

Disclaimer

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Review of Financial Results



Highlights



Total weighted new sales **↑** 17% to S\$568.8m in 9M-11



New business embedded value (NBEV) ↑ 20% to S\$244.1m in 9M-11

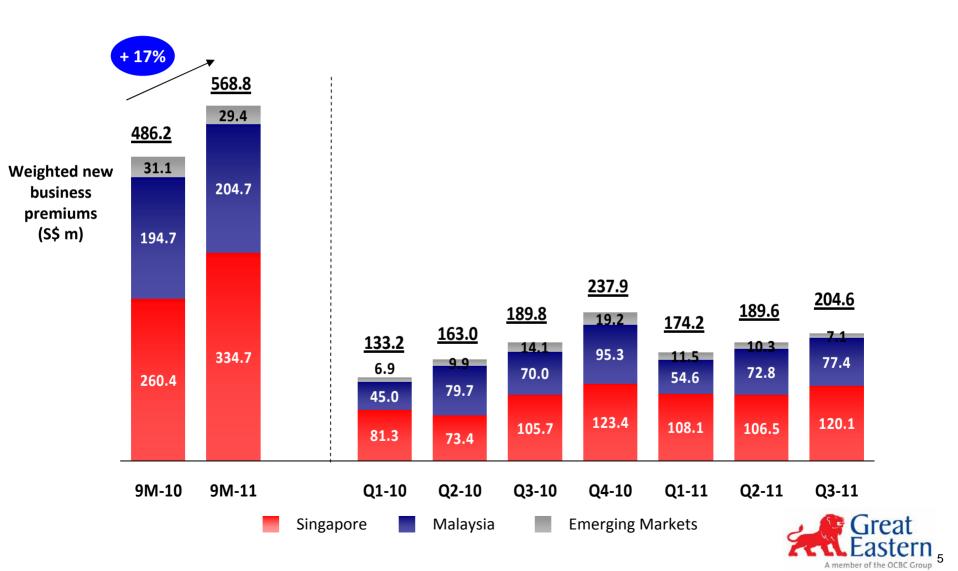


Net profit was \$\$40.4m in Q3-11, compared with \$\$168.6m a year ago



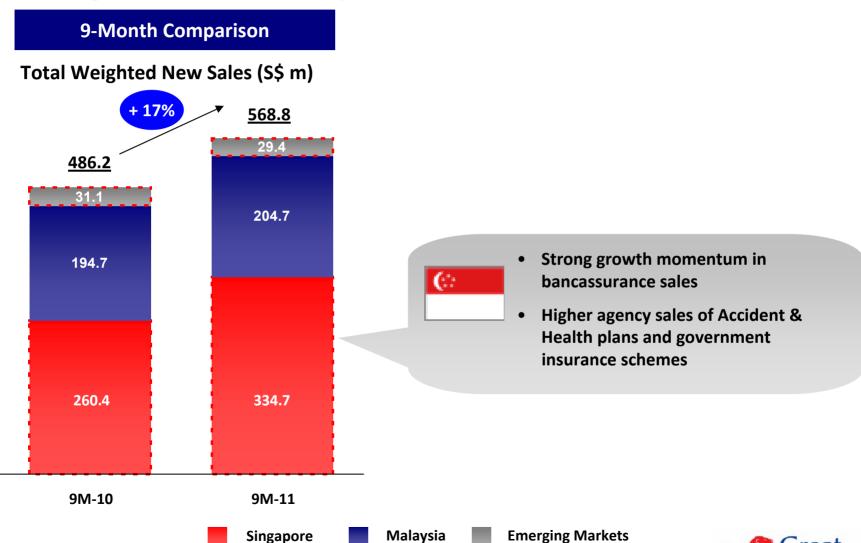
Sales

Total weighted new sales rose by 17% to \$\$568.8m in 9M-11



Sales

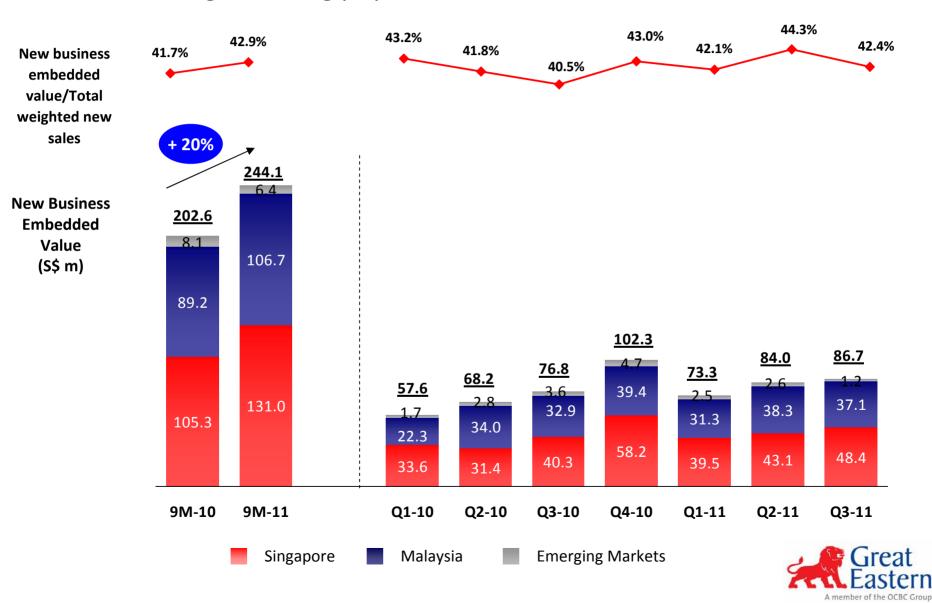
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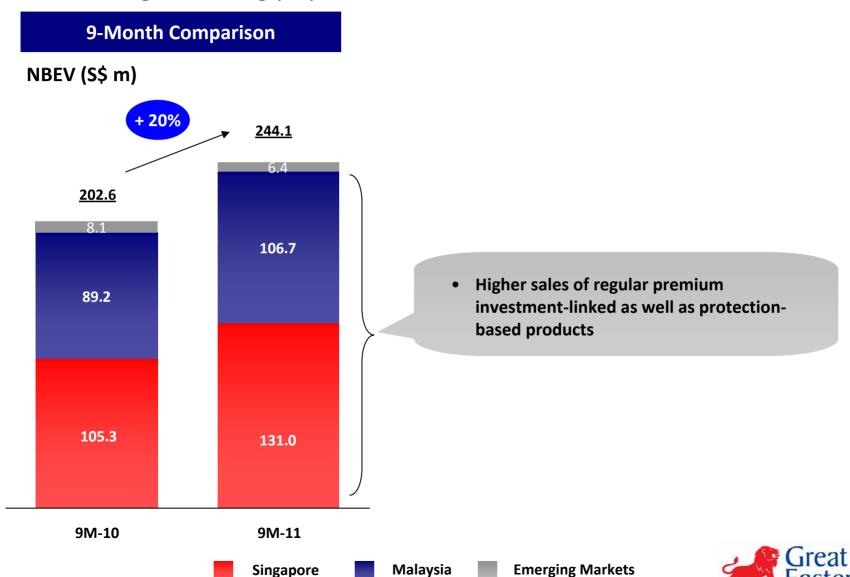
Long Term Profitability of New Sales

9M-11 NBEV grew strongly by 20% to S\$244.1m



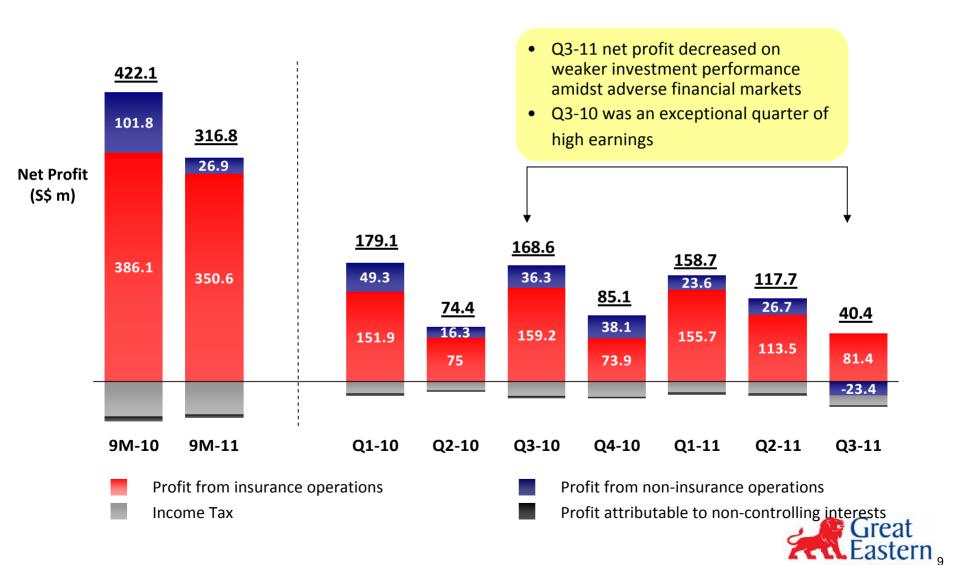
Long Term Profitability of New Sales

