

# GREAT EASTERN HOLDINGS LIMITED

## Financial Results for 1H-22 Supplementary Information

02 August 2022

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# Overview of 1H-22 Financial Results

S\$m	Q2-22	Q2-21	Δ%	1H-22	1H-21	Δ%
<b>Total Weighted New Sales</b>	<b>550.6</b>	534.8	+3	<b>1,055.9</b>	916.7	+15
<b>New Business Embedded Value</b>	<b>201.9</b>	193.1	+5	<b>393.2</b>	391.3	-
<b>Operating Profit (net of tax) from Insurance Business</b>	<b>174.1</b>	146.9	+19	<b>365.5</b>	328.2	+11
<b>Non-Operating Profit (net of tax) from Insurance Business</b>	<b>168.4</b>	36.0	+368	<b>227.3</b>	251.7	-10
<b>Profit (net of tax) from Shareholders' fund</b>	<b>-58.9</b>	55.8	nm	<b>-89.8</b>	102.2	nm
<b>Non-Controlling Interest</b>	<b>-0.7</b>	-6.4	nm	<b>-0.1</b>	-12.2	nm
<b>Profit Attributable to Shareholders</b>	<b>282.9</b>	232.3	+22	<b>502.9</b>	669.9	-25

nm: not meaningful

# 1H-22 Financial Results

## Total Weighted New Sales and New Business Embedded Value

**TWNS: S\$1,055.9m; +15%** (1H-21: S\$916.7m)

Growth underpinned by higher sales across all markets.

**NBEV: S\$393.2m; -%** (1H-21: S\$391.3m)

Stable performance; higher contribution from Singapore was negated by the lower NBEV from Malaysia.

## Profit Attributable to Shareholders

**Operating Profit: S\$365.5m; +11%** (1H-21: S\$328.2m)

Higher Operating Profit driven by growth across core markets.

**Non-Operating Profit: S\$227.3m; -10%** (1H-21: S\$251.7m)

Lower profit as the mark-to-market gains on asset-liability mismatch from increasing interest rates were offset by mark-to-market losses from widening credit spreads and equities.

**Profit from Shareholders' fund<sup>1</sup>: -S\$89.9m; nm** (1H-21: S\$90.0m)

Losses due to mark-to-market losses in equities and collective investment schemes, compared to gains a year ago.

**Profit Attributable to Shareholders: S\$502.9m; -25%** (1H-21: S\$669.9m)

The Board of Directors has declared an interim one-tier tax exempt dividend of 10 cents per ordinary share for the financial year ending 31 December 2022, payable on 31 August 2022.

