

# FINANCIAL RESULTS FOR Q1-2012

4 May 2012

# Disclaimer

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## Review of Financial Results

## Highlights

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### Sales

- Total weighted new sales ↑ 1% YoY to S\$176.8m in Q1-12

### Long-term Profitability of New Sales

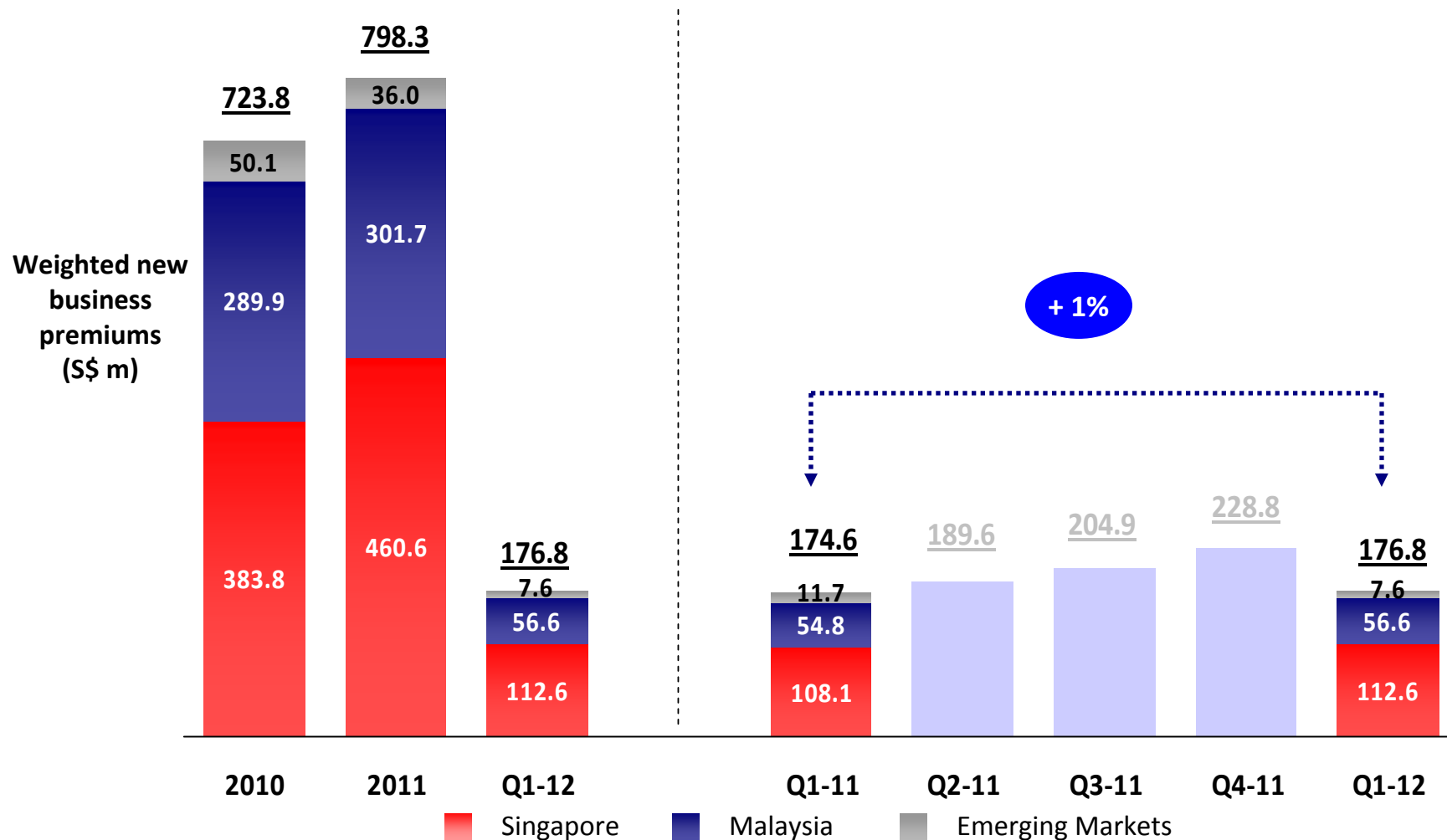
- New business embedded value (NBEV) ↑ 14% YoY to S\$83.8m in Q1-12

