

# GREAT EASTERN HOLDINGS LIMITED

## Financial Results for Q1-19 Supplementary Information

02 May 2019

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# Q1-19 Financial Results

<b>Total Weighted New Sales</b>	<b>Q1-19: S\$249.4m; +6%</b> (Q1-18: S\$235.1m) Modest growth of 6% over last year same period.
<b>New Business Embedded Value</b>	<b>Q1-19: S\$105.5m; -3%</b> (Q1-18: S\$109.1m) Marginally lower than last year same period.
<b>Profit Attributable to Shareholders</b>  <div style="border: 1px solid black; padding: 10px; width: fit-content; margin: 0 auto;"> <p style="margin: 0;"><b>S\$342.7m</b></p> <p style="margin: 0;">↑<b>124%</b></p> </div>	<p><b>Operating Profit: S\$150.0m; -8%</b> (Q1-18: S\$162.9m)          Lower operating profit due to a one-off gain arising from release of surplus from overseas operations in Q1-18.</p> <p><b>Non-Operating Profit: S\$74.6m; nm</b> (Q1-18: -S\$8.7m)          Higher gains amid favorable market conditions in Q1-19 compared to Q1-18.</p> <p><b>Profit from Shareholders' fund<sup>1</sup>: S\$118.1m; nm</b> (Q1-18: -S\$1.3m)          Higher investment income and higher mark-to-market gain in equities in Q1-19.</p>

Note:

1. Includes Non-Controlling Interest

# Overview of Q1-19 Financial Results

S\$'m	Q1-19	Q1-18	Δ
<b>Total Weighted New Sales<sup>1&amp;4</sup></b>	<b>249.4</b>	235.1	+6%
<b>New Business Embedded Value<sup>2 to 4</sup></b>	<b>105.5</b>	109.1	-3%
<b>Operating Profit (net of tax)<sup>4</sup> from Insurance Business</b>	<b>150.0</b>	162.9	-8%
<b>Non-Operating Profit (net of tax)<sup>4</sup> from Insurance Business</b>	<b>74.6</b>	-8.7	nm
<b>Profit (net of tax) from Shareholders' fund</b>	<b>124.2</b>	1.0	>1000%
<b>Non-Controlling Interest</b>	<b>-6.1</b>	-2.3	nm
<b>Profit Attributable to Shareholders</b>	<b>342.7</b>	152.9	+124%

Note:

1. Total Weighted New Sales (TWNS) = (Single Premium x 10%) + New Regular Premium

2. New Business Embedded Value (NBEV) is a measure of the long-term profitability of new sales.

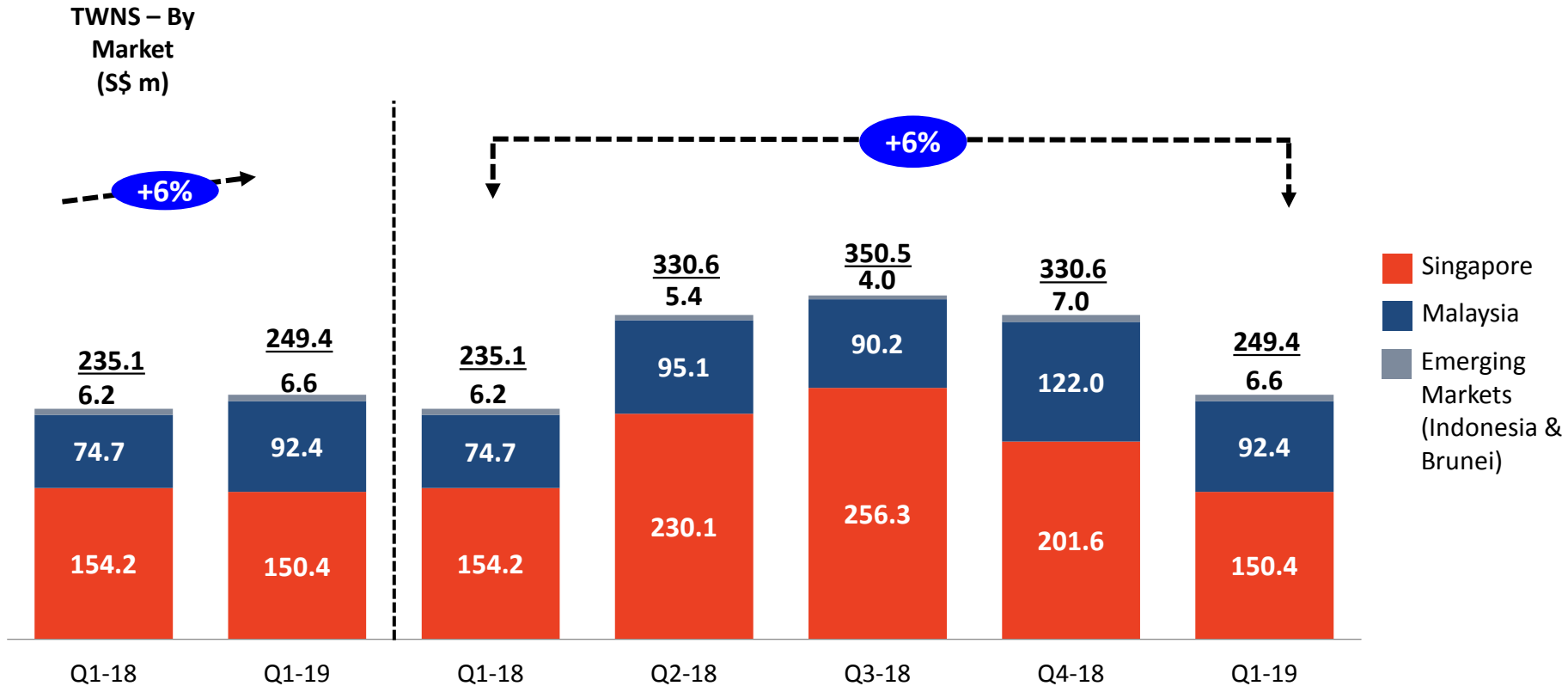
3. NBEV figures for periods prior to Q4-18 have been restated to take into account revised actuarial assumptions implemented in Q4-18.

4. 2019 TWNS, NBEV and Operating Profit in foreign currencies are translated using the monthly spot rate for 2018 for comparison on constant currency. In applying the constant currency translation, TWNS was increased by \$2.0m for Q1-19 and NBEV was increased by \$1.1m for Q1-19. Operating Profit was increased by \$1.3m for Q1-19 and this impact has been included in the Non-Operating Profit.

nm: not meaningful

# TWNS Performance by Market

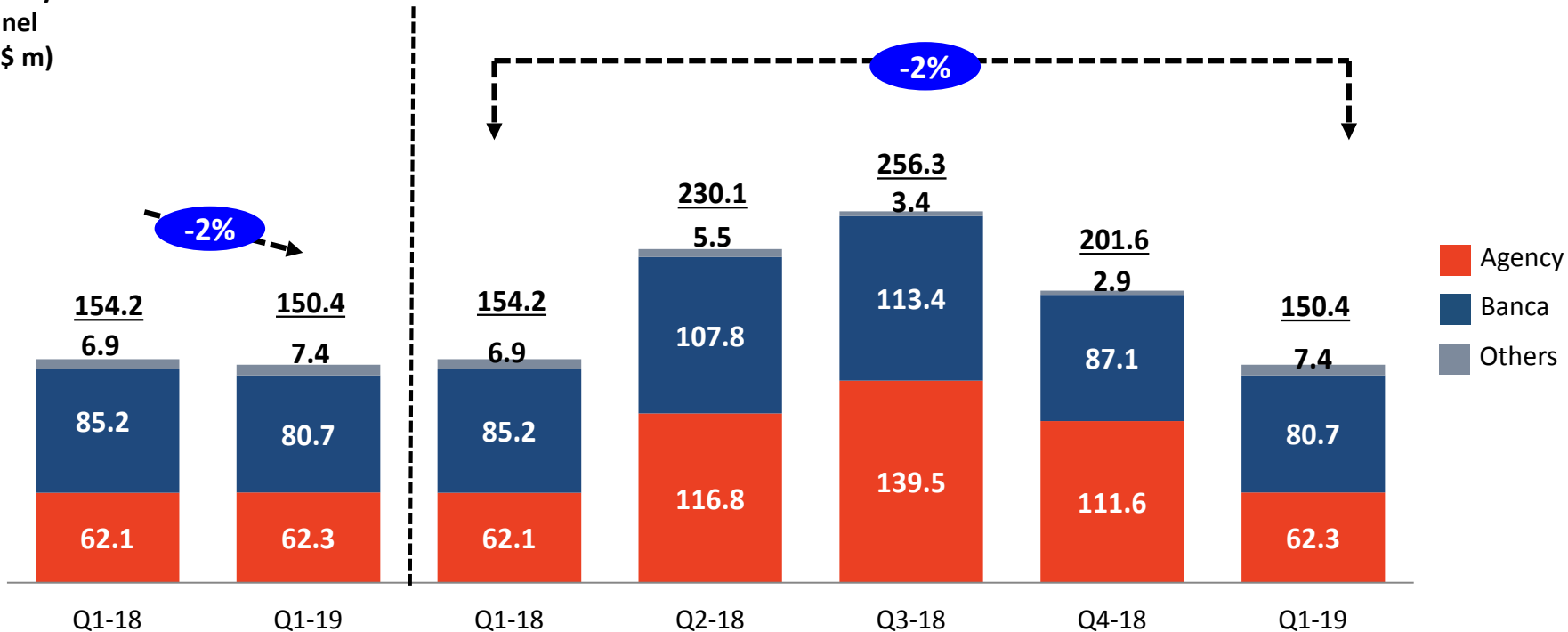
Group's TWNS was up 6% for Q1-19 compared to same period last year, underpinned by continued growth momentum in Malaysia and Indonesia.