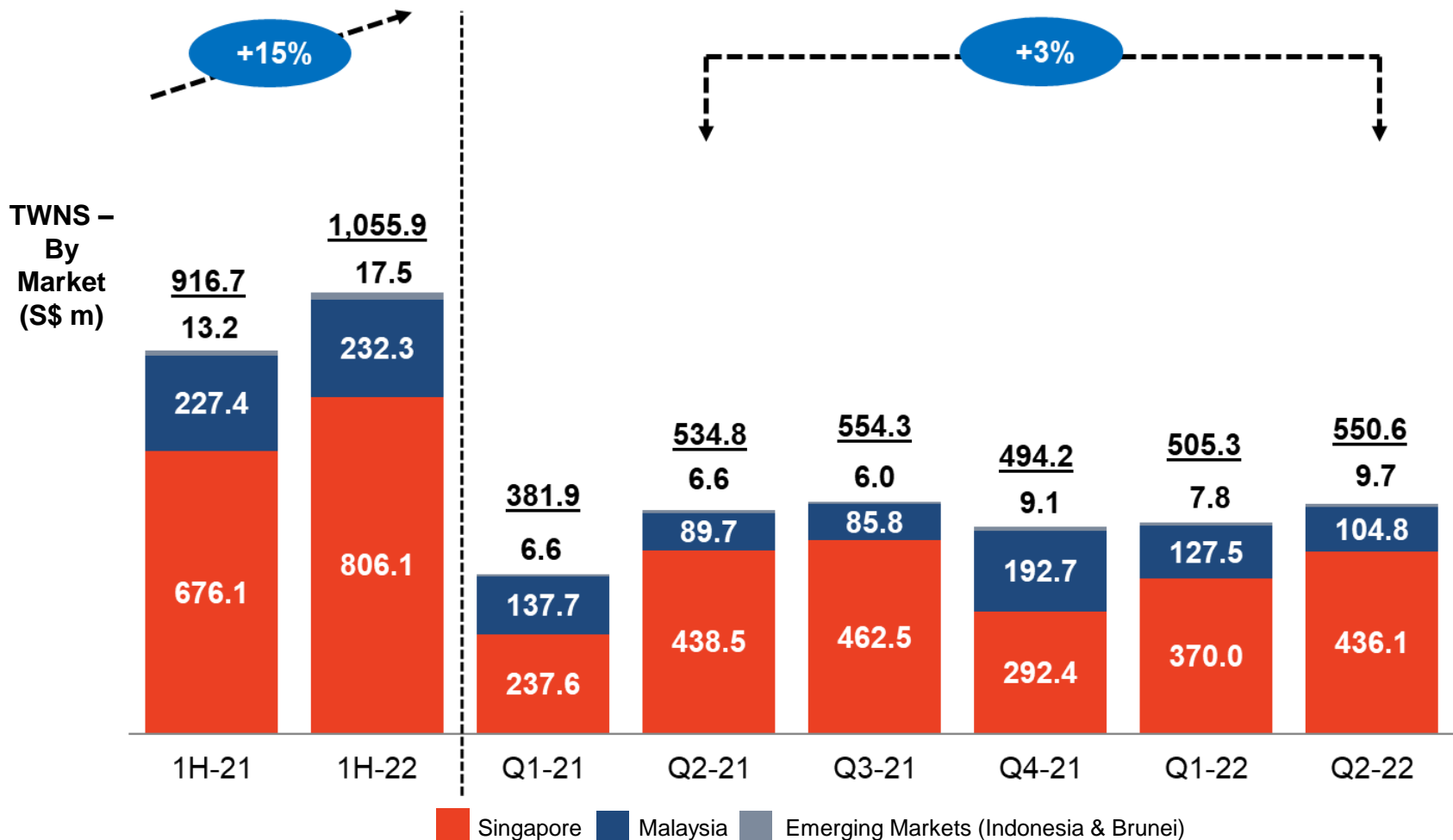
Note:

1. Includes Non-Controlling Interest

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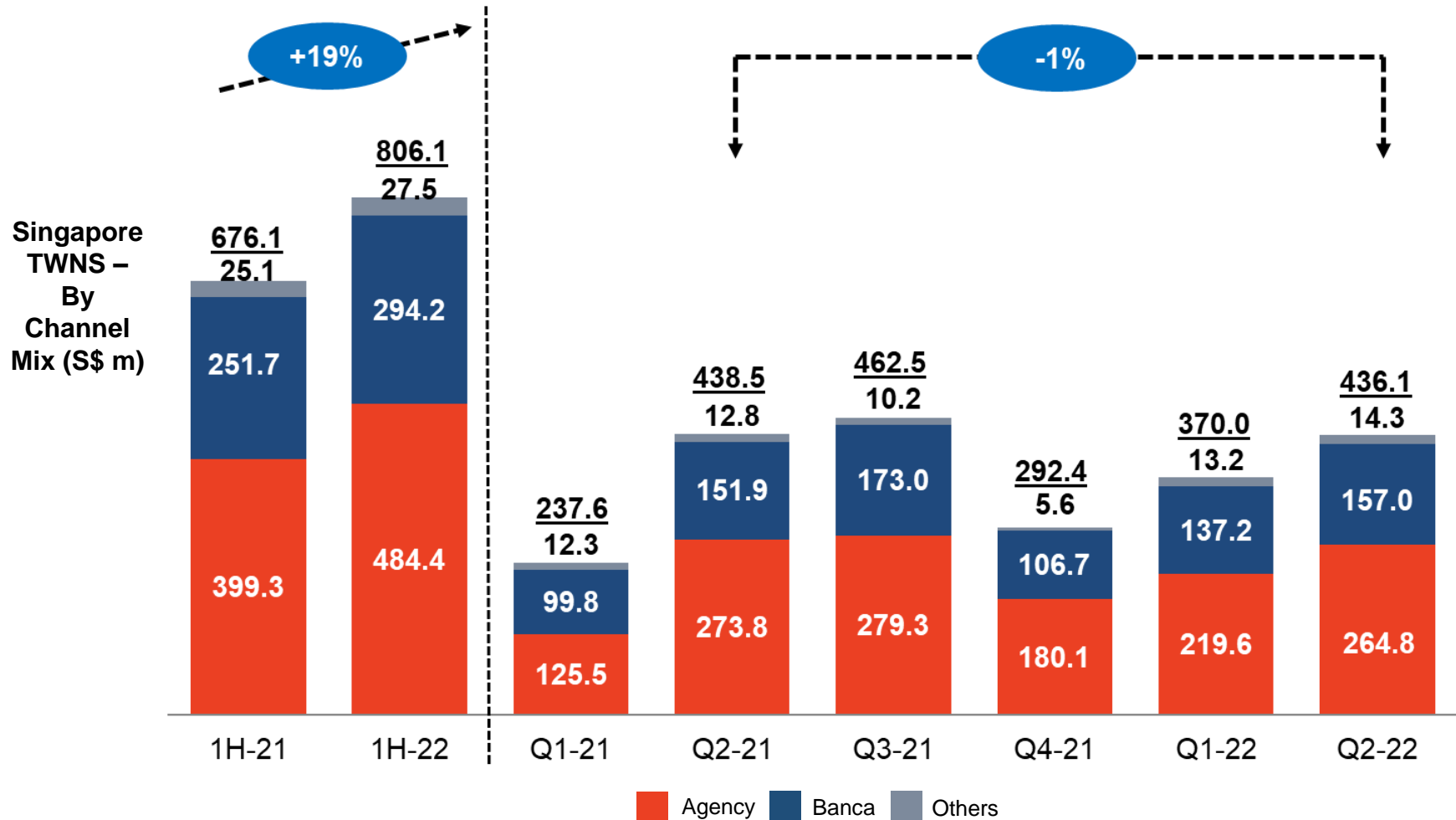
# TWNS Performance by Market

Group TWNS grew 3% in Q2-22 driven by healthy growth in Malaysia and Emerging Markets, while growth in Singapore moderated.



