaired. A financial asset is credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred. Evidence that a financial asset is credit-impaired includes events such as significant financial difficulty of the borrower or issuer, a breach of contract such as a default or past due event or the restructuring of a loan or advance by the Company on terms that the Company would not otherwise consider. The assumption that the credit risk for balances over 30 days significantly increases has been rebutted on the basis that some balances will exceed 30 days in the normal course of the settlement cycle, and therefore, there is no increase in the credit risk.

Presentation of impairment

Loss allowances for financial assets measured at amortised cost are deducted from the gross carrying amount of the assets.

Product classification

Investment contracts do not meet the definition of an insurance contract as they do not transfer significant insurance risk from the policyholder to the insurer. Unit-linked investment contracts are separated into two components being an investment management services component and a financial liability. The financial liability component is designated at FVTPL as it is managed on a fair value basis, and its value is directly linked to the market value of the underlying portfolio of assets. The Company does not share in the explicit returns of the assets held by the policyholder, apart from secondary exposure to future annual management fees that the Company expects to receive over the life of the policy.

"Hybrid" Insurance and investment contracts – unbundling

Generally, life and pensions contracts allow for a single classification at product class level. For those contracts containing both an insurance component, in the form of a capital protected death benefit, and an investment component, the Company has elected to unbundle these contracts and account for each component separately. Consequently, there are elements of insurance risk in the accounts, however these are currently immaterial and the likelihood of them becoming material is currently viewed as remote. On that basis the company has not presented policies associated with accounting for the insurance component of the contracts within these financial statements.

Contract costs

Incremental costs that are directly attributable to securing unit-linked investment contracts are deferred and recognised as contract costs if they can be identified separately and measured reliably and it is probable that the costs will be recovered. Contract costs are linked to the contractual right to benefit from providing investment management services, they are therefore amortised through the income statement as the related revenue is recognised. The period of amortisation is 10 years, which reflects the average number of years that policies stay within the business.

After initial recognition, contract costs are reviewed by category of business and are impaired to the extent that they are no longer considered to be recoverable. All other costs are recognised as expenses when incurred.

Other provisions

Provisions are recognised when the Company has an obligation, legal or constructive, as a result of a past event, and it is probable that the Company will be required to settle that obligation. Provisions are estimated as the Directors' best estimate of the expenditure required to settle the obligation at the reporting date and are discounted to present values where the effect is material.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

Fee income and other income from service activities

Fee income and other income from service activities represent the fair value of services provided, net of value added tax. Revenue is only recognised to the extent that management is satisfied that it is highly probable that no significant reversal of the revenue recognised will be required when uncertainties are resolved. In circumstances where refunds are expected on a portion of the income, an estimate of the reduction of revenue is made and charged to the income statement at the point of sale, based upon assumptions determined from historical experience.

The table below summarises the types of fee income generated by the Company:

| Type of fee | Description |
|------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fund based fees | This is periodic fee income based on the market valuation of the investment contracts. They are calculated and recognised on a daily basis in line with the provision of investment management services. |
| Fixed fees | This is periodic fee income which is fixed in value according to underlying contract terms and relates to the provision of services and transactional dealing fees. These are recognised on receipt. |
| Other fee income | Other fee income consists primarily of charges taken from unit-linked funds to meet future policyholder tax liabilities. Depending on the nature of the tax liability, the charges are either recognised at the point a transaction occurs on the unit-linked fund, or annually. |

Contract liabilities

Up until 2021 the bi-annual fixed investor charge, received in cash in advance, was deferred through the creation of a contract liability and released to income as the services were provided equally over the six months.

Following the final policy migration to the FNZ platform, the company has elected to apply the practical expedient of IFRS 15 due to the short period of deferral, and recognises fixed investors charge in the income statement upon receipt of cash.

Investment gains and losses

Realised investment gains and losses represent the difference between the net sales proceeds and the cost of the investment or value at the start of the year. The movement in unrealised investment gains and losses represents the difference between the carrying value of investments at the reporting date and the value at the start of the year, or the original cost where an investment is acquired during the year. The realised gains and losses and movement in unrealised gains and losses on investments arising in the year are included in the income statement.

Interest income

Interest income is accrued on a daily basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that financial asset's carrying amount.

Capital contributions

Capital contributions represent the amount received from the parent company and are reflected within equity as there is no obligation to repay the contribution nor is there any interest payable on the contributions.

Administrative expenses and other expenses

All expenses are recognised in the income statement as a cost when incurred.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

2 SIGNIFICANT ACCOUNTING POLICIES (continued)

Taxation

Current tax

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

Current tax is charged or credited to the income statement, except when it relates to items recognised directly in equity or in other comprehensive income.

Deferred tax

Deferred taxes are calculated according to the statement of financial position method, based on temporary differences between the tax base of assets and liabilities and their carrying amounts in the financial statements. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised.

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

Deferred tax is charged or credited to the income statement, except when it relates to items recognised directly in equity or in other comprehensive income.

Policyholder tax

Certain products are subject to tax on policyholder's investment returns. This 'policyholder tax' is an element of tax expense. To make the tax expense more meaningful, tax attributable to policyholder returns and tax attributable to shareholder profits is shown separately.

The tax attributable to policyholder returns is the amount payable in the year plus the movement of amounts expected to be payable in future years. The remainder of the tax expense is attributed to shareholders as tax attributable to shareholder profits.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES

Risk management framework

The Company has adopted the Quilter Enterprise Risk Management (“ERM”) framework as articulated in the Risk Review section of the Quilter plc Annual Report, which encompasses a number of elements, including: governance arrangements; end-to-end processes to facilitate the identification, measurement, assessment, management, monitoring and reporting of risk; and the incorporation of culture and behaviour in reward mechanisms. The ERM framework aims to align strategy, capital, processes, people, technology and knowledge in order to evaluate and manage business opportunities, uncertainties and threats in a structured and disciplined manner.

In this way Quilter seeks to ensure that risk and capital implications are considered when making strategic and operational decisions, and to ensure that the risk profile is understood and managed on a continuous basis within the approved risk appetite. An important element to risk management is a good management culture of risk-informed decision-making. Risk management is considered in assessing employee performance and development, and linked to remuneration and reward schemes. An open and transparent working environment which encourages all employees to embrace risk management is critical to the achievement of strategic priorities.

