

FINANCIAL RESULTS FOR Q3-2012 & 9M-2012

2 Nov 2012

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Agenda

Review of Financial Results

Tony Cheong, Group CFO

Recent Developments

Chris Wei, Group CEO

Q & A

Panel

Review of Financial Results

Highlights

Sales

- Total weighted new sales **↑ 1%** YoY to S\$574.7m in 9M-12

Long-term Profitability of New Sales

- New business embedded value (NBEV) **↑ 6%** to S\$258.5m in 9M-12

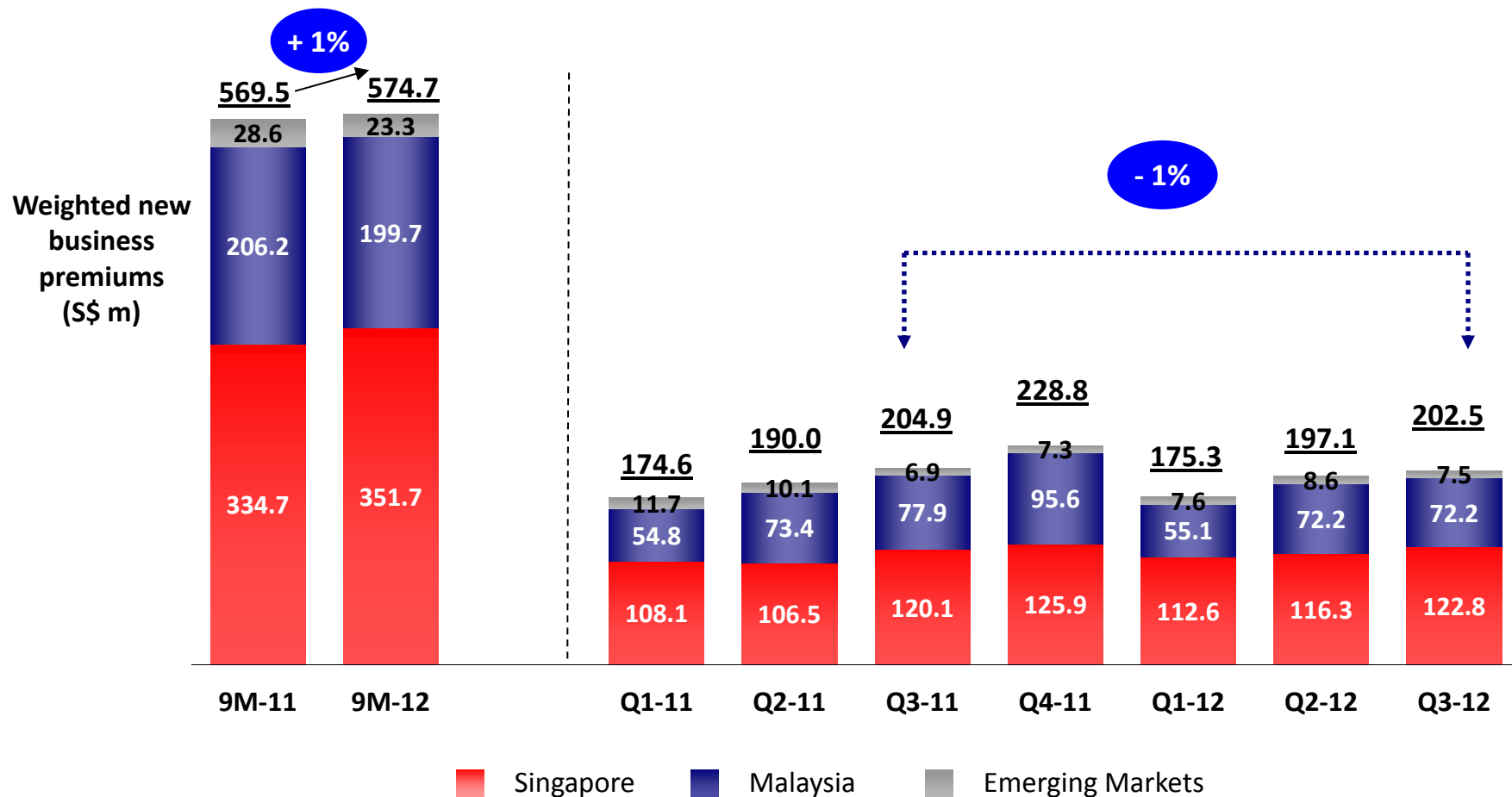
Earnings

- Net profit was S\$619.6m in Q3-12, compared to S\$40.4m in Q3-11.
- Excluding the F&N and APB sale, Q3-12 net profit was S\$198.0m, underpinned by continued growth in underwriting profit and mark-to-market investment gains

