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**FINANCIAL RESULTS FOR
SECOND QUARTER 2011**

3 AUGUST 2011

Life is Great!



Review of Financial Results

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Highlights

Sales

Total weighted new sales rose by 23% to S\$363.6m in 1H-11

Long-term Profitability of New Sales

New business embedded value, or NBEV, grew strongly across markets by 25% to S\$157.2m in 1H-11

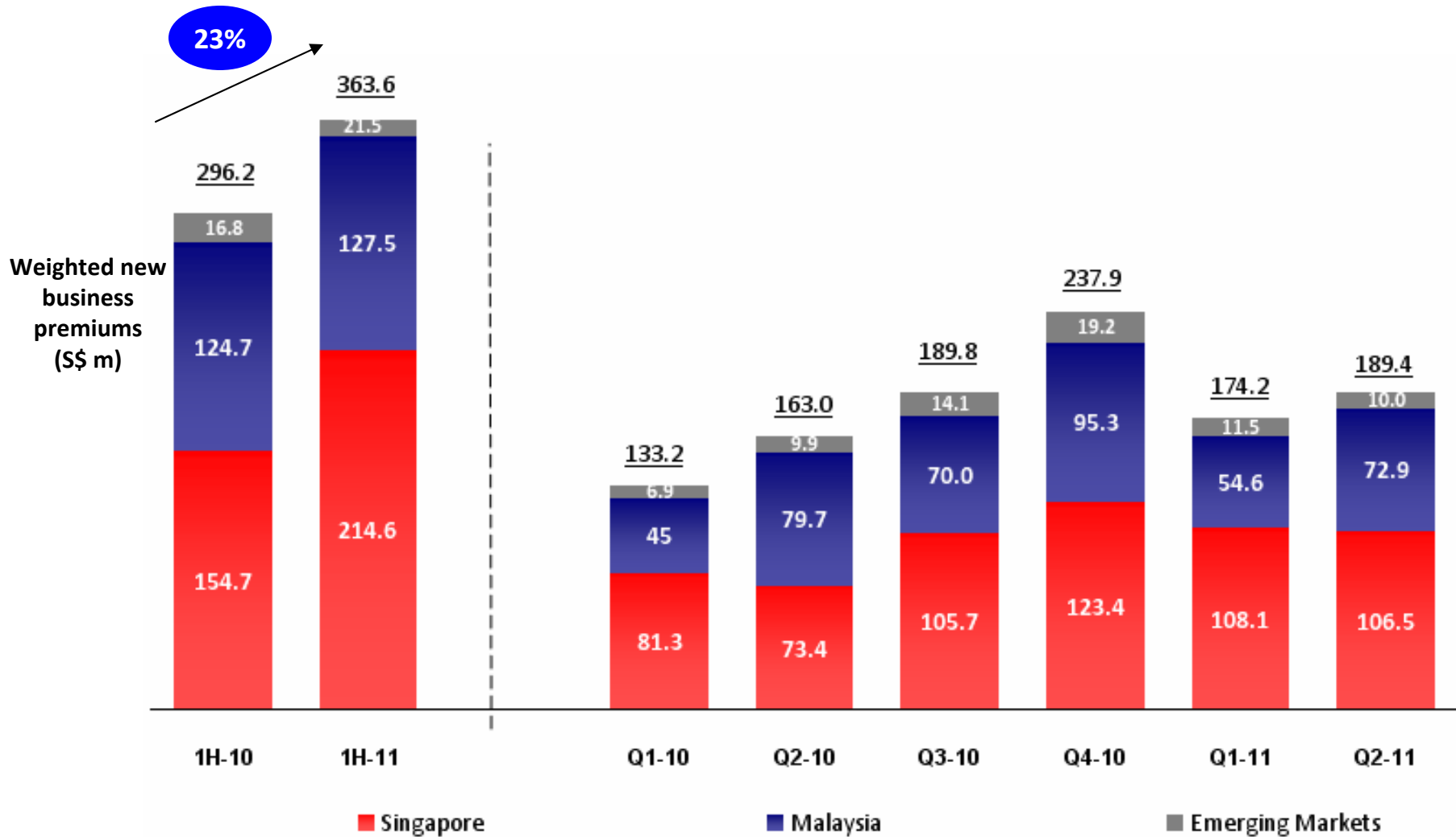
Earnings

Net profit surged 58% y-o-y to S\$117.7m in Q2-11

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Sales

On a half-year basis, total weighted new sales rose by 23% to S\$363.6m