### Earnings

- Net profit ↑ 65% YoY to S\$262.5m in Q1-12

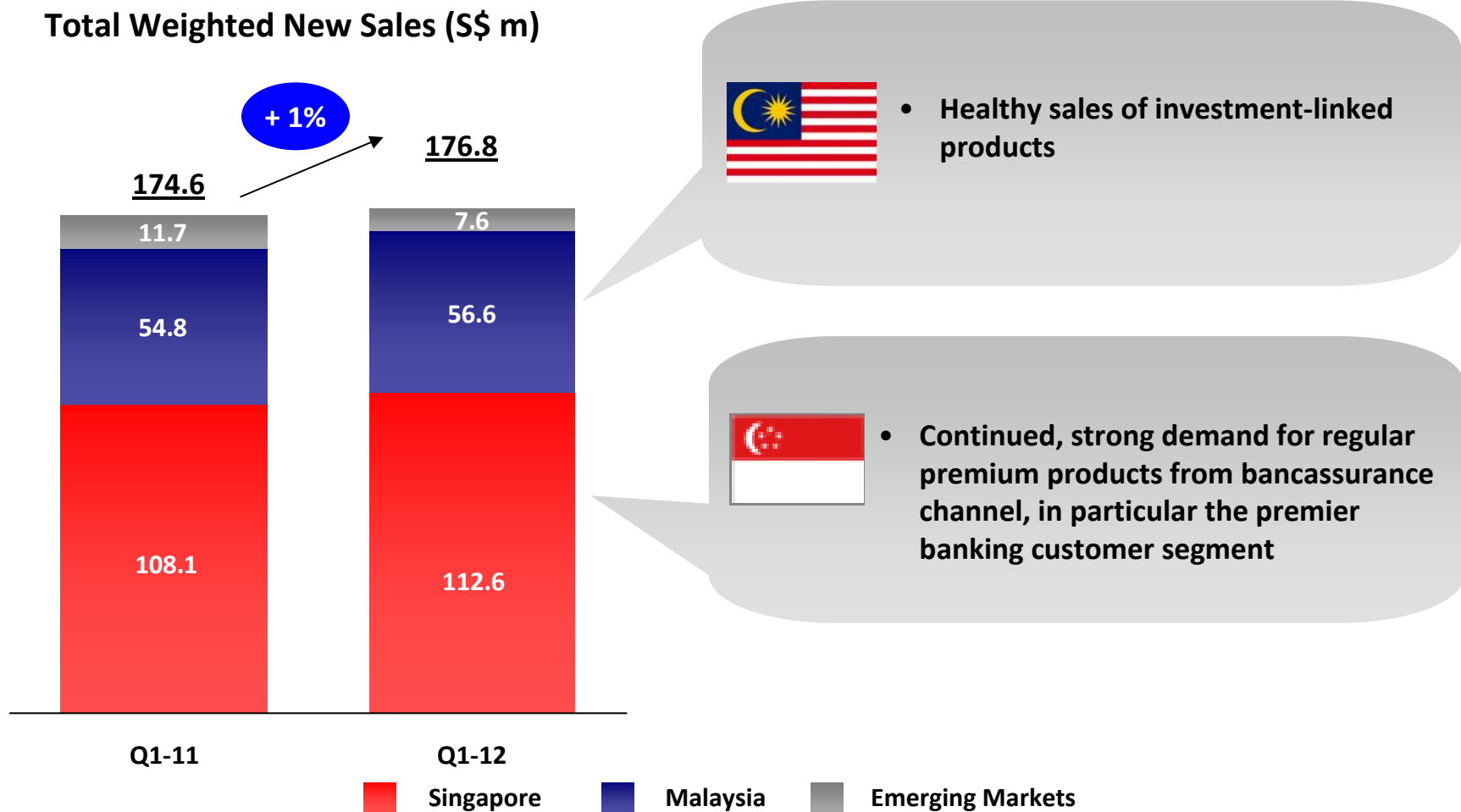
# Sales

Q1-12 total weighted new sales of S\$176.8m, with significant shift from single to regular premium products