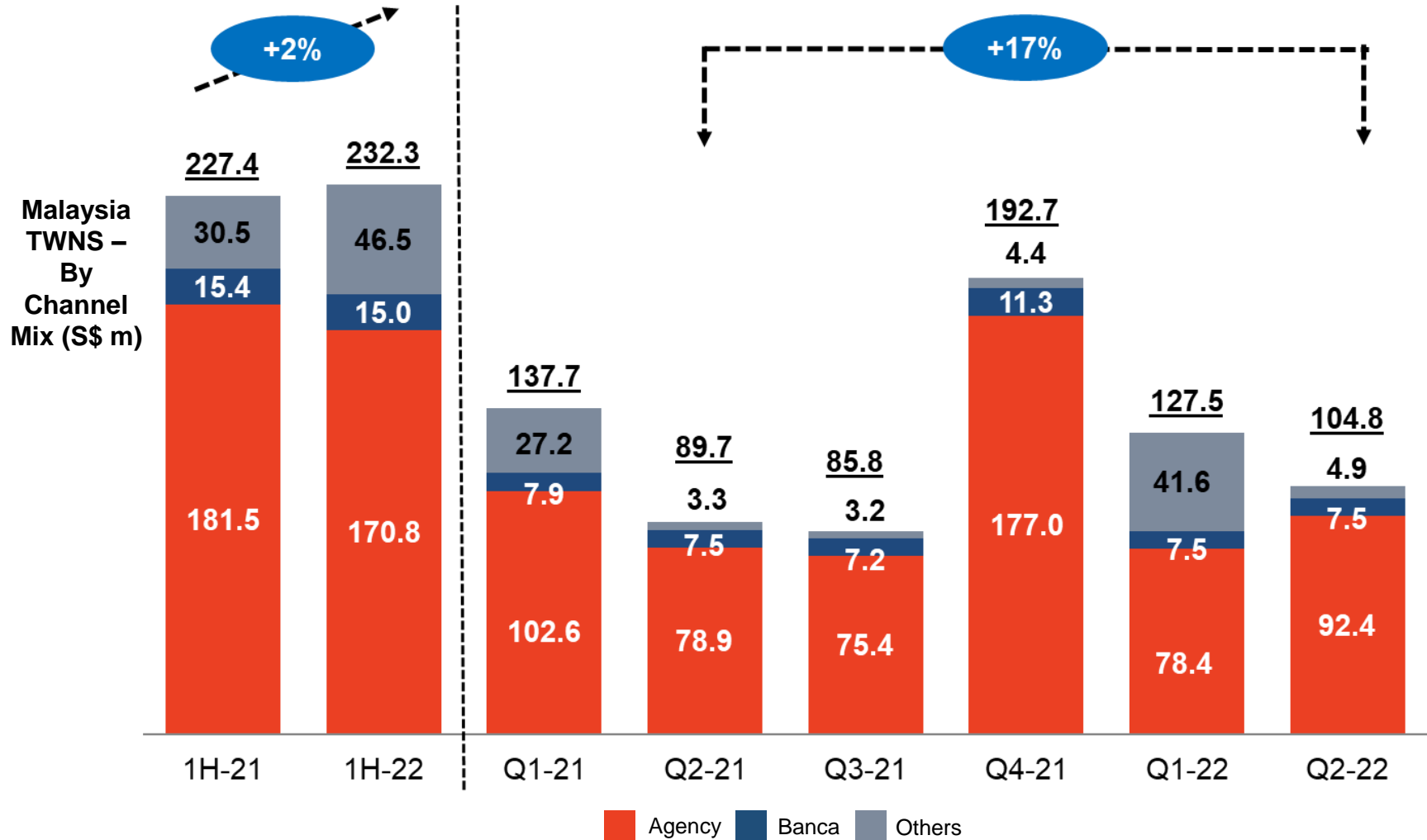
# Singapore TWNS – By Channel Mix

Singapore TWNS for Q2-22 continued the strong sales momentum from Q1-22 but declined marginally compared to same quarter last year due to lower sales from the agency channel.



