

FINANCIAL RESULTS FOR Q2-2012 & 1H-2012

1 August 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 ↑ 2% YoY to S\$372.7m in 1H-12

Long-term Profitability of New Sales

- New business embedded value (NBEV) ↑ 8% to S\$170.3m in 1H-12

Earnings

- Net profit was S\$81.4m in Q2-12, compared to S\$117.7m in Q2-11

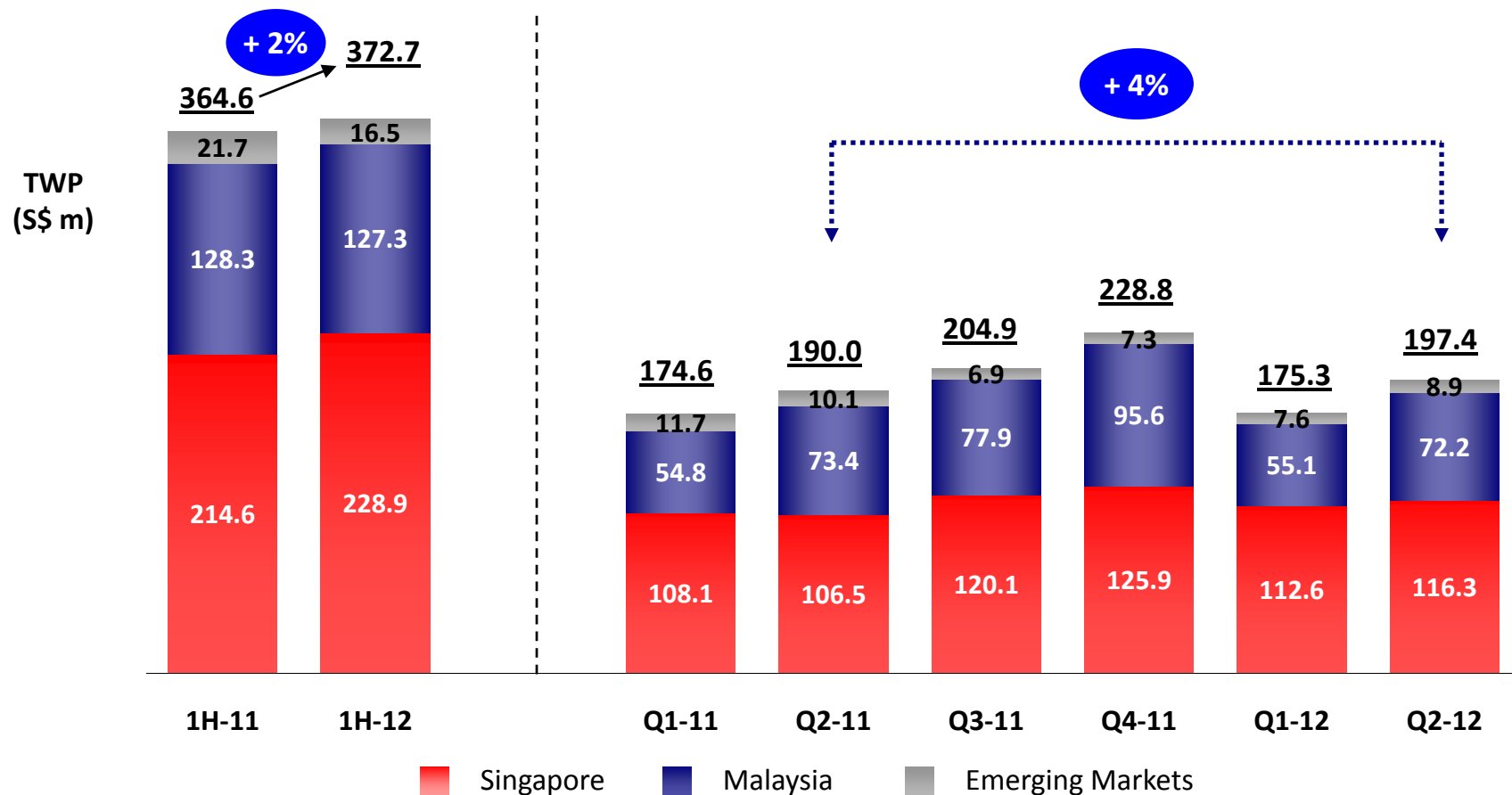
Dividends

- Interim dividend of 10 cents per share declared

Sales (TWP) – By Market

1H-12 weighted sales increased 2% to S\$372.7m:

