

Report of the Board of The Rechabite Friendly Society Limited (trading as Healthy Investment) to its With-profits policyholders for the calendar year 2017.

1. Introduction

The PRA requires all firms, with the exception of non-directive friendly societies, to publish and maintain its Principles and Practices of Financial Management (PPFM). The PPFM sets out the principles and practices that an organisation follows in managing its With-profits Fund.

The PPFM is available to all policyholders and you can obtain a copy from our website or by contacting this office.

Due to its continued growth the Society, under PRA rules, became a directive friendly society in 2010. Whilst, as a mutual organisation, it has always worked only for the benefit of its members, the governance arrangements and reports of its With-profits Fund are now more formal and this is the seventh report it has made to its With-profits policyholders.

2. Governance arrangements

It is the responsibility of the Board of the Society to report to the With-profits policyholders at the end of every year.

The purpose of this report is to confirm that the Board believes that it has complied with its obligations detailed in its PPFM for the management of its With-profits Fund and set out the reasons for that belief.

The report must also address all significant relevant issues, including the way in which the Society has:

- Exercised, or not exercised, any discretion in the way it has managed its With-profits Fund;
- Addressed any competing or conflicting rights, interests and expectations of its policyholders including those with different products and different lengths of membership.

All organisations who operate With-profits Funds must appoint a With-Profits Actuary, who is not a member of the Board, to advise it on its use of discretion and the implications of the way in which the Board has used discretion in the fair treatment of members. The With-Profits Actuary makes a formal report at the end of every year to the Board on the implications of the Board's discretionary decisions. He is also required to produce an annual report to With-profits policyholders stating whether, in his professional opinion, the Society has taken the interests of With-profits policyholders into account in a reasonable and proportionate manner in all their decisions. This report is annexed to this document.

In order to ensure that even further independent judgement is applied to whether the Board has complied with the PPFM and whether all With-profits members have been treated fairly, it is recognised good practice for all organisations operating a With-profits Fund to have a With-profits Committee. The With-profits Committee met on 19 March 2018 and has reported to the Board that

it believes the Board has acted in accordance with the PPFM and that the interests of With-profits policyholders have been taken into account throughout the year.

The With-profits Committee comprises of 1 Non-executive Director and two independent persons with relevant experience of With-profits. This ensures that the With-profits Committee is independent.

3. Changes to the PPFM

No changes to the PPFM have been made during the year. The current version was issued on 12th December 2011.

4. Compliance with the PPFM during the year

This report comments on specific areas. In particular, where discretion was used and where the fair treatment of policyholders was especially considered. This report follows the same sections as the PPFM.

4.1 The amounts payable on maturity

Asset shares for sample regular premium policies and single premium policies are calculated using the hypothecated fund performance and best estimate assumptions in accordance with the PPFM. There has been no change in the methodology this year. This allows for expense deductions reflecting the expense allowances within the product terms (table allowances) until 31 December 2010 and then actual expenses thereafter. Mortality risk deductions are based on a standard actuarial table. Other sources of profits within the calendar year are added into the asset share as an addition as a percentage of the asset share.

The hypothecated fund performance allows for the differing amount of guarantees on the individual policies and assumes that the assets required to back the guaranteed benefits are invested in bond assets whereas the remaining asset share is invested in equities and properties (or "risky" assets).

The expense deductions are sensible as they allow for both the reasonable expectations of policyholders in following the table deductions until the business had developed to a reasonable size and then assuming no subsidy from the estate after 31 December 2010. For accumulating With-profits, we would normally only examine the table charges. However, we are following the actual expenses since 31 December 2010 so the asset shares reflect any expense profits and losses.

The individual policy calculations are reasonable and generate a compliant framework.

The target range in the PPFM for maturing policies is stated as being between 70% and 130% of asset shares for regular premium policies and between 80% and 120% of asset shares for single premium policies. For 2018 the projected payouts fall within the target ranges for 100% of the policies maturing.

The Board followed the advice of the With-profits Actuary in declaring bonuses on policies.

4.2 The amounts payable in surrender

The target range for pay outs on surrendered policies is between 60% and 130% of asset shares for regular premium policies and 70% to 120% for accumulating With-profits policies.

Regular premium policies have surrender values that pay exactly the asset share plus a smoothing allowance into the maturity payout at higher durations in force. This is in accordance with the PPFM.

No Market Value Reductions (MVR) were applied to surrenders of accumulating With-profits policies during 2016.

The Board is aware that the need to apply a MVR to reduce payouts or a Terminal Bonus to increase payouts needs to be reviewed on a regular basis and this is monitored and advice from the With-profits Actuary taken at least monthly.

4.3 Bonus rates

The annual bonus declaration for 2017 was agreed by the Board at their meeting on 15 March 2018.

The Board followed the advice of the With-Profits Actuary on the declaration of reversionary, terminal and interim bonuses

The Board is aware of the need to monitor the interim bonuses rates and investment performance throughout the year and amend interim bonuses accordingly.

In determining the level of bonuses, the Board bore in mind: the asset share methodology used to determine maturity values; the fair treatment of all members with different types of policies and different lengths of investment; the smoothing of members returns; the solvency position of the Society; and the need for maturity payments to be calculated in line with the PPFM.