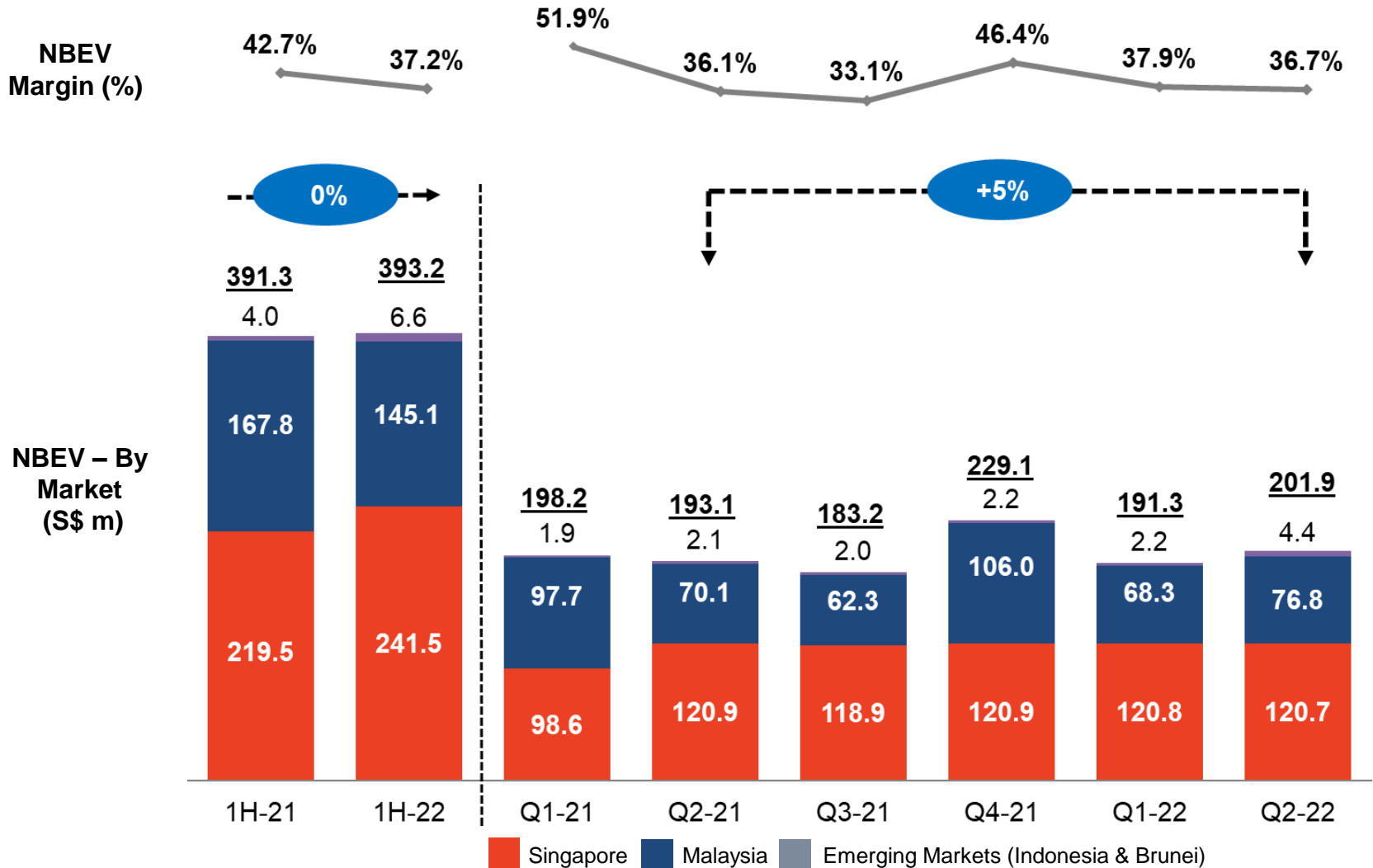
# Malaysia TWNS – By Channel Mix

Robust growth of 17% for Q2-22 mainly as a result of higher contribution from Agency.