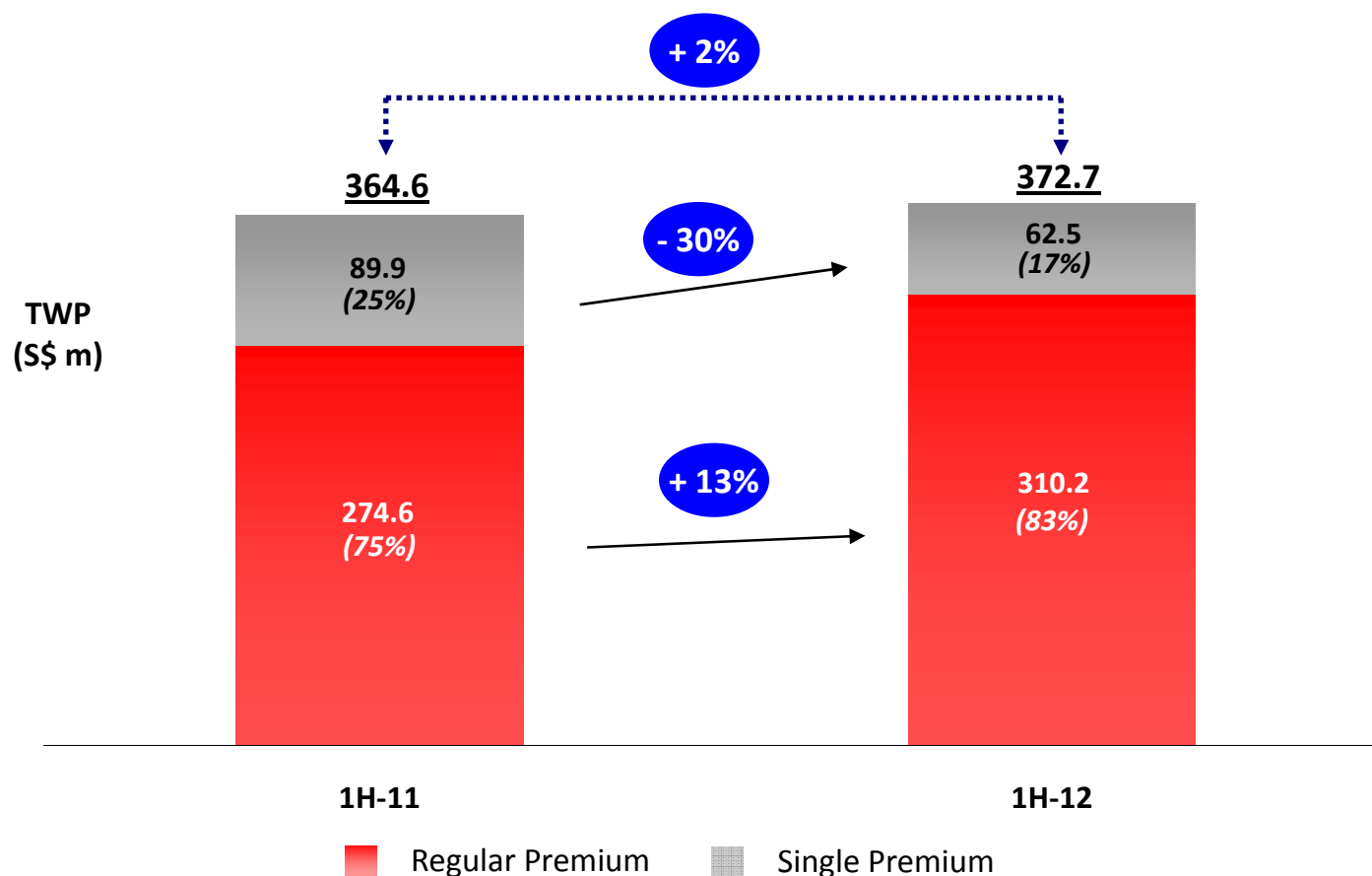
- 7% growth in Singapore
- Stable performance in Malaysia