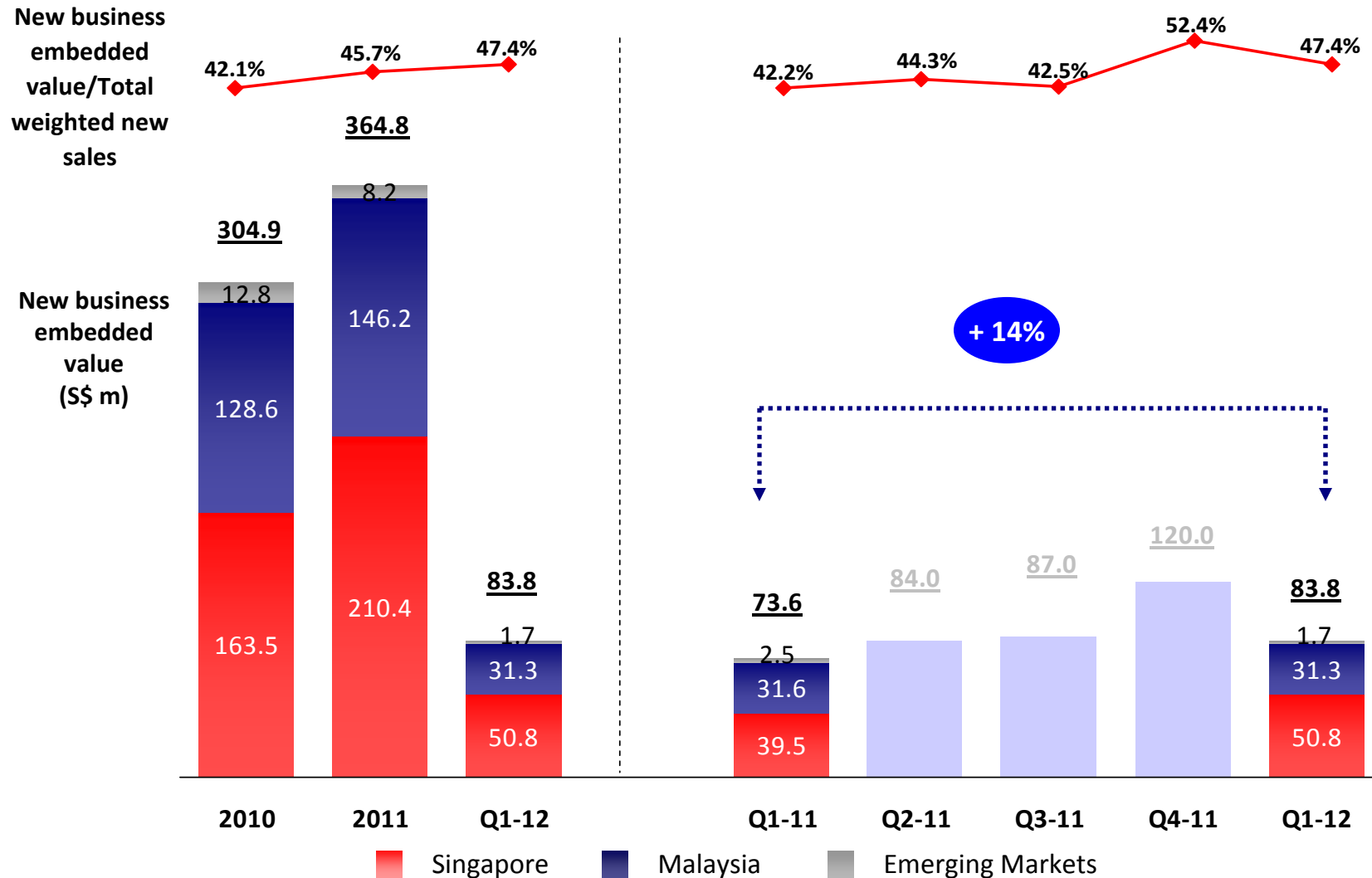
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