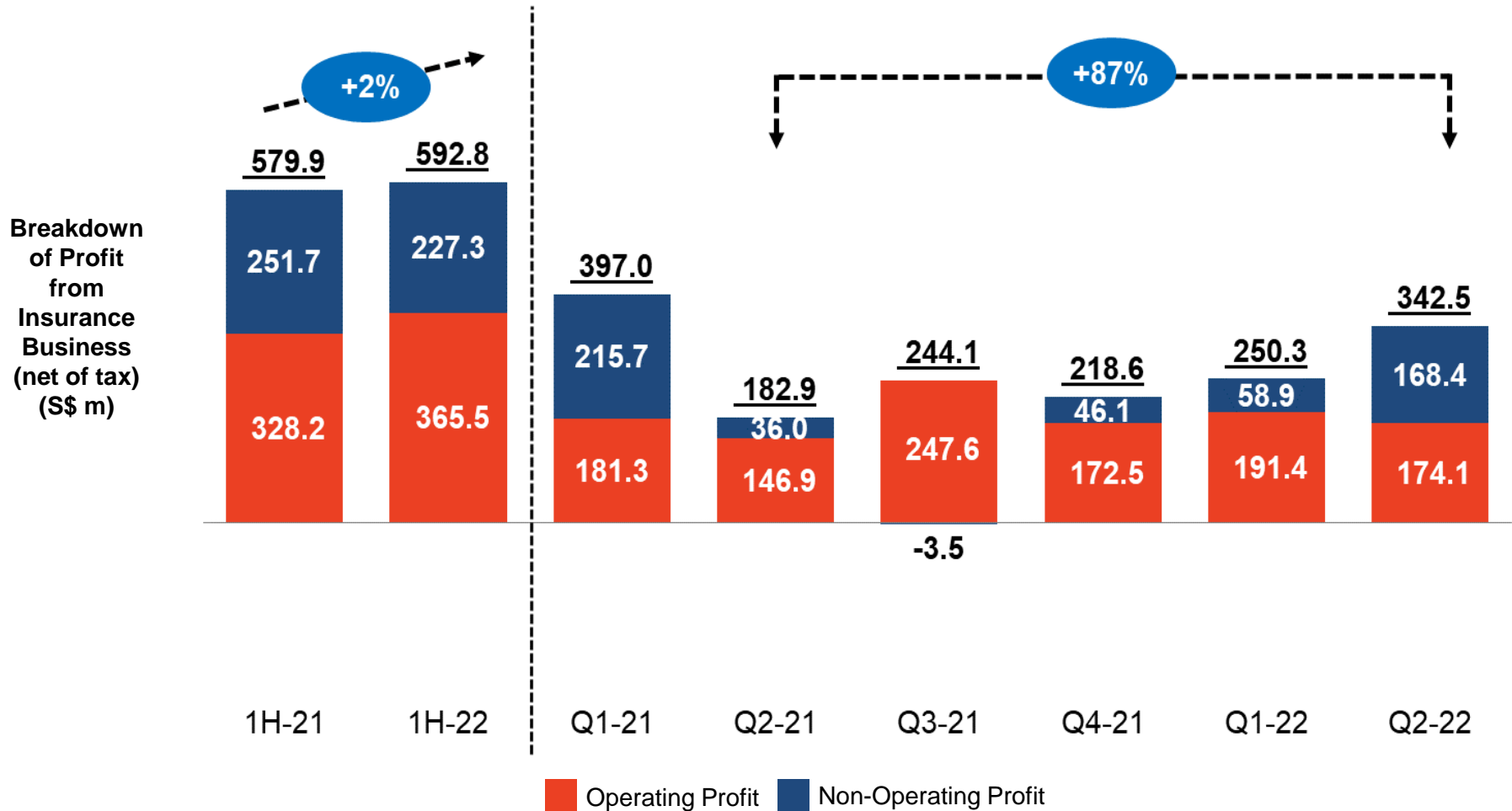
# NBEV – By Market

Q2-22 NBEV rose due to higher sales from Malaysia, while NBEV margin remained relatively stable.