The risks faced by the Company are described below:

Market risk

Market risk is the risk of an adverse change in the level or volatility of market prices of assets, liabilities or financial instruments resulting in loss of earnings or reduced solvency.

Market risk arises primarily through potential reductions in future revenues. This may occur due to a fall in the value of underlying assets as a result of fluctuations in equity prices, bond prices, property prices, interest rates and foreign exchange rates.

The Company has adopted the Group Market Risk Policy which sets out the market risk management governance framework, permitted and prohibited market risk exposures, maximum limits on market risk exposures, management information and stress testing requirements.

The Company does not undertake any principal trading for its own account. The Company’s revenue is however affected by the value of assets under management and consequently it has exposure to equity market levels and economic conditions. Scenario testing is undertaken to test the resilience of the business to severe but plausible events and to assist in the identification of management actions.

The sensitivity of future earnings to the values of and income from investments is regularly monitored through sensitivity analysis performed for business planning purposes.

Equity and property price risk

In accordance with the Market Risk Policy, the Company does not invest shareholder assets in equity or property or related collective investments, except where the exposure arises due to:

- temporary, short-term holding of collectives in respect of fees due from clients and mismatches between policyholder unitised fund assets and liabilities. These mismatches are permitted, subject to maximum limits, to avoid excessive dealing costs. For this reason and because the dealing mismatches contain both long and short positions, the overall exposure to these mismatches is not considered to be material; and
- seed capital investments. Seed capital is invested within new unit-linked funds at the time these funds are launched. The seed capital is then withdrawn from the funds as policyholders invest in the funds. There is no seed capital exposure as at year-end 2021.

Excluding the above, equity assets are all held indirectly through collective investments to back unit-linked liabilities.

The Company derives revenues (e.g. annual management charges) and incurs costs (e.g. asset-based outsource costs) which are linked to the value of the underlying assets. Therefore future earnings will be affected by equity and property market performance.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES (continued)

The sensitivity of profit to changes in equity and property prices is given in the sensitivity analysis provided later in this section.

Interest rate risk

Interest rate risk arises primarily from exposure to movements in the value of fixed interest securities, which are held indirectly (through collective investments) for the benefit of policyholders, and movements in interest earned on company cash deposits.

A rise in interest rates would cause an immediate fall in the value of investments in fixed income securities within unit-linked funds, resulting in a fall in fund-based fees.

However, a rise in interest rates would enable a higher return on new investments, which in turn would cause unit-linked asset values to grow more quickly and so fund-based fees may be higher in the longer term.

A rise in interest rates would also result in higher interest earned on company cash deposits.

The sensitivity of profit to changes in interest rates is given in the sensitivity analysis.

Interest rates applicable to interest bearing financial instruments as at the reporting date

| | 2021 Fixed | 2021 Variable | 2020 Fixed | 2020 Variable |
|-----------------------------------|---------------|------------------|---------------|------------------|
| Assets: | | | | |
| Bonds | 1.89% | - | 3.07% | - |
| Deposits with credit institutions | - | 0.03% | - | 0.01% |

Currency risk

The Company is not exposed to direct currency risk and holds no foreign currency balances. However, the Company is exposed to currency risk indirectly through fund-based fees derived from unit-linked funds that hold assets denominated in foreign currencies. Therefore, a movement in exchange rates would affect the value of future fund-based fees received by the Company.

Credit risk

Credit risk is the risk of adverse movements in credit spreads (relative to the reference yield curve), credit ratings or default rates leading to a deterioration in the level or volatility of assets, liabilities or financial instruments resulting in loss of earnings or reduced solvency. This includes counterparty default risk, counterparty concentration risk and spread risk.

The Company has adopted the Group's credit risk framework that includes a Credit Risk Policy, Credit Risk Standard and Credit Risk Appetite. This framework applies to all activities where the Company is exposed to credit risk, either directly or indirectly, ensuring appropriate identification, measurement, management, monitoring and reporting of credit risk exposures.

The credit risk arising from all exposures is mitigated through ensuring the Company only enters into relationships with appropriately robust counterparties, adhering to the Credit Risk Policy. For each asset, consideration is given as to:

- the credit rating of the counterparty, which is used to derive the probability of default;
- the potential recovery, which may be made in the event of default; and
- any second order risks that may arise where the Company holds collateral against the credit risk exposure.

Credit risk exposures are monitored regularly to ensure that counterparties remain creditworthy, to ensure there is appropriate diversification of counterparties and to ensure that exposures are within approved limits. At 31 December 2021, the Company's material credit exposures were to financial institutions (primarily through the investment of shareholder funds), corporate entities (including external fund managers) and individuals (primarily through fund management trade settlement activities).

There is no direct exposure to Eurozone sovereign debt (outside of the UK) within the Company's shareholder investments.

The Company has no significant concentrations of credit risk exposure.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES (continued)

Investment of Company's funds

The risk of counterparty default in respect of the investment of the Company's funds is managed through:

- setting minimum credit rating requirements for counterparties;
- setting limits and key risk indicators for individual counterparties and counterparty concentrations;
- monitoring exposures regularly against approved limits; and
- ongoing monitoring of counterparties and associated limits.

Spread risk

Similar to equity risk, spread risk reflects the potential loss of future revenue resulting from adverse movements in credit spreads, negatively affecting the market value of corporate bonds, held indirectly through collective investments backing unit-linked liabilities.

Since Assets under Administration contain corporate bonds, when the spread on these bonds widen, their value falls, decreasing future fund-based revenues.

Spread risk is directly related to the size of the unit-linked bond holdings.

Other credit risks

The risk of default by financial advisers is managed through monthly monitoring of commission debt balances and the establishment of a net provision, when considered appropriate.

The Company is exposed to the risk of default by fund management groups in respect of settlements and rebates of fund management charges on collective investments held for the benefit of policyholders. This risk is managed through the due diligence process which is completed before entering into any relationship with a fund group. Amounts due to and from fund groups are monitored for prompt settlement and appropriate action is taken where settlement is not timely.

Legal contracts are maintained where the Company enters into credit transactions with a counterparty.

Details of the credit quality of debt securities can be found in note 15.