# Singapore TWNS – By Channel Mix

TWNS in Singapore of S\$150.4 million for Q1-19, slightly lower than same period last year due to lower single premium sales from the bancassurance channel.

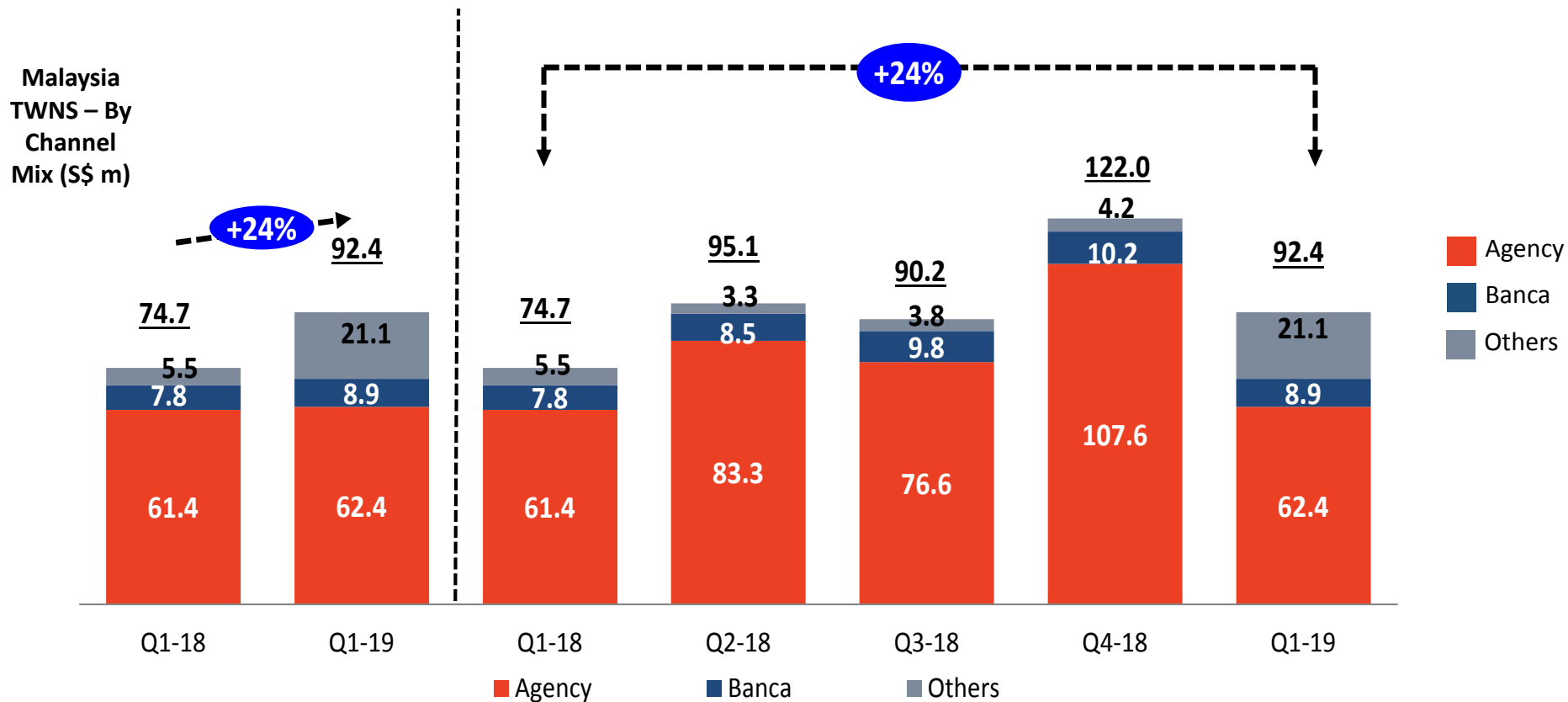
Singapore  
TWNS – By  
Channel  
Mix (S\$ m)