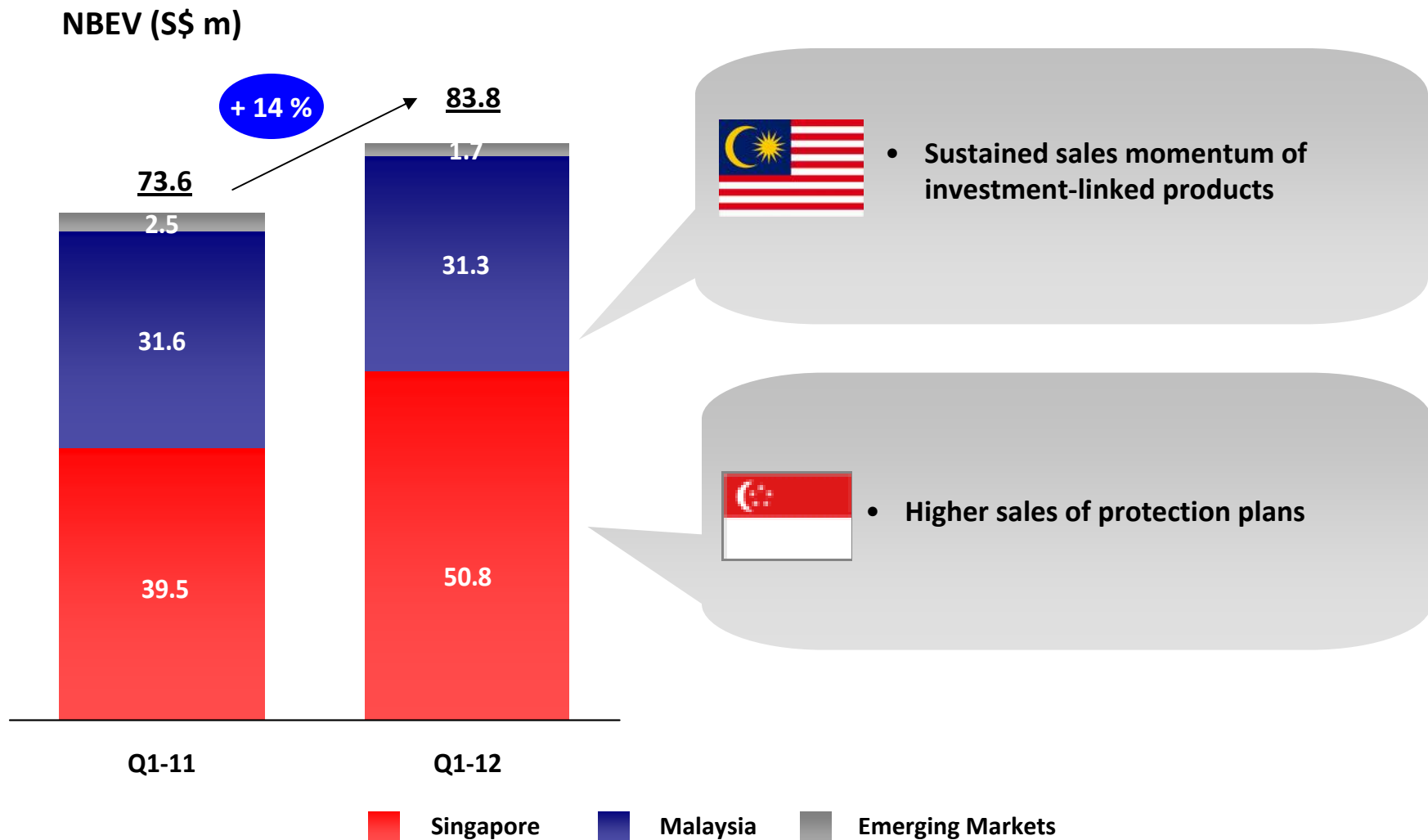
## Long-Term Profitability of New Sales