Impact of credit risk on fair value

Due to the Company's limited credit risk exposure, credit risk does not have a material impact on the fair value movement of financial instruments for the year under review. The fair value movements on these instruments are predominantly due to changes in market conditions.

Maximum exposure to credit risk

Credit ratings for financial instruments are included in the relevant notes. The Company's maximum exposure to credit risk does not differ from the carrying value disclosed in the relevant notes to the accounts.

Liquidity risk

Liquidity risk is the risk that there are insufficient assets or that assets cannot be realised in order to settle financial obligations as they fall due or that market conditions preclude the ability of the Company to trade in illiquid assets in order to maintain its asset/liability matching (ALM) profile.

The Company manages liquidity on a daily basis through:

- maintaining adequate high-quality liquid assets and banking facilities that are readily available, the level of which is informed through appropriate liquidity stress testing;
- continuously monitoring forecast and actual cash flows; and
- monitoring a number of key risk indicators to help in the identification of a liquidity stress.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES (continued)

The Company maintains and manages its local liquidity requirements according to its business needs within the overall Group Liquidity Risk Framework that includes a Group Liquidity Risk Policy, Group Liquidity Risk Standard and Group Liquidity Risk Appetite Statement. The framework is applied consistently across all businesses in the Group to identify, manage, measure, monitor and report on all liquidity risks that have a material impact on liquidity levels. This framework considers both short term liquidity and cash management considerations and longer term funding risk considerations.

Throughout the COVID-19 situation experienced in 2020 and 2021 the Company has operated above its individual liquidity targets and there were no new liquidity stresses identified over this period to include in the liquidity monitoring process. Daily liquidity updates continue to be provided to enable timely identification of any emerging issues.

Liquidity is monitored centrally by Group Treasury, with management actions taken at a business level to ensure each company has liquidity to cover its Minimum Liquidity Requirement, with an appropriate buffer set in line with the Group Risk Appetite Statement.

The Group maintains contingency funding arrangements to provide liquidity support to businesses in the event of liquidity stresses that are greater than their risk appetite. Contingency Funding Plans are in place for each individual business which set out the approach and management actions that would be taken should liquidity levels fall below minimum liquidity requirements. The plans undergo an annual review and testing cycle to ensure they are fit for purpose and can be relied upon during a liquidity stress.

Information on the nature of the investments and securities held is given in notes 13, 14 and 15.

Maturity schedule

The maturity dates of financial liabilities are shown below.

| | <3 months £m | 3-12 mths £m | 1-5 years £m | >5 years £m | Total £m |
|---------------------------------------------|-----------------|-----------------|-----------------|----------------|-------------|
| 2021 | | | | | |
| Liabilities for linked investment contracts | 41,070.5 | - | - | - | 41,070.5 |
| Other payables | 199.0 | - | - | - | 199.0 |
| | 41,269.5 | - | - | - | 41,269.5 |
| 2020 | | | | | |
| Liabilities for linked investment contracts | 35,591.1 | - | - | - | 35,591.1 |
| Other payables | 221.7 | - | - | - | 221.7 |
| | 35,812.8 | - | - | - | 35,812.8 |

Liabilities for linked investment contracts are classified as less than three months maturity; whilst the Company does not expect all liabilities to be settled within this period, the terms of the contracts allow the policyholders to redeem their policies at any time.

Operational risk

Operational risk is the risk that failure of people, processes, systems or external events results in financial loss, damage to the brand/reputation or adverse regulatory intervention, or government or regulatory fine.

Operational risk includes all risks resulting from operational activities, excluding the risks already described above and excluding strategic risks and risks resulting from being part of a wider group of companies.

Operational risk includes the effects of failure of administration processes, IT maintenance and development processes, investment processes (including settlements with fund managers, fund pricing and matching and dealing), product development

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES (continued)

and management processes, legal risks, risks relating to the relationship with third party suppliers and outsourcers, and the consequences of financial crime and business interruption events.

Operational risks are managed in accordance with the Group Operational Risk Policy and related standards consistent with the Enterprise Risk Management Framework, which has been adopted by the Company. Operational risk exposure is measured primarily through scenario assessments which use internal and external loss event data, Risk and Control Self Assessments, and expert judgement provided by the key subject matter experts. Resultant exposures are evaluated against the Company's risk appetite which is the process that drives operational risk reporting and management action.

In accordance with Group policies, management has primary responsibility for the identification, assessment, management and monitoring of risks, and the escalation and reporting of issues to executive management.

The Board has responsibility for implementing the Group Operational Risk management methodologies and frameworks, and for the development and implementation of action plans to manage risk levels within acceptable tolerances and resolve issues identified.

Risk and capital management

The potential impacts of risks on the capital resources and future profits of the Company are assessed regularly in order to assess the financial resilience of the business. Market and insurance risks are assessed through stress and scenario tests applied relative to business plan financial projections and the assumptions used to value statement of financial position liabilities. Operational risks are assessed using scenario-based risk assessments, constructed using expert judgement supplemented by review of the risk control processes in place, internal and external event data, key risk indicators and internal audit reports. Credit risks are assessed by determining the financial exposure to material counterparties and the likelihood of default of these counterparties. Credit ratings are used to assess the likelihood of default.

The Group Capital Management Policy sets out the key considerations and restrictions with regard to the amount of capital that is retained.

Capital is managed to the Company's solvency target which is set to ensure that the Company can maintain its own funds above the Solvency Capital Requirement under plausible but severe stresses. In addition, the Company maintains working capital to provide for fluctuations in experience and to meet strategic objectives.

The Company has met the regulatory requirement for capital throughout 2021 and 2020 under the SII regulatory regime. The Company's own funds, on a Solvency II basis are £434.2m (unaudited) (2020: £382.4m). In both years own funds have exceeded its internal solvency target.

The Own Risk and Solvency Assessment (ORSA) process is used to assess the level of capital which should be retained by the Company. This process considers all of the risks faced by the Company and the degree to which risks have similar or related causes, and so could occur together.

Capital assessment and scenario testing results are used to inform strategic decisions such as allocation of development budgets between initiatives to generate new business and to manage risk in respect of existing business.

The Company uses a variety of metrics to monitor its capital position including statutory capital and reserves, which are £192.3m as at 31 December 2021 (2020: £185.1m).