# Breakdown of Profit from Insurance Business

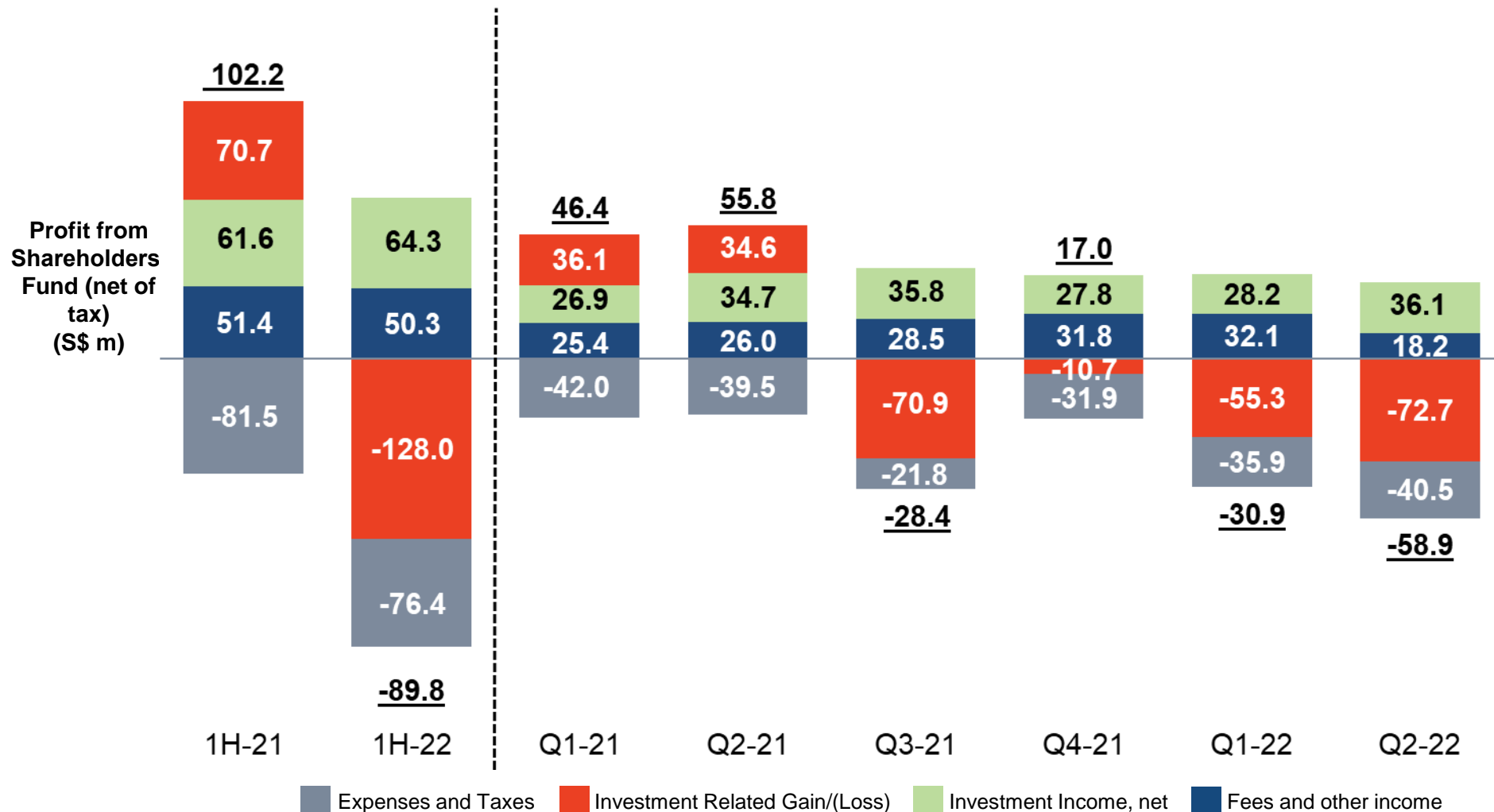
Profit from Insurance Business for Q2-22 rose on the back of higher Operating and Non-Operating Profit compared to same quarter last year. The strong Non-Operating Profit for Q2-22 was mainly driven by the mark-to-market gains on asset-liability mismatch of the Singapore Non-participating business from increasing interest rates.