4.4 Smoothing

The Society aims to smooth the fluctuations of investment return and other sources of profits and losses over the period of the contract.

A formal smoothing account was established at the beginning of 2011 with a nil balance. The asset share on payouts has been compared to the payouts made on individual policies on surrender, maturity and death

There has been an increase to the smoothing account of £18,934 for the year giving a balance carried forward as at 31 December 2017 of £438,970. This figure includes an adjustment, which the Board approved following advice by the Actuary, made for the impact of the Whole Life policies.

The smoothing account is part of the estate of the Society.

The Board can confirm that the smoothing policy detailed within the PPFM is being followed.

4.5 Investment policy

The Board appoints discretionary fund managers to actively manage the equity, fixed interest and commercial property elements of the With-profits Fund. During the year the appointed fund managers were Investec.

The mix of asset classes held has been within the investment limits laid down by the Board, which was agreed after advice from the With-Profits Actuary and the Investment Managers.

The mix of assets held is published by the Society on its website and has been in line with the fund manager's view on the potential performance of each asset class.

The Board is satisfied that it and the Investment Managers have controlled investment policy in line with the PPFM.

4.6 Business risk

Risk management is the responsibility of the Board who use various tools including a Risk Management Team, a Risk Committee and a detailed risk register to manage potential risks.

Consideration of the various business risks is incorporated within the Society's Own Risk and Solvency Assessment which was completed towards the end of the year.

The Society has three main outsourcers: Moore & Smalley for internal audit, Steve Dixon Associates llp for actuarial functions and Investec for investment management.

Risk and outsourcing arrangements have been controlled in accordance with the PPFM.

4.7 Charges and expenses

The Society continues to control costs carefully.

The expenses incurred are close to the expenses used in the illustrations issued by the Society and to the expenses being charged through to the surrender value asset shares. The expenses for 2017 showed a higher level of acquisition expenses than previously allowed for but lower renewal expenses. The new expense allowances were used for asset shares and the Solvency II valuation. As part of the Solvency II governance process they will be reviewed before the next valuation.

The Board are content that the charges and expenses are in line with the PPFM, recognising that this position needs to be reviewed against the business plan on an annual basis.

4.8 Management of the Estate

The PPFM defines the Estate as the difference between the assets and the realistic prospective value of policy cash flows on the regular premium policies and the asset shares on the accumulating With-profits policies.

The With-Profits Actuary and the Board are satisfied that the Estate was managed in accordance with the rules of the PPFM.

The Estate as at 31 December 2017 was £19 million.

4.9 New business

The Society provides a range of With-profits policies for financial advisers that allow for the facilitation of their fees.

Alternative products are available directly and through introducers, which only being available on a non-advised basis, include commission.

The Society is successful at selling With-profits business through financial advisers and directly to members. The Board is confident that sales were at a level which did not place a undue strain on solvency, were beneficial to the existing policyholders and were in accordance with the PPFM.

4.10 Allocation of profits

The Society is a mutual friendly society which means that there are no shareholders. All profits are ultimately given to the members of the Society.

4.11 Customer communications

The With-Profits Actuary has responsibility for controlling representations made to policyholders by reviewing and signing off documents. All new documents and amendments to existing documents (Key Information Documents, Terms and Conditions and Policy Documents) are reviewed and signed off prior to issue. The Society's PPFM has been approved by the With-Profits Actuary, as have the bonus notices and accompanying leaflet.

5. Conclusion

During the period covered by this report (2017) the Board is satisfied that the Society has complied with the PPFM.

Mr Steven Spilsbury
Chairman
23 March 2018

Mr Peter Green
Chief Executive
23 March 2018

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Healthy Investment is the trading name of The Rechabite Friendly Society Limited,
an incorporated Society within the meaning of
The Friendly Societies Act 1992
Financial Services Register 109994

*Authorised by the Prudential Regulatory Authority and regulated by the Financial Conduct Authority
and the Prudential Regulation Authority*

Annex 1

Report from the With-Profits Actuary to With-profits policyholders of Healthy Investment.

I have made a report to the Board in accordance with the requirements of the Supervision Manual of the PRA Handbook to inform them of my view of the way in which the Principles and Practices of Financial Management (PPFM) has been applied and how discretion has been exercised in respect of the With-profits policyholders.

I am also required by the Supervision Manual to draft a report to With-profits policyholders to accompany the firm's annual report required by COBS20.4.7R, stating whether, in my opinion, the discretion exercised by the firm in respect of the period covered by the report may be regarded as taking the interests of the firm's With-profits policyholders into account in a reasonable and proportionate manner. In doing this, I must have regard to the rules and guidance laid down in COBS20.2 of the PRA Handbook.

I can confirm that, in my opinion, the Board has acted in a manner consistent with the PPFM in the year from 1st January 2017 to 31st December 2017.

I can confirm that, in my opinion, the Board has taken the interests of With-profits policyholders into account in a reasonable and proportionate manner.

S W Dixon BA, FIA
With-Profits Actuary for Healthy Investment.

Dated 19 March 2018