Q1-12 NBEV grew strongly by 14% to S\$83.8m, reflecting product mix improvement



## Long-Term Profitability of New Sales

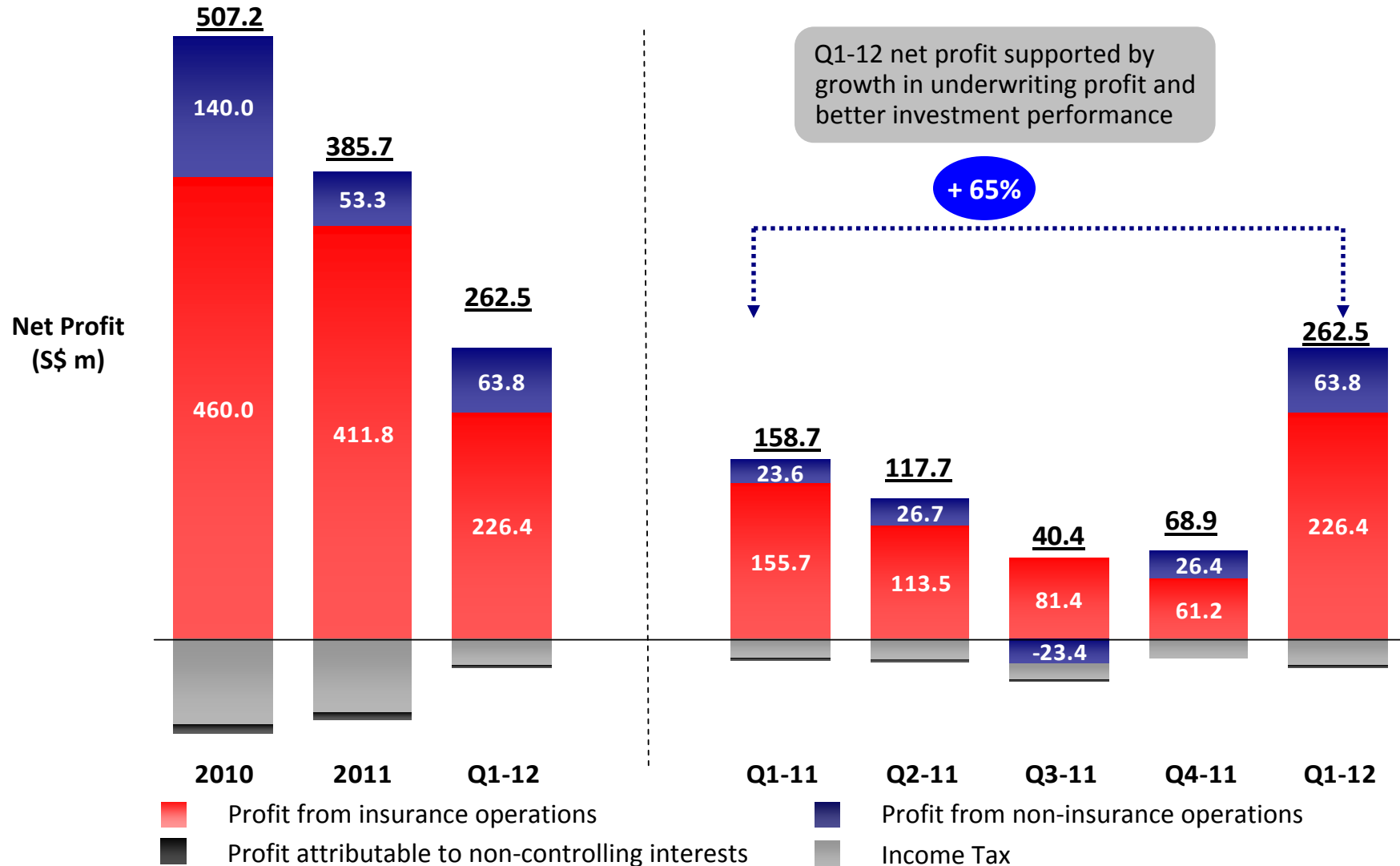
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# Earnings

Q1-12 Net profit attributable to shareholders rose by 65% to S\$262.5m



## Summing up - Key Financials

S\$ m	Q1-12	Q1-11	Δ	
Net Profit	262.5	158.7	65%	↑
Total Weighted New Sales	176.8	174.6	1%	↑
NBEV	83.8	73.6	14%	↑
Capital Adequacy Ratios*	>200%	>200%	n.m.	

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

**Thank You**