9M-11 NBEV grew strongly by 20% to S\$244.1m



Earnings

Net profit attributable to shareholders in Q3-11 was S\$40.4m



Summing up - Key Financials

9M-11	9M-10	Δ	Q3-11	Q3-10	Δ
316.8	422.1	-25%	40.4	168.6	-76%
568.8	486.2	17%	204.6	189.8	8%
244.1	202.6	20%	86.7	76.8	13%
8.1%	11.2%	-3.1pp	1.1%	4.3%	-3.2pp
>200%	>200%	n.m.	>200%	>200%	n.m.
	316.8 568.8 244.1 8.1%	316.8 422.1 568.8 486.2 244.1 202.6 8.1% 11.2%	316.8 422.1 -25% 568.8 486.2 17% 244.1 202.6 20% 8.1% 11.2% -3.1pp	316.8 422.1 -25% 40.4 568.8 486.2 17% 204.6 244.1 202.6 20% 86.7 8.1% 11.2% -3.1pp 1.1%	316.8 422.1 -25% 40.4 168.6 568.8 486.2 17% 204.6 189.8 244.1 202.6 20% 86.7 76.8 8.1% 11.2% -3.1pp 1.1% 4.3%



^{*}For Great Eastern's insurance subsidiaries in Singapore and Malaysia n.m. – non meaningful

Thank You