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

3 RISK MANAGEMENT FRAMEWORK AND RISK EXPOSURES (continued)

Sensitivity tests

Sensitivity analysis has been performed by applying the following parameters to the statement of financial position and income statement as at 31 December 2021 and 31 December 2020.

Interest rates

The impact of an increase and decrease in market interest rates of 1% is tested (e.g. if the current interest rate is 5%, the test allows for the effects of an instantaneous change to 4% and 6% from the reporting date). The test allows consistently for similar changes in investment returns and movements in the market value of UK government bonds. The sensitivity of both profit and shareholder's equity to interest rates is provided.

A 1% rise in interest rates would impact the value of linked funds and therefore impact the fee income that is based on the market value of the investments held for the policyholders. The linked funds would move by around 1.5% as a shift of 1% in gilt yields moves gilt market values by 5.6%, but only 27.0% of linked policyholder assets are fixed interest assets such as bonds and gilts.

An increase in interest rates of 1% would have increased the profit and increased shareholder's equity by £2.3m after tax (2020: £2.0m). An equal change in the opposite direction would have decreased the profit and decreased shareholder's equity by £1.1m after tax (2020: £1.2m). The reduction in the shareholder element is limited to the amount of interest received i.e. it cannot be less than 0%, as the Company only has deposits with credit institutions currently attracting interest of 0.03% therefore interest rates can only be reduced by 0.03%.

Equity/property

A movement in equity and property prices would impact the fee income that is based on the market value of the investments held for the benefit policyholders. Any impact on the market value of the investments held for the benefit of policyholders would result in an equal and opposite impact on the value of liabilities for unit-linked investment contracts. In this analysis, all linked renewal commission is assumed to be fund based. The sensitivity is applied as an instantaneous shock to equity and property prices at the start of the year.

An increase in equity and property prices of 10% would have increased the profit by £8.0m after tax (2020: £7.0m). An equal change in the opposite direction would have reduced the profit by £8.0m after tax (2020: £7.0m).

Expenses

The increase in expenses is assumed to apply to the costs associated with the maintenance and acquisition of contracts. The only administrative expenses that are deferrable are sales bonuses but as new business volumes are unchanged in this sensitivity, sales bonuses and the associated deferrals have not been increased, therefore there are no impacts on the statement of financial position balances. It is assumed that these expenses are increased by 10% from the start of the year, so is applied as an expense shock rather than a gradual increase. Administrative expenses have been allocated equally between life and pensions.

An increase in expenses of 10% would have reduced the profit by £6.2m after tax (2020: £5.9m).

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

4 FEE INCOME AND OTHER INCOME FROM SERVICE ACTIVITIES

| | 2021 £m | 2020 £m |
|-----------------------------|--------------|--------------|
| Investment contracts | | |
| Fund based fees | 106.5 | 95.3 |
| Fixed fees | 2.2 | 1.9 |
| Other fee income | 67.1 | 49.3 |
| | <u>175.8</u> | <u>146.5</u> |

Other fee income consists primarily of charges taken from unit-linked funds to meet future policyholder tax liabilities.

5 INVESTMENT RETURN

| | 2021 £m | 2020 £m |
|-----------------------------------------------------------|----------------|----------------|
| Interest and similar income | | |
| Investment and securities | - | 0.1 |
| Cash and equivalent | 0.1 | 1.2 |
| | <u>0.1</u> | <u>1.3</u> |
| Gains and losses on financial instruments at FVTPL | | |
| Mandatorily financial instruments at FVTPL | 3,291.9 | 2,271.3 |
| Designated financial instruments at FVTPL | - | (0.1) |
| | <u>3,291.9</u> | <u>2,271.2</u> |
| | <u>3,292.0</u> | <u>2,272.5</u> |

The above investment returns arise on both shareholder and policyholder investments and comprise investment income together with realised and unrealised gains and losses on investments held at FVTPL.

Included within cash and cash equivalents is £0.1m interest arising from assets recognised mandatorily at FVTPL (2020: £1.2m). The remainder is recognised at amortised cost.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

6 COMMISSION EXPENSES

| | 2021 £m | 2020 £m |
|--------------------|------------|------------|
| Renewal commission | 7.8 | 9.0 |
| | <u>7.8</u> | <u>9.0</u> |

7 ADMINISTRATIVE EXPENSES

| | 2021 £m | 2020 £m |
|---------------------------------------------------|------------|------------|
| Administrative expenses | 77.0 | 72.7 |
| Administrative expenses include: | | |
| Management fees paid to fellow group undertakings | 76.9 | 70.4 |
| Of which: | | |
| Auditors remuneration | <u>0.2</u> | <u>0.2</u> |

Auditors remuneration represent services paid to PricewaterhouseCoopers LLP. The amounts paid in respect of statutory audit fees were £0.1m in 2021 (2020: £0.1m).

In addition to the above, the company incurred a recharge of £0.1m (2020: £0.1m) from the Group in relation to audit work performed over regulatory returns for which the company is a component of the Group but no external audit opinion issued over the company.

Management fees are in respect of management services and fixed assets, which are provided by Quilter Business Services Limited, a fellow group undertaking. This management fee is charged at cost.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

8 REMUNERATION OF KEY MANAGEMENT PERSONNEL

Key management personnel are defined as those persons having authority and responsibility for planning, directing and controlling the activities of the entity and, as such, only directors are considered to meet this definition.

Directors' emoluments shown below are included in management fees charged by Quilter Business Services Limited, the employing entity of the directors, payable to fellow subsidiary undertakings shown in note 7.

| | 2021 £m | 2020 £m |
|------------------------------------------------------|------------|------------|
| Aggregate directors' emoluments | | |
| Aggregate emoluments excluding pension contributions | 0.4 | 0.7 |
| Aggregate share based payments | 0.2 | 0.7 |
| Aggregate loss of office payments | 0.1 | 0.7 |

3 directors had money paid to money purchase schemes during the year (2020: 2).

4 directors, including the highest paid director received or were due to receive shares or share options in Quilter plc under a long term incentive scheme (2020: 3, including the highest paid director). 3 directors (2020: 3) exercised options during the year.

| | 2021 £m | 2020 £m |
|------------------------------------------------------|------------|------------|
| Emoluments of the highest paid director | | |
| Aggregate emoluments excluding pension contributions | 0.1 | 0.3 |
| Loss of office payment | 0.1 | 0.3 |

The highest paid director did not (2020: did) exercise share options during the year.