# Malaysia TWNS – By Channel Mix

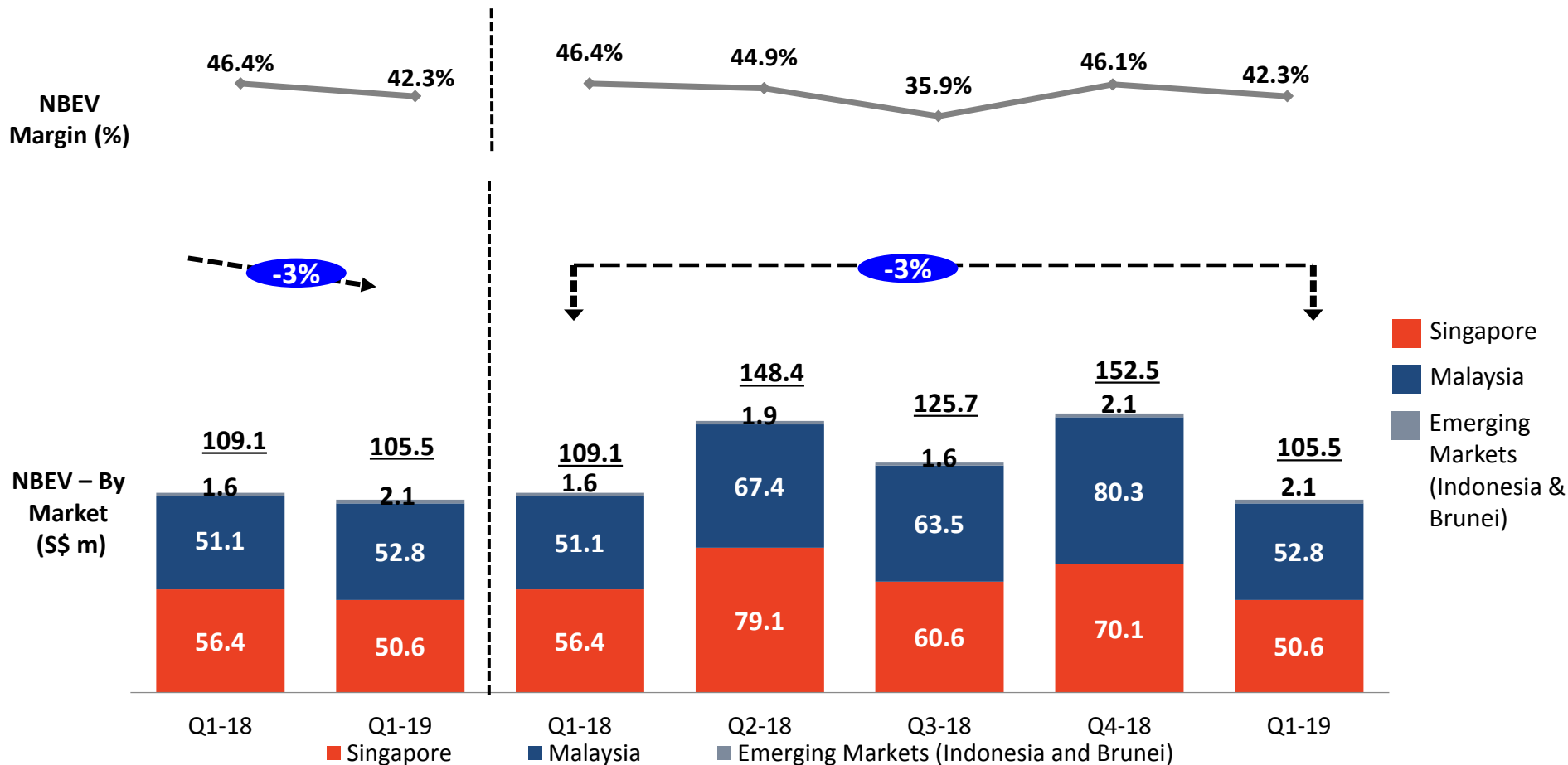
TWNS in Malaysia of S\$92.4 million for Q1-19; higher than same period last year :