Sales (TWP) – By Market

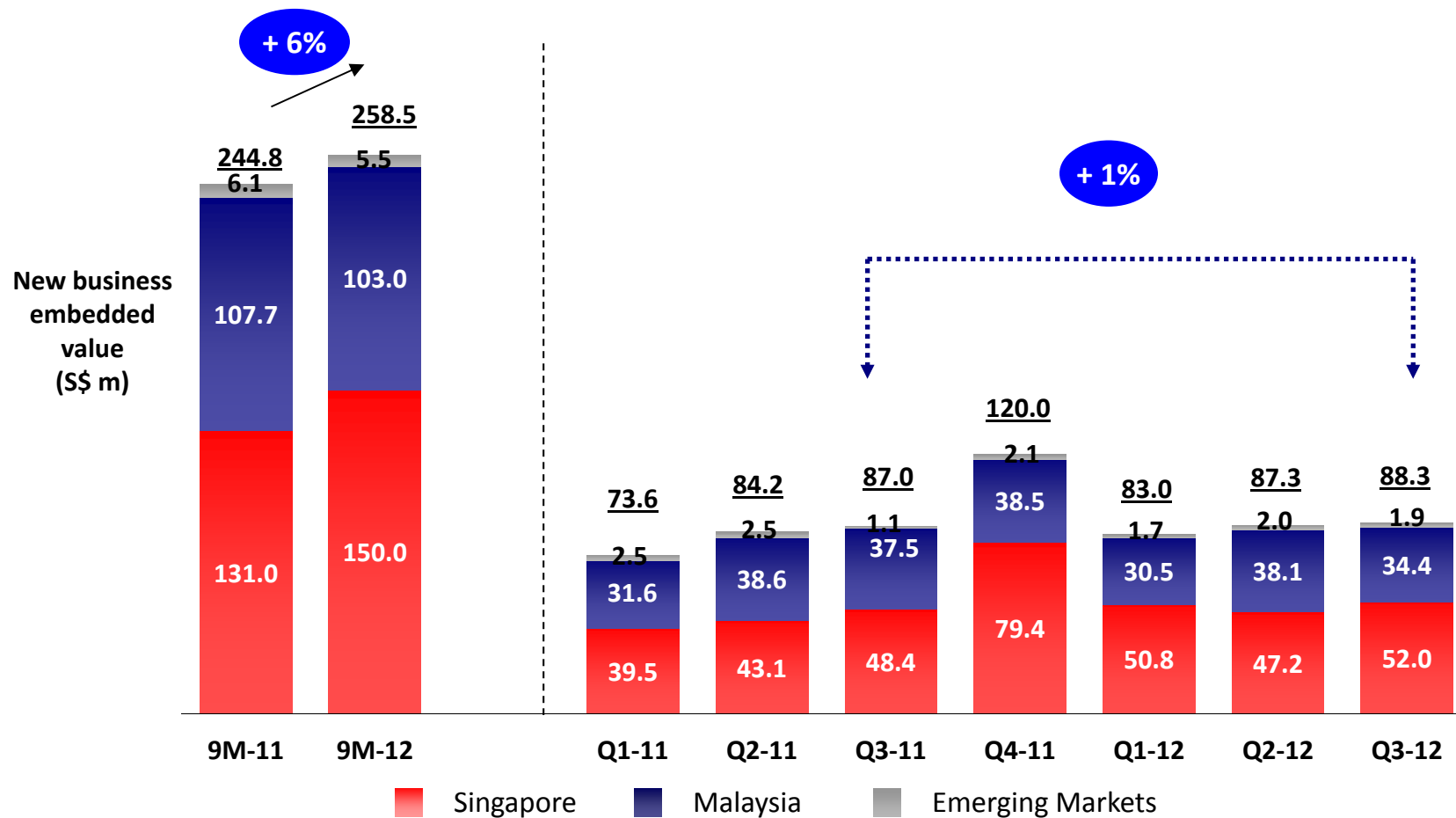
9M-12 weighted sales was S\$574.7m:

- 5% growth in Singapore
- Stable performance in Malaysia



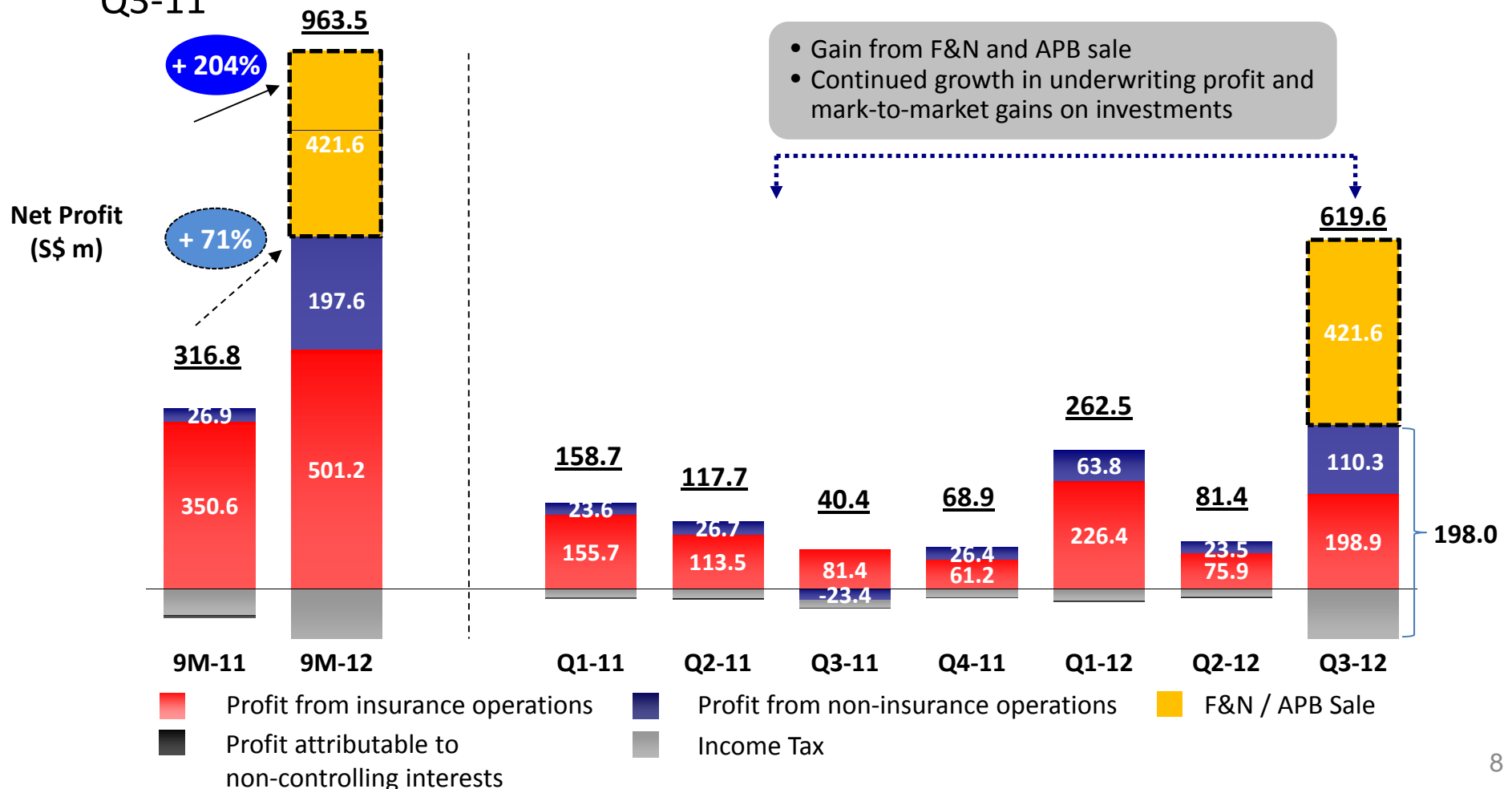
Long-Term Profitability of New Sales (NBEV)

9M-12 NBEV rose 6% to S\$258.5m



Earnings

- Q3-12 net profit attributable to shareholders was S\$619.6m, including a gain from F&N and APB sale
- Excluding the one-off gain, net profit was S\$198m, compared to S\$40.4m in Q3-11



Summing Up – Key Financials

S\$ m	9M-12	9M-11	Δ	Q3-12	Q3-11	Δ
Net Profit	963.5	316.8	204%	619.6	40.4	nm
Total Weighted New Sales	574.7	569.5	1%	202.5	204.9	-1%
NBEV	258.5	244.8	6%	88.3	87.0	1%

Thank You