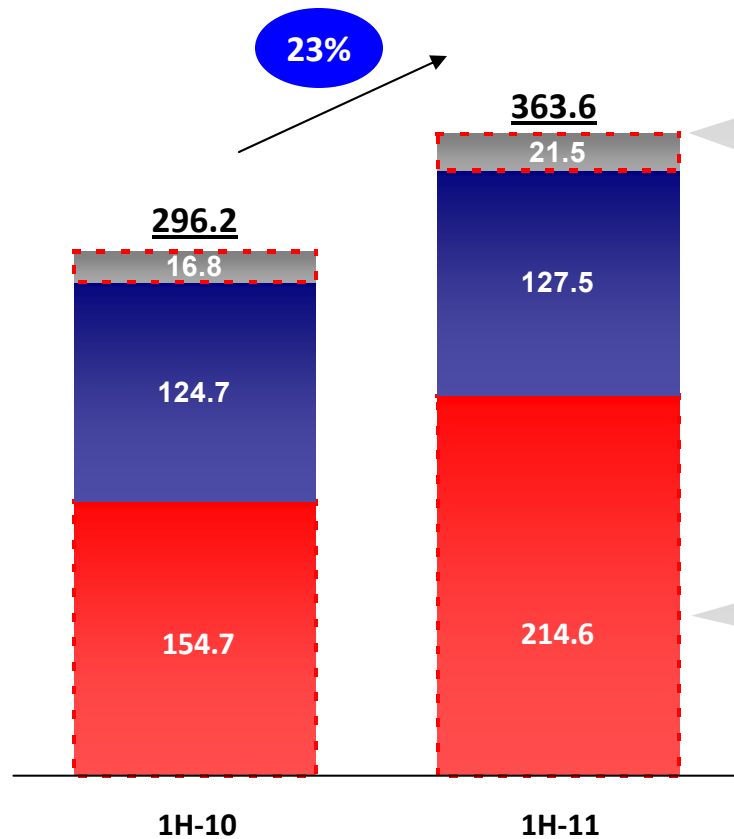


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Sales

Half-Year Comparison

Total Weighted New Sales (\$\$ m)



23%



- Building on inroads made in bancassurance partnership with Bank OCBC NISP



- Recruitment of highly productive agents and increasing agency activity via training programmes



- Growth in bancassurance sales of regular premium products more than doubled
- Increasingly successful penetration into premium banking customer segment



Singapore



Malaysia



Emerging Markets

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Long Term Profitability of New Sales