The above disclosure includes the remuneration of the Directors in relation to their services to this company. The remuneration for each director is apportioned on the basis of time spent across the companies of which they are a director.

Key management personnel and members of their close family have undertaken transactions with the Company in the normal course of business.

The products within the Company are available to all employees of the Company on preferential staff terms, the impact of which is immaterial to the Company's financial statements. During the year ended 31 December 2021, key management personnel and their close family members contributed £2k (2020: £9k) to pensions and investments (in both internal and external funds). The total value of investments in pensions and investment products by key management personnel serving at any point during the year and their close family members was £2.0m (2020: £1.8m) at the end of the year.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

9 TAXATION

| | 2021 £m | 2020 £m |
|-----------------------------------------------------------------------------------------------------|-------------|-------------|
| Shareholder taxation | | |
| UK corporation tax at 19% (2020: 19%) | 2.6 | 4.9 |
| Overseas tax | 0.1 | 2.8 |
| Deferred tax | (0.6) | (0.4) |
| | <u>2.1</u> | <u>7.3</u> |
| Prior years: | | |
| Corporation tax payable underprovided | - | (0.5) |
| | <u>2.1</u> | <u>6.8</u> |
| Policyholder taxation | | |
| UK corporation tax at 20% (2020: 20%) | 33.3 | 16.4 |
| Deferred tax | 39.5 | 19.9 |
| | <u>72.8</u> | <u>36.3</u> |
| Prior years: | | |
| Corporation tax payable overprovided/(underprovided) | 0.1 | (0.7) |
| | <u>72.9</u> | <u>35.6</u> |
| | <u>75.0</u> | <u>42.4</u> |
| Tax on profit for the year | | |
| | <u>75.0</u> | <u>42.4</u> |
| The total tax charge for the year can be reconciled to the accounting profit before tax as follows: | | |
| Profit before taxation | 92.2 | 66.1 |
| Tax on profit at the applicable tax rate, 19% (2020: 19%) | 17.5 | 12.6 |
| Effect of: | | |
| Tax pertaining to previous years | - | 0.2 |
| Non-taxable revenues | - | (0.6) |
| Policyholder taxes deductible in computing shareholder tax | (13.8) | (6.9) |
| Impact of changes in shareholder tax rate | (1.6) | (0.7) |
| Policyholder tax | 72.9 | 35.6 |
| Overseas tax | - | 2.2 |
| | <u>75.0</u> | <u>42.4</u> |

The main rate of corporation tax is 19% (2020: 19%). On 3 March 2021, the Chancellor of the Exchequer announced in the Budget a future increase in the corporation tax rate from 19% to 25%, effective from 1 April 2023. This change having been substantially enacted by 31 December 2021, the new rate has been used in recognising the Company's deferred tax assets and liabilities should the reversal be expected to take place after 1 April 2023.

Policyholder tax

Certain products are subject to tax on policyholders' investment returns. This 'policyholder tax' is an element of total tax expense. To make the tax expense more meaningful, policyholder and shareholder tax are shown separately in the income statement.

Policyholder tax is the amount payable in the year plus the movement of amounts expected to be payable in future years. The remainder of the tax expense is attributed to shareholders.

The Company's income tax expense was £75.0m for the year ended 31 December 2021, compared to an expense of £42.4m for the prior year. This income tax expense can vary significantly period on period as a result of market volatility and the impact this has on policyholder tax. The recognition of the income received from policyholders (which is included within revenue) to fund the policyholder tax liability can vary in timing to the recognition of the corresponding policyholder tax expense, creating volatility to the Company's profit before tax.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

Market movements during the year ended 31 December 2021 resulted in investment gains of £343.0m on products subject to policyholder tax. The gain is a component of the total 'investment return' gain of £3,292.0m shown in the income statement. The impact of the £343.0m investment gain is the primary reason for the £72.9m policyholder tax charge for the year ended 31 December 2021 (2020: £35.6m).

10 CONTRACT COSTS

| | 2021 £m | 2020 £m |
|----------------------------------|------------|------------|
| Opening balance | 4.3 | 4.0 |
| Capitalisation of contract costs | 2.0 | 0.9 |
| Amortisation of contract costs | (0.6) | (0.6) |
| Change in contract costs | 1.4 | 0.3 |
| Closing balance | 5.7 | 4.3 |
| Current | 0.7 | 0.5 |
| Non-current | 5.0 | 3.8 |
| | 5.7 | 4.3 |

The recoverability of contract costs is impairment tested with reference to the present value of estimated future profits at the reporting date calculated using actuarial methodology and assumptions. No impairment was required in the current or prior year.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

11 LIABILITIES FOR LINKED INVESTMENT CONTRACTS

| | 2021 Gross £m | 2020 Gross £m |
|--------------------------------------------------------------------------|---------------------|---------------------|
| At fair value through profit or loss | | |
| Unit-linked liabilities | <u>41,070.5</u> | <u>35,591.1</u> |
| Analysis of change in liabilities for linked investment contracts | | |
| | 2021 Gross £m | 2020 Gross £m |
| Opening balance | 35,591.1 | 31,882.2 |
| Fair value movements | 2,820.3 | 1,759.0 |
| Investment income | <u>471.7</u> | <u>512.4</u> |
| Movements arising from investment return | 3,292.0 | 2,271.4 |
| Contributions received | 4,938.2 | 3,519.1 |
| Maturities | (405.0) | (95.0) |
| Withdrawals and surrenders | (2,223.3) | (1,946.5) |
| Claims and benefits | (124.2) | (40.6) |
| Other movements | <u>1.7</u> | <u>0.5</u> |
| Closing Balance | <u>41,070.5</u> | <u>35,591.1</u> |

The benefits offered under the unit-linked investment contracts are based on the risk appetite of policyholders and the return on their selected collective fund investments whose underlying investments include equities, debt securities, property and derivatives. This investment mix is unique to individual policyholders.

The maturity value of these financial liabilities is determined by the fair value of the linked assets at maturity date. There will be no difference between the carrying amount and the maturity amount at maturity date.