- Contributed by growth in all channels
- Contribution from the mySalam B40 takaful scheme



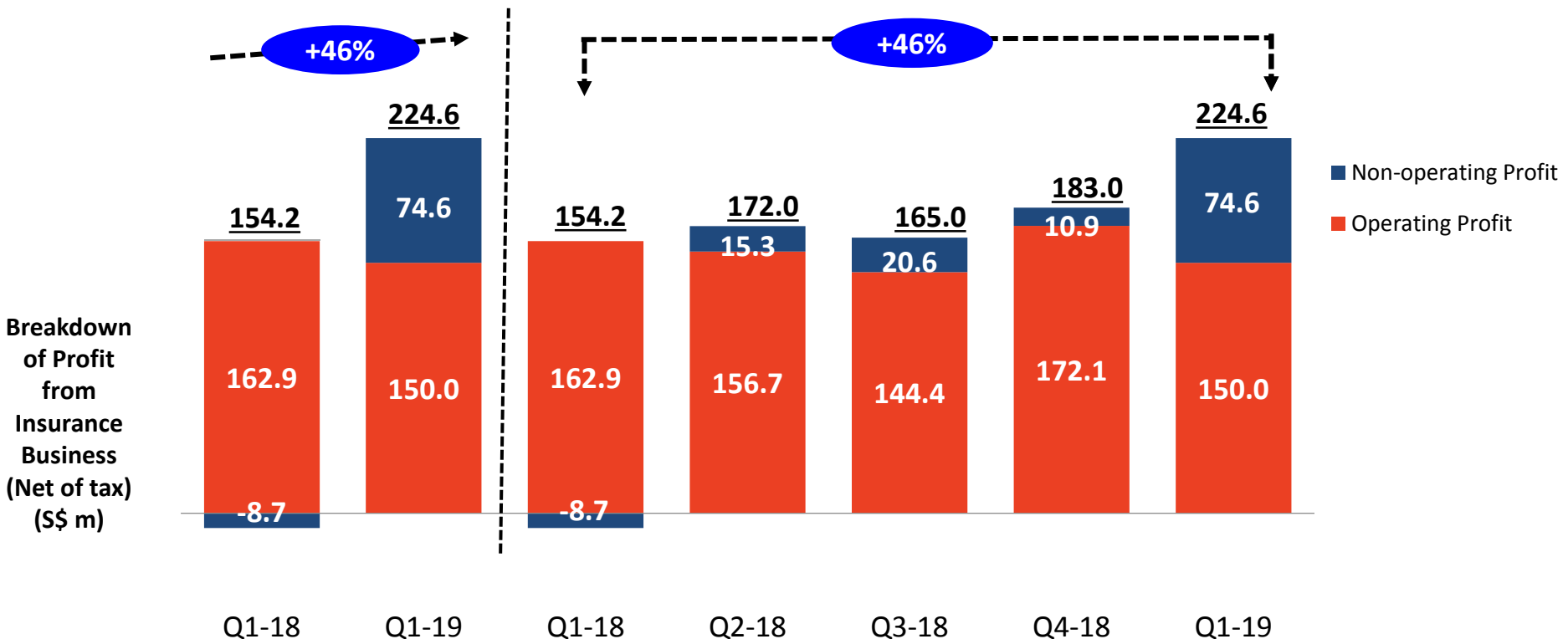
# NBEV – By Market

NBEV of S\$105.5 million for Q1-19; NBEV margin relatively stable.