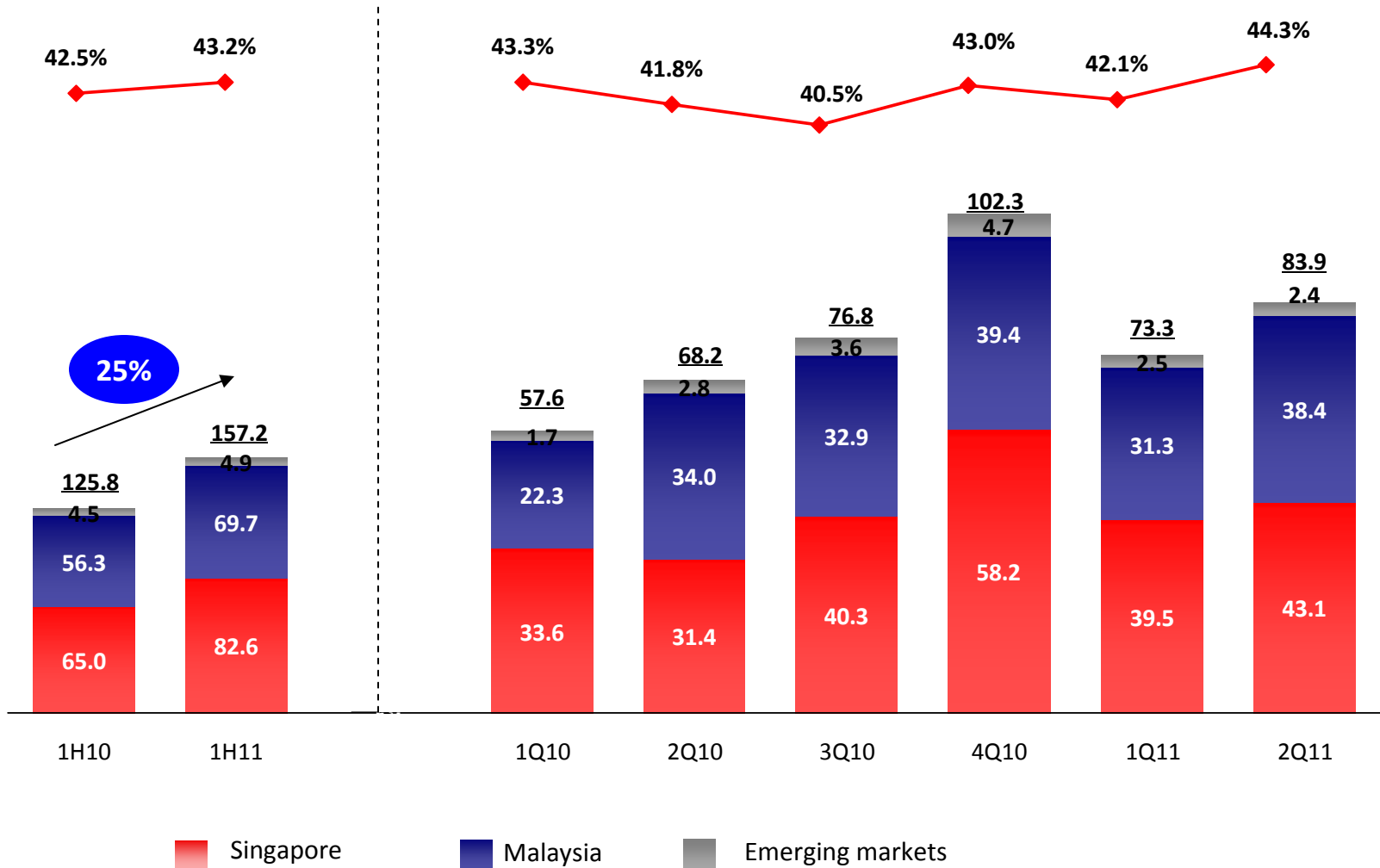
1H NBEV grew strongly across markets by 25% to S\$157.2m

New business embedded value/Total weighted new sales

42.5% 43.2%

25%

New business embedded value (S\$m)



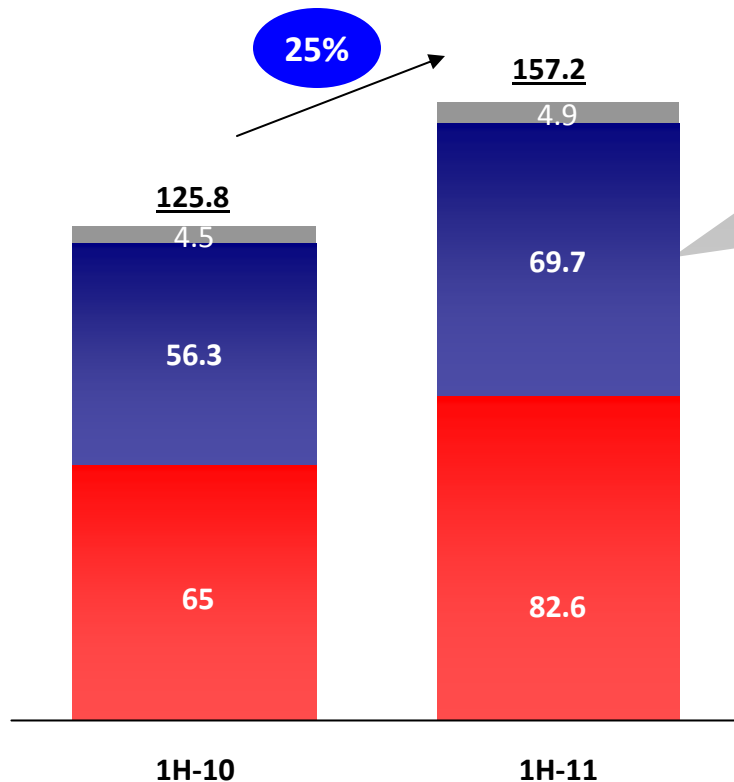
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Long Term Profitability of New Sales

NBEV grew strongly across markets by 25% in 1H-11 to S\$157.2m

Half-Year Comparison

NBEV (S\$ m)



- Increase in NBEV achieved through sales of regular premium investment-linked products tailored to meet the needs of the young and affluent customer segments