Sales (TWP) – By Product Mix

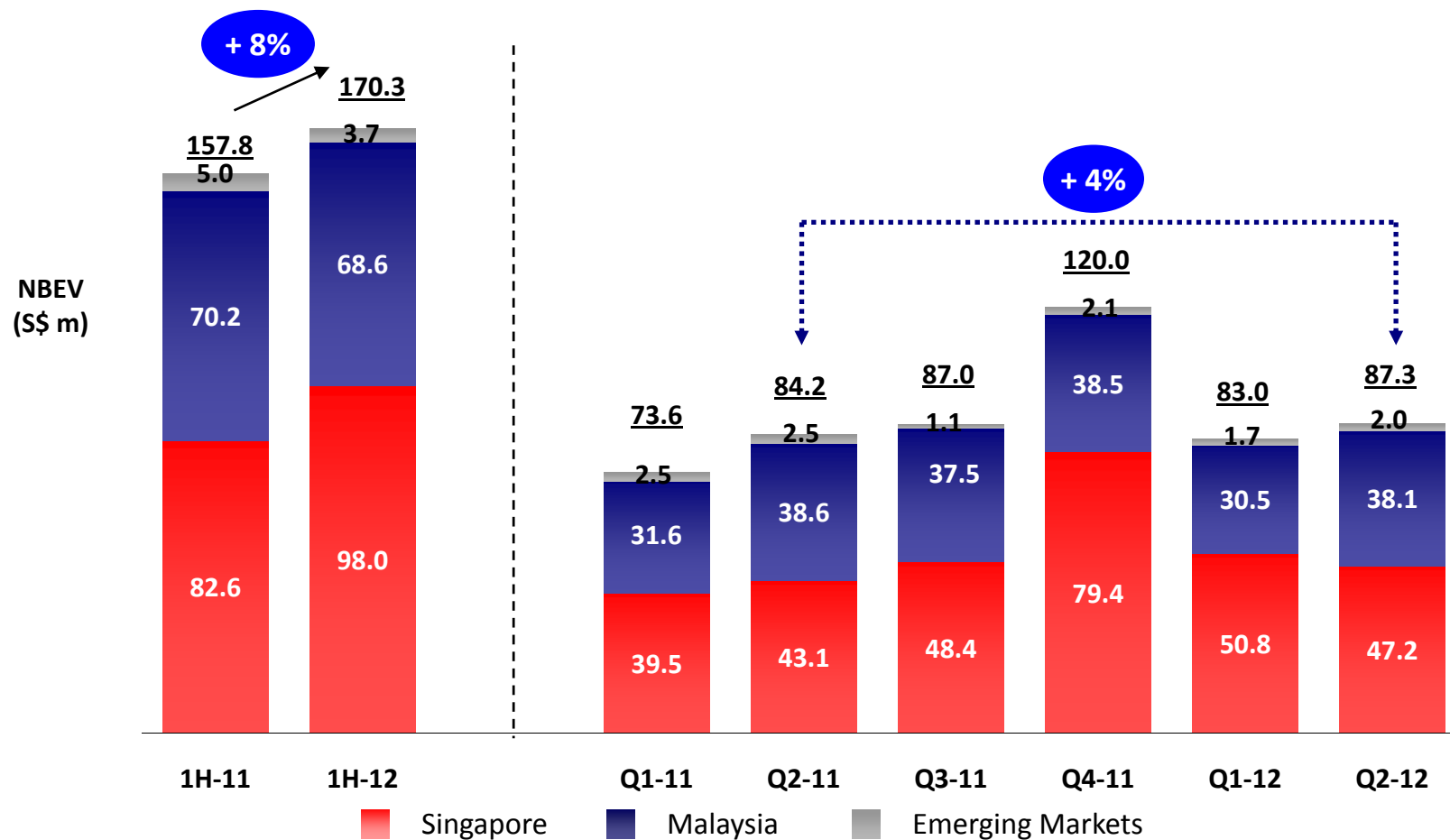
1H-12 weighted sales increased 2% to S\$372.7m

- growth in sales of RP products
- lower sales of SP endowment products resulting from lack of appropriate underlying investments



Long-Term Profitability of New Sales (NBEV)