# Breakdown of Profit from Insurance Business

Profit from insurance business of S\$224.6 million for Q1-19 was higher than last year arising from the positive swing in non-operating profit in Q1-19 due to strong financial market conditions.



Note:

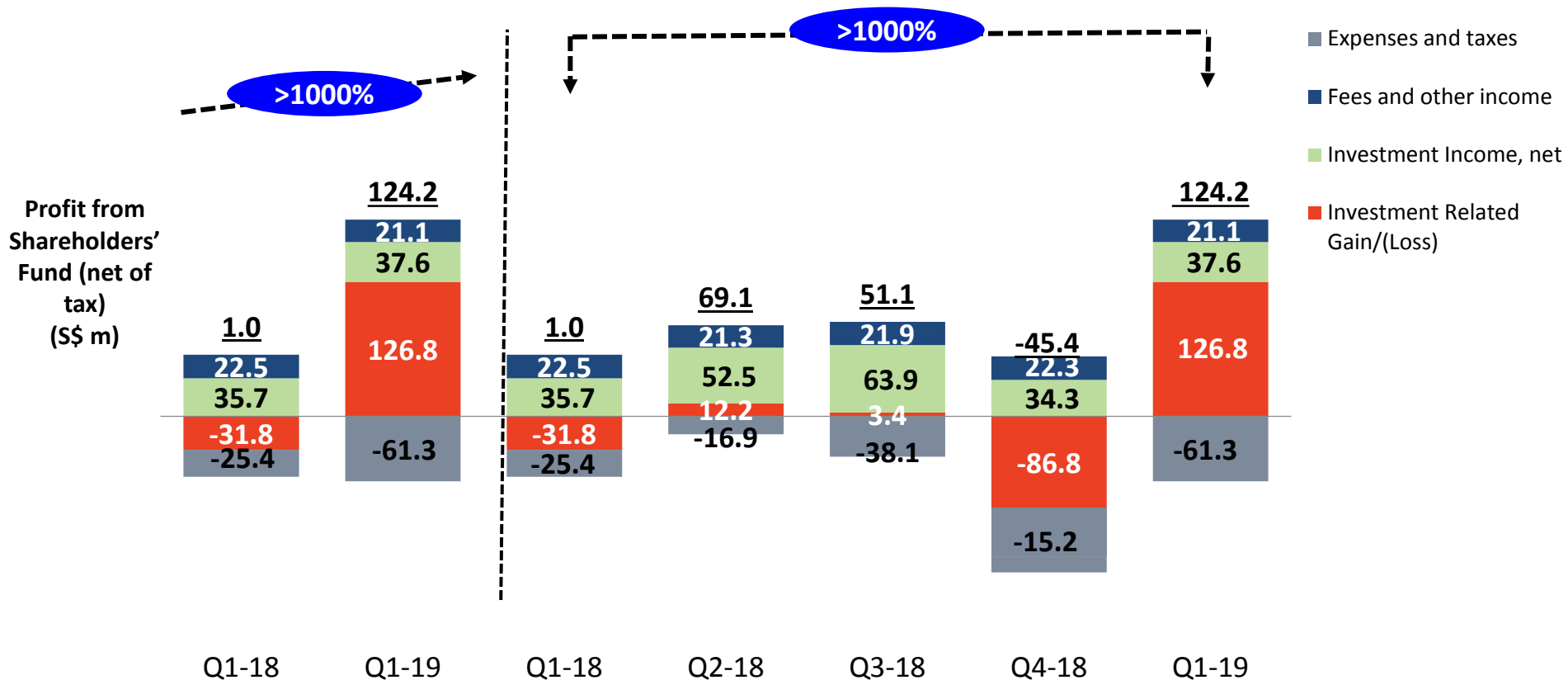
- Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus net investment income (dividends, coupons, etc)
- Non-operating profit / loss (net of tax) mainly comprises changes in the fair value of assets and liabilities, realised gains / losses on sale of investments, changes in liability discount rates, other non-recurring items.