Assumptions

For unit-linked business, the unit liabilities are determined as the value of units credited to policyholders. Since these liabilities are determined on a retrospective basis no assumptions for future experience are required. Assumptions for future experience are required for unit-linked business in assessing whether the total of the contract costs asset is greater than the present value of future profits expected to arise on the relevant blocks of business (the 'recoverability test'). If this is the case, then the contract costs asset is restricted to the recoverable amount. For linked contracts, assumptions are on a best estimate basis.

All liabilities are current because policyholders can redeem at any time.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

12 INVESTMENTS IN SUBSIDIARIES

The Company holds one ordinary share of £1 in Quilter Pension Trustees Limited ('QPTL'), which comprises the total share capital of QPTL. The investment is valued at original cost of £1 (2020: £1) and due to materiality it is not shown separately on the statement of financial position.

Quilter Pension Trustees Limited is incorporated in England & Wales and its registered office address is: Senator House, 85 Queen Victoria Street, London, EC4V 4AB.

Its principal activity is to act as trustee for the Personal Pension Scheme, established by the Company.

13 INVESTMENTS HELD FOR THE BENEFIT OF POLICYHOLDERS

| | 2021 £m | 2020 £m |
|--------------------|-----------------|-----------------|
| At FVTPL | | |
| Pooled investments | <u>41,034.8</u> | <u>35,545.7</u> |

These assets are held to cover the liabilities for linked investment contracts as shown in note 11. All amounts are current and are collectible within 12 months of the reporting date. They are recognised mandatorily at FVTPL.

The difference between linked assets and linked liabilities is principally due to short term timing differences between policyholder premiums being received and invested, and withdrawals awaiting settlement into underlying funds.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

14 INVESTMENTS IN COLLECTIVE INVESTMENT SCHEMES

| | 2021 £m | 2020 £m |
|--------------------------------------------------------------------|------------|------------|
| At FVTPL | | |
| Investment in collective investment schemes (mandatorily at FVTPL) | <u>0.4</u> | <u>8.1</u> |

These investments are individually insignificant and collectible within 12 months of the reporting date. Therefore any difference between cost and fair value is minimal. The net loss (2020: loss) on these investments is included in the income statement within other expenses.

15 OTHER INVESTMENTS

| | 2021 £m | 2020 £m |
|---------------------------------------------------------------|------------|------------|
| At FVTPL | | |
| Bonds and other fixed income securities (designated at FVTPL) | <u>0.5</u> | <u>1.3</u> |

Bonds and other fixed income securities comprise UK government stocks with an AA rating (2020: AA).

£0.4m (2020: £0.8m) of bonds and other fixed income securities are due to mature within 12 months and £0.1m (2020: £0.5m) are classified as non-current.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

16 OTHER RECEIVABLES

| | 2021 £m | 2020 £m |
|---------------------------------------------------|--------------|--------------|
| Arising out of direct insurance operations | | |
| Intermediaries | <u>1.8</u> | <u>2.6</u> |
| | 1.8 | 2.6 |
| Other | | |
| Due from group undertakings | 19.1 | 17.9 |
| Other taxes and social security | 15.7 | 12.6 |
| Contract assets | - | 0.7 |
| Investment settlements outstanding | <u>67.7</u> | <u>70.1</u> |
| | 102.5 | 101.3 |
| | <u>104.3</u> | <u>103.9</u> |
| To be recovered within 12 months | <u>104.3</u> | <u>103.9</u> |

There has been £0.2m of impairment applied to 'other receivables' in the financial year (2020: £0.1m). None of the receivables reflected above have been subject to a renegotiation of terms.

All amounts due from group companies are unsecured and are settled monthly in cash, except for group relief balances which are settled on demand. All amounts are current, short term and interest free, recognised at amortised cost, with their carrying amount approximating to fair value.

Contract asset balance in 2020 represented estimated accrued annual management charges (AMC) for those policies remaining on the legacy platform, where the charge was applied on the policy anniversary. Following migration to FNZ platform in 2021, the income calculation is performed based on daily fund values, and so the receivable balance is recognised as accrued income.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

17 CASH AND CASH EQUIVALENTS

| | 2021 £m | 2020 £m |
|-------------------------------|--------------|--------------|
| Bank balances | 158.6 | 180.4 |
| Money market OEIC investments | 274.5 | 209.5 |
| Cash and cash equivalents | <u>433.1</u> | <u>389.9</u> |

All cash and cash equivalents are current, and recognised at amortised cost, apart from money market OEIC investments, which are recognised mandatorily at FVTPL.

Investments in money market OEICs are classified as cash and cash equivalents. Management hold these investment funds for short term liquidity purposes. The funds are highly liquid, have a AAA credit rating and a very low risk of reduction in value.

Bank balances are credit rated AA and A.

Bank overdrafts are used to fulfil short term liquidity needs and are repayable on demand. Individual bank accounts are permitted to be overdrawn subject to the aggregate balance across all accounts being at least zero.

18 SHARE CAPITAL

| | 2021 £m | 2020 £m |
|------------------------------------------------------------|--------------|--------------|
| Allotted, called up and fully paid | | |
| 102,000,001 (2020: 102,000,001) ordinary shares of £1 each | <u>102.0</u> | <u>102.0</u> |

The company has elected under the Companies Act 2006 to remove authorised share capital limits.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

19 FINANCIAL INSTRUMENTS AT FAIR VALUE

Fair value hierarchy

The table below analyses financial instruments into a hierarchy based on the valuation technique used to determine fair value.

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs), and assets that have been suspended from trading with prices available.

The following statement of financial position captions contain financial instruments that have been analysed into the three specified levels as described above:

Assets - investments held for the benefit of the policyholders, investments in collective investment schemes, other investments and cash and cash equivalent.