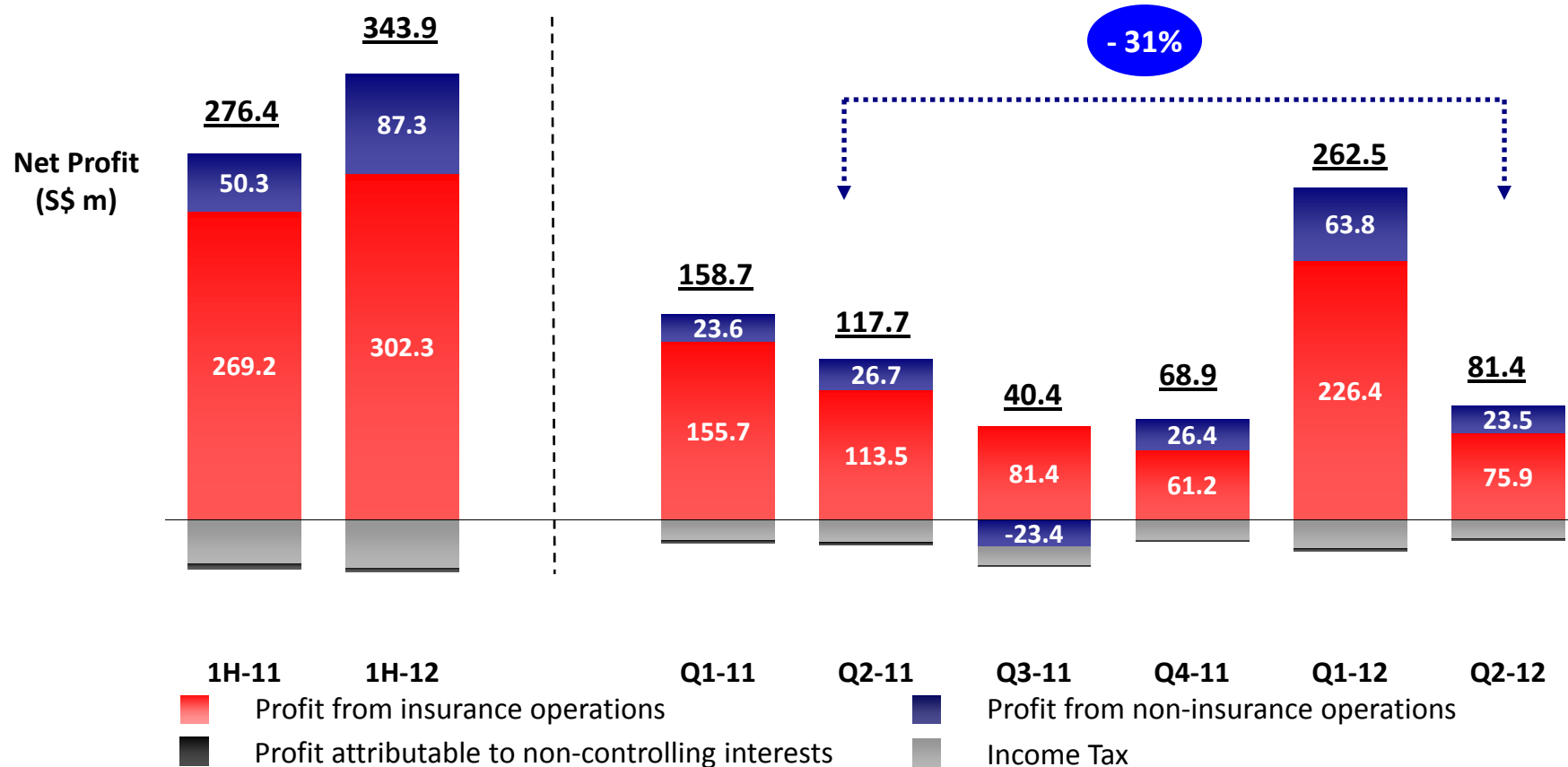
1H-12 NBEV grew by 8% to S\$170.3m against 2% growth in weighted sales



Earnings

Q2-12 net profit attributable to shareholders was S\$81.4m

Earnings significantly affected by weaker investment performance resulting from less favourable market conditions in Q2-12



Summing Up – Key Financials

S\$ m	1H-12	1H-11	Δ	Q2-12	Q2-11	Δ
Net Profit	343.9	276.4	24%	81.4	117.7	-31%
Total Weighted New Sales	372.7	364.6	2%	197.4	190.0	4%
NBEV	170.3	157.8	8%	87.3	84.2	4%

Interim dividend of 10 cents per share

Thank You