# Profit from Shareholders' Fund

Profit from Shareholders' Fund of S\$124.2 million for Q1-19 was higher than Q1-18:

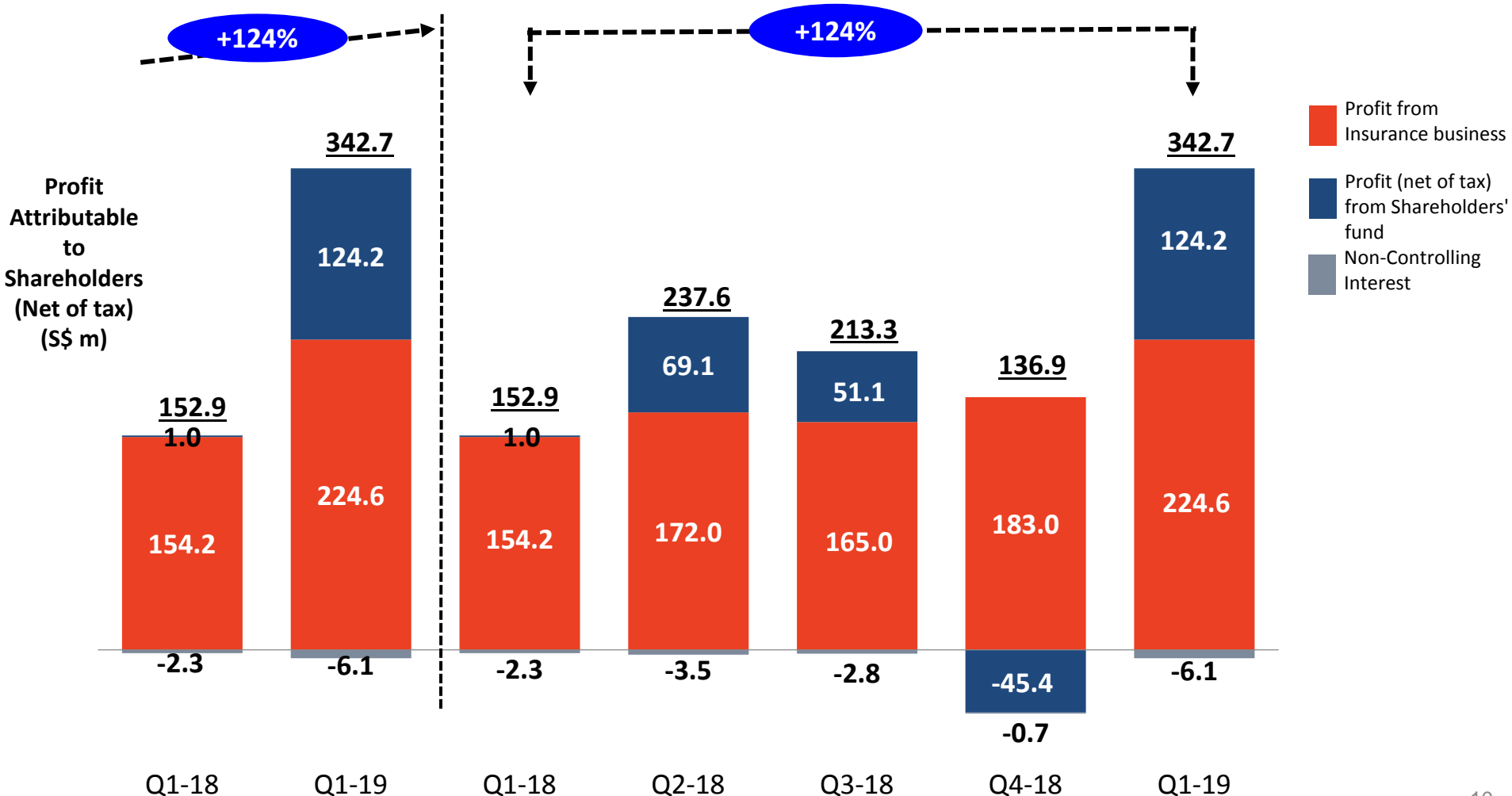
- Higher mark-to-market gain in equities
- Higher investment income mostly due to higher interest income; offset by
- Higher tax expenses



# Profit Attributable to Shareholders

Profit attributable to shareholders was S\$342.7 million for Q1-19 :

- Higher non-operating profit from insurance business
- Higher profit from shareholders' fund



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THANK YOU