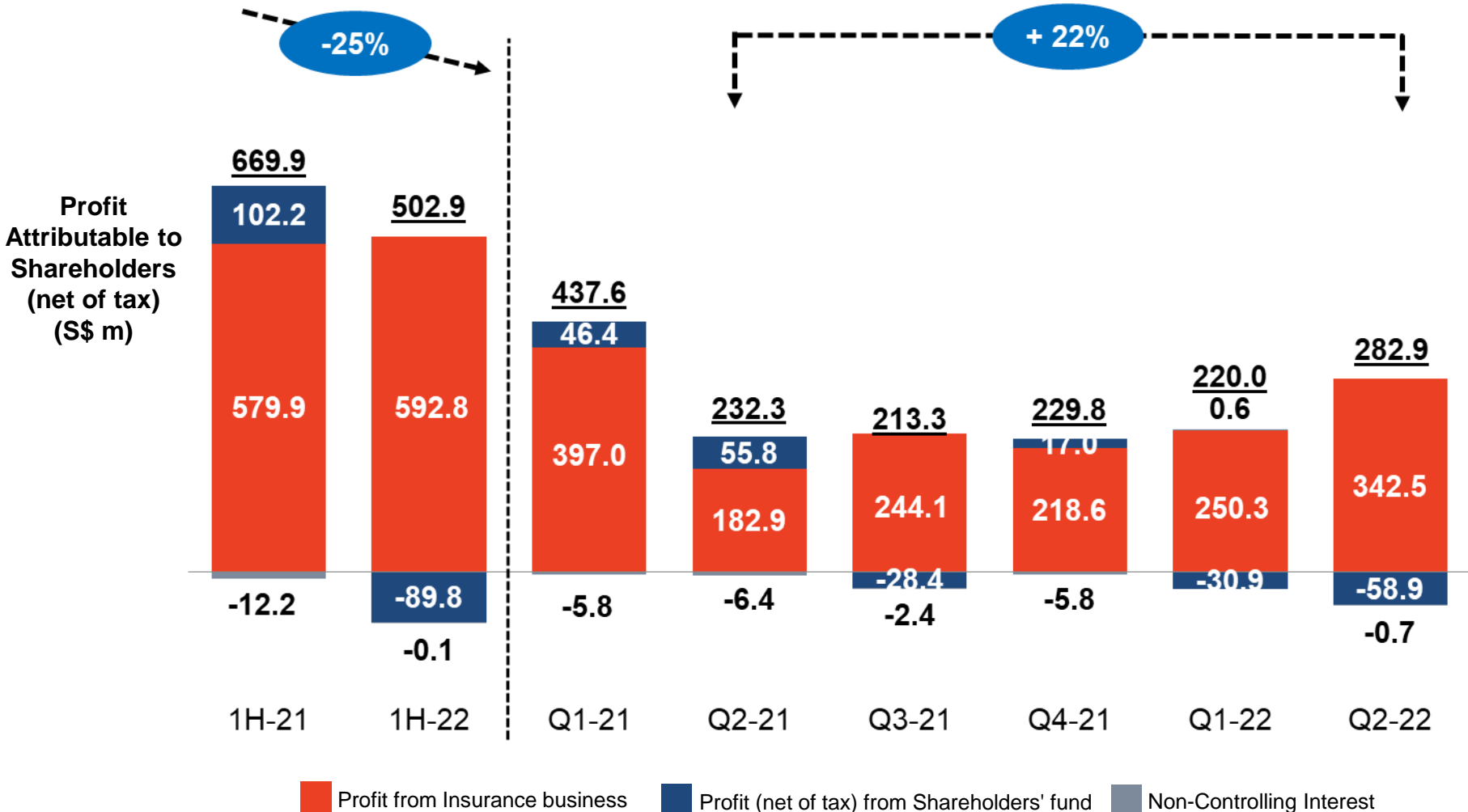


# Profit from Shareholders' Fund

Losses in Shareholders' Fund for Q2-22 was due to mark-to-market losses in equities and collective investment schemes, compared to gains a year ago.



# Profit Attributable to Shareholders



# Reference Notes

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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 Q4-21 have been restated to take into account revised actuarial assumptions implemented in Q4-21.
4. 2022 TWNS, NBEV and Operating Profit in foreign currencies are translated using the monthly spot rate for 2021 for comparison on constant currency. In applying the constant currency translation, TWNS has increased S\$2.4m for Q2-22 and S\$4.1m for 1H-22; NBEV has increased S\$1.8m for Q2-22 and S\$2.7m 1H-22; and Operating Profit has increased S\$2.7m for Q2-22 and S\$4.0m for 1H-22, which have been offset in Non-Operating Profit.
5. Operating Profit (net of tax) is defined as premiums less claims, maturities, surrenders, commissions, expenses and changes in reserves, plus net investment income (dividends, coupons, etc).
6. 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 and changes in liability discount rates due to interest rates fluctuation.

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THANK YOU