Liabilities - liabilities for linked investment contracts.

| 2021 | Level 1 £m | Level 2 £m | Level 3 £m | Total £m |
|----------------------------------------------------------------|-----------------------|-----------------------|-----------------------|---------------------|
| <u>Financial assets mandatorily at FVTPL</u> | | | | |
| - Investments and securities held for benefit of policyholders | 41,010.8 | - | 24.0 | 41,034.8 |
| - Holdings in collective investment schemes | - | - | 0.4 | 0.4 |
| - Money market OEIC investments | 274.5 | - | - | 274.5 |
| | <u>41,285.3</u> | <u>-</u> | <u>24.4</u> | <u>41,309.7</u> |
| <u>Financial assets designated at FVTPL</u> | | | | |
| - Bonds and other fixed income securities | 0.5 | - | - | 0.5 |
| Total financial assets recognised at FVTPL | <u>41,285.8</u> | <u>-</u> | <u>24.4</u> | <u>41,310.2</u> |
| <u>Financial liabilities designated at FVTPL</u> | | | | |
| - Long term business policyholder liabilities | <u>41,046.5</u> | <u>-</u> | <u>24.0</u> | <u>41,070.5</u> |
| 2020 | Level 1 £m | Level 2 £m | Level 3 £m | Total £m |
| <u>Financial assets mandatorily at FVTPL</u> | | | | |
| - Investments and securities held for benefit of policyholders | 35,132.8 | - | 412.9 | 35,545.7 |
| - Holdings in collective investment schemes | 6.3 | - | 1.8 | 8.1 |
| - Money market OEIC investments | 209.5 | - | - | 209.5 |
| | <u>35,348.6</u> | <u>-</u> | <u>414.7</u> | <u>35,763.3</u> |
| <u>Financial assets designated at FVTPL</u> | | | | |
| - Bonds and other fixed income securities | 1.3 | - | - | 1.3 |
| Total financial assets recognised at FVTPL | <u>35,349.9</u> | <u>-</u> | <u>414.7</u> | <u>35,764.6</u> |
| <u>Financial liabilities designated at FVTPL</u> | | | | |
| - Long term business policyholder liabilities | <u>35,178.2</u> | <u>-</u> | <u>412.9</u> | <u>35,591.1</u> |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

19 FINANCIAL INSTRUMENTS AT FAIR VALUE (continued)

Level 1 to 2 transfers

There have been no changes in valuation techniques and no transfers between level 1 and level 2 during the year under review.

Reconciliation of Level 3 fair value measurements of financial assets:

Level 3 assets comprise suspended funds in linked policyholder investments and held within the company's collective investments.

| | 2021 £m | 2020 £m |
|------------------------------------------|-------------|--------------|
| Fair value through profit or loss | | |
| Investments and securities: | | |
| Opening balance | 414.7 | 192.2 |
| Losses recognised in income | (3.4) | (34.6) |
| Transfers into level 3 | 5.3 | 856.1 |
| Transfers out of level 3 | (392.2) | (599.0) |
| Closing balance | <u>24.4</u> | <u>414.7</u> |

Level 3 Fair value hierarchy disclosure

The level 3 assets reported represent suspended funds. Prices are available daily for these funds, however, since they cannot be actively traded they are given a level 3 status.

For suspended assets held within linked policy funds, the investment risk is borne by policyholders and the value of these assets is exactly matched by a corresponding liability due to policyholders.

The Company bears no risk from a change in the market value of these assets except to the extent that it has an impact on management fees earned.

For suspended assets held within collective investment schemes, the risk is borne by the Company.

Reconciliation of Level 3 fair value measurements of financial liabilities:

Level 3 liabilities comprise linked long term business policyholder liabilities matching policyholders' investments in suspended funds.

| | 2021 £m | 2020 £m |
|------------------------------------------------------|-------------|--------------|
| Long term business policyholders liabilities: | | |
| Opening balance | 412.9 | 192.2 |
| Losses recognised in income | (3.6) | (33.7) |
| Transfers into level 3 | 5.3 | 853.4 |
| Transfers out of level 3 | (390.6) | (599.0) |
| Closing balance | <u>24.0</u> | <u>412.9</u> |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

19 FINANCIAL INSTRUMENTS AT FAIR VALUE (continued)

Structured entities

The table below summarises the types of structured entities in which the company holds an interest:

| <i>Type of structured entity</i> | <i>Nature</i> | <i>Purpose</i> | <i>Interest held by the company</i> |
|---------------------------------------------------|-------------------------------------------------------|--------------------------------------------------|-----------------------------------------|
| Investments in collective investment schemes | Manage company funds through the investment of assets | Generate fees from managing company assets | Investments in units issued by the fund |
| Investments held for the benefit of policyholders | Manage client funds through the investment in assets | Generate fees on behalf of third-party investors | Investments in units issued by the fund |

Investments in unconsolidated structured entities

The table below sets out the investments held by the company in unconsolidated structured entities. This represents the ownership of collective investment vehicles that have a narrow and well defined objective, which are purchased to match the liabilities to clients in respect of their linked fund investment choices. The maximum exposure to losses is equal to the carrying amount of assets held, except for the investments held for the benefit of policyholders, where these are offset by the equivalent liabilities to clients in respect of linked investment contracts.

| | Investment securities £m |
|---------------------------------------------------|-----------------------------|
| As at 31 December 2021 | |
| Investments in collective investment schemes | 0.4 |
| Investments held for the benefit of policyholders | 41,034.8 |
| Money market funds | 274.5 |
| | <u>41,309.7</u> |
| As at 31 December 2020 | |
| Investments in collective investment schemes | 8.1 |
| Investments held for the benefit of policyholders | 35,545.7 |
| Money market funds | 209.5 |
| | <u>35,763.3</u> |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

19 FINANCIAL INSTRUMENTS AT FAIR VALUE (continued)

Master netting or similar agreements

The Company offsets financial assets and liabilities in the statement of financial position when it has a legal enforceable right to do so and intends to settle on a net basis or simultaneously.

The only such offsetting relates to the pooling of bank accounts and, in some circumstances a bank account may be overdrawn and therefore offset.