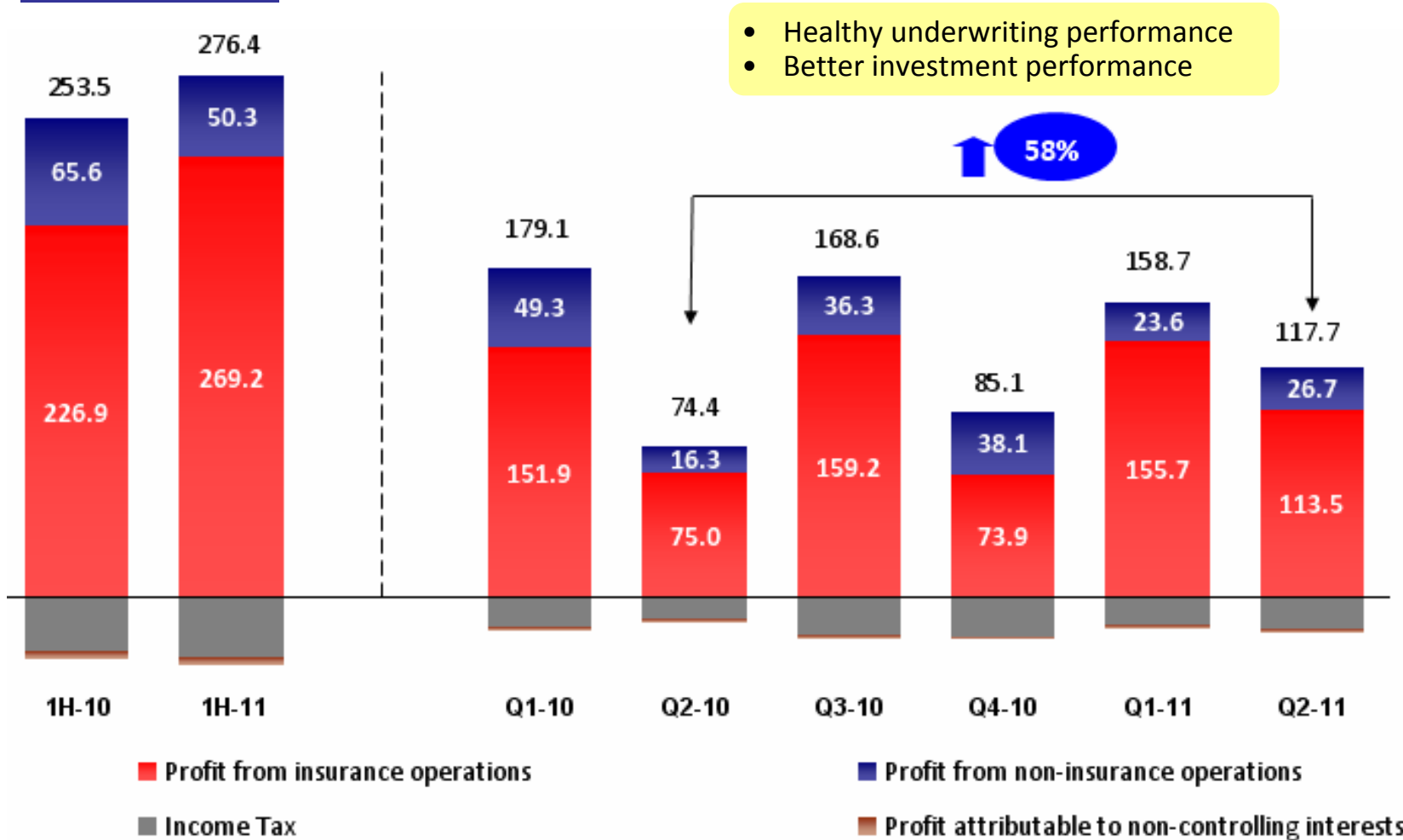
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 Singapore  Malaysia  Emerging Markets

Earnings

Net profit attributable to shareholders surged 58% y-o-y in Q2-11 to S\$117.7m

Net Profit (S\$ m)



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Key Financials

Overall, a strong set of results

S\$ m	1H-11	1H-10	Δ	Q2-11	Q2-10	Δ	
Net Profit	276.4	253.5	9%	117.7	74.4	58%	↑
Total Weighted New Sales	363.6	296.2	23%	189.4	163.0	16%	↑
NBEV	157.2	125.8	25%	83.9	68.2	23%	↑

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Thank You

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