The following table presents information on the potential effect of netting offset arrangements after taking into consideration these types of agreements.

| | Gross amount £m | Amounts offset in the statement of financial position £m | Net amounts reported in the statement of financial position £m |
|---------------------------------------------------------|--------------------|-------------------------------------------------------------------|-------------------------------------------------------------------------|
| 2021 | | | |
| Financial assets - cash and cash equivalents | 514.4 | (81.3) | 433.1 |
| Financial liabilities - Amounts owed to bank depositors | (81.3) | 81.3 | - |
| 2020 | | | |
| Financial assets - cash and cash equivalents | 434.4 | (44.5) | 389.9 |
| Financial liabilities - Amounts owed to bank depositors | (44.5) | 44.5 | - |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

20 DEFERRED TAX

The following are the deferred tax balances recognised by the company and the movements thereon, during the current and prior reporting year.

| | Deferred income & costs £m | Unrealised gain on investments £m | Tax losses carried forward £m | Transitional adjustment £m | Other £m | Total £m |
|---------------------------------------------|-------------------------------------|--------------------------------------------|----------------------------------------|----------------------------------|-------------|-------------|
| Policyholder deferred tax | | | | | | |
| (Asset)/liability at 1 January 2020 | (6.2) | 61.3 | - | (0.6) | 0.1 | 54.6 |
| Movement in the year | 0.5 | 19.3 | - | 0.1 | - | 19.9 |
| (Asset)/liability at 31 December 2020 | (5.7) | 80.6 | - | (0.5) | 0.1 | 74.5 |
| Movement in the year | 0.3 | 39.0 | - | 0.3 | (0.1) | 39.5 |
| (Asset)/liability at 31 December 2021 | (5.4) | 119.6 | - | (0.2) | - | 114.0 |
| Shareholder deferred tax | | | | | | |
| (Asset)/liability at 1 January 2020 | - | - | (6.2) | 1.0 | (0.4) | (5.6) |
| Movement in the year | - | - | - | (0.3) | (0.1) | (0.4) |
| (Asset)/liability at 31 December 2020 | - | - | (6.2) | 0.7 | (0.5) | (6.0) |
| Movement in the year | - | - | (0.7) | (0.4) | 0.5 | (0.6) |
| (Asset)/liability at 31 December 2021 | - | - | (6.9) | 0.3 | - | (6.6) |
| Total deferred tax (asset)/liability | | | | | | |
| (Asset)/liability at 31 December 2020 | (5.7) | 80.6 | (6.2) | 0.2 | (0.4) | 68.5 |
| (Asset)/liability at 31 December 2021 | (5.4) | 119.6 | (6.9) | 0.1 | - | 107.4 |

The main rate of corporation tax is 19%. On 3 March 2021, the Chancellor of the Exchequer announced in the Budget a future increase in the corporation tax rate from 19% to 25%, effective from 1 April 2023. This change having been substantially enacted by 31 December 2021, the new rate has been used in recognising the Company's deferred tax assets and liabilities should the reversal be expected to take place after 1 April 2023.

The value of deferred tax assets not recognised as at 31 December 2021 was £86.8m (2020: £66.0m). This relates to gross capital losses carried forward of £347.3m (2020: £347.4m). A deferred tax asset on losses carried forward is recognised to the extent that there are other taxable temporary differences expected to reverse in the foreseeable future. Any excess has not been recognised as there is sufficient uncertainty to the extent it is probable that there will be future taxable profits to utilise the losses. Unrecognised losses are available to carry forward without expiry subject to the continuation of the business.

Sensitivity analysis demonstrates headroom in the recoverable amount of the deferred tax asset over the taxable profits contained within the 3 year planning horizon. The impacts of a 20% decrease in profitability have been assessed and do not give rise to concerns over recoverability.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

21 CONTRACT LIABILITIES

| | 2021 £m | 2020 £m |
|-----------------------------------------------------------------------------------|------------|------------|
| Opening balance | 0.4 | 0.5 |
| Capitalisation of contract liabilities | - | 1.7 |
| Amortisation of contract liabilities | (0.4) | (1.8) |
| Change in contract liabilities | (0.4) | (0.1) |
| Closing balance | - | 0.4 |
| The entity expects to recognise the above balances as revenue in following years: | | |
| Within one year | - | 0.4 |
| One to five years | - | - |
| More than 5 years | - | - |
| | - | 0.4 |

22 OTHER PROVISIONS

| | £m |
|------------------------------------|-------|
| Balance at 1 January 2020 | 1.9 |
| Additions in the year | 0.4 |
| Release of unused provision | (0.1) |
| Balance at 31 December 2020 | 2.2 |
| Additions in the year | 1.0 |
| Utilisation | (0.3) |
| Release of unused provision | (1.7) |
| Balance at 31 December 2021 | 1.2 |

The provision held in the prior year for the rectification of deficiencies in legacy policy administration systems has been released as expected costs have not materialised following the final migration of business from the legacy to the new FNZ platform.

Two new provisions were raised during the year. The first relates to compensation payable in response to customer complaints. A second provision was raised in relation to a system defect leading to the underpayment of adviser fees during the year, a position the Company is committed to correcting on behalf of customers where necessary.

Provisions represent best estimates based upon management's view of expected outcomes on specific events. These provisions are expected to be utilised in the next 12 months.

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

23 OTHER PAYABLES

| | 2021 £m | 2020 £m |
|---------------------------------------------------|--------------|--------------|
| Arising out of direct insurance operations | | |
| Investment settlements outstanding | 113.9 | 93.0 |
| Claims outstanding | - | 30.9 |
| Due to policyholders | 46.2 | 53.3 |
| | <u>160.1</u> | <u>177.2</u> |
| Other | | |
| Due to fellow group undertakings | 26.6 | 29.6 |
| Other taxes and social security costs | 6.5 | 5.9 |
| Other | 5.8 | 9.0 |
| | <u>38.9</u> | <u>44.5</u> |
| | <u>199.0</u> | <u>221.7</u> |

All amounts are current and short term. Amounts due to group companies are unsecured and are settled monthly.

The balance is recognised at amortised cost, apart from £0.1m (2020: £1.0m) which is recognised as a non-financial liability.

24 FINANCIAL AND CAPITAL COMMITMENTS

There are no material financial and capital commitments as at 31 December 2021 (2020: £nil).

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 December 2021

25 EVENTS AFTER THE REPORTING DATE

There are no events that have occurred, between the reporting date and the date on which the financial statements have been authorised for issue, that require disclosure.

26 CONTINGENT LIABILITIES

There are no contingent liabilities as at 31 December 2021 (2020: £nil).

27 ULTIMATE PARENT COMPANY

The Company is fully owned by Quilter UK Holding Limited (formerly known as Old Mutual Wealth UK Holding Limited), its immediate parent registered in England & Wales.

The largest and the smallest group in which the results of the Company are consolidated is Quilter plc, the ultimate parent company and controlling party, registered in England & Wales. The financial statements are available from:

The Company Secretary
Quilter plc
Senator House
85 Queen Victoria Street
London
EC4V 4AB