

# GREAT EASTERN HOLDINGS LIMITED

## Unaudited Financial Summary for 9M-21

02 November 2021

Disclaimer: This material should be read as an overview of GEH's current business activities and operating environment. It should not be solely relied upon by investors or potential investors when making an investment decision. GEH accepts no liability whatsoever with respect to the use of this document or its content.

# Overview of 9M-21 Financial Results

S\$m	Q3-21	Q3-20	Δ%	9M-21	9M-20	Δ%
<b>Total Weighted New Sales</b>	<b>555.2</b>	431.1	+29	<b>1,474.7</b>	1,015.8	+45
<b>New Business Embedded Value</b>	<b>177.1</b>	171.3	+3	<b>546.0</b>	430.1	+27
<b>Operating Profit (net of tax) from Insurance Business</b>	<b>248.7</b>	170.2	+46	<b>579.0</b>	653.9	-11
<b>Non-Operating Profit (net of tax) from Insurance Business</b>	<b>-4.6</b>	51.2	nm	<b>245.0</b>	-136.0	nm
<b>Profit (net of tax) from Shareholders' fund</b>	<b>-28.4</b>	74.9	nm	<b>73.8</b>	118.3	-38
<b>Non-Controlling Interest</b>	<b>-2.4</b>	-8.4	nm	<b>-14.6</b>	-16.9	nm
<b>Profit Attributable to Shareholders</b>	<b>213.3</b>	287.9	-26	<b>883.2</b>	619.3	+43

nm: not meaningful

# 9M-21 Financial Results

<p><b>Total Weighted New Sales</b></p>	<p><b>TWNS: S\$1,474.7m; +45%</b> (9M-20: S\$1,015.8m)            Strong growth driven by sustained sales momentum from the Singapore business.</p>
<p><b>New Business Embedded Value</b></p>	<p><b>NBEV: S\$546.0m; +27%</b> (9M-20: S\$430.1m)            Growth in NBEV contributed by higher sales.</p>
<p><b>Profit Attributable to Shareholders</b></p> <div data-bbox="193 743 510 908" style="border: 1px solid black; padding: 10px; margin: 10px auto; width: fit-content;"> <p><b>S\$883.2m</b>  <b>↑ 43%</b></p> </div>	<p><b>Operating Profit: S\$579.0m; -11%</b> (9M-20: S\$653.9m)            Decrease due to positive one-off items in 9M-20 from adoption of RBC 2 framework in Singapore and release of unallocated surplus in Malaysia.</p> <p><b>Non-Operating Profit: S\$245.0m; nm</b> (9M-20: -S\$136.0m)            Mark-to-market gains from favourable market conditions in 9M-21, compared to significant mark-to-market losses a year ago amid unfavourable financial market conditions in 9M-20 following the onset of the COVID-19 pandemic.</p> <p><b>Profit from Shareholders' fund<sup>1</sup>: S\$59.2m; -42%</b> (9M-20: S\$101.4m)            Lower profit due to mark-to-market losses from unfavourable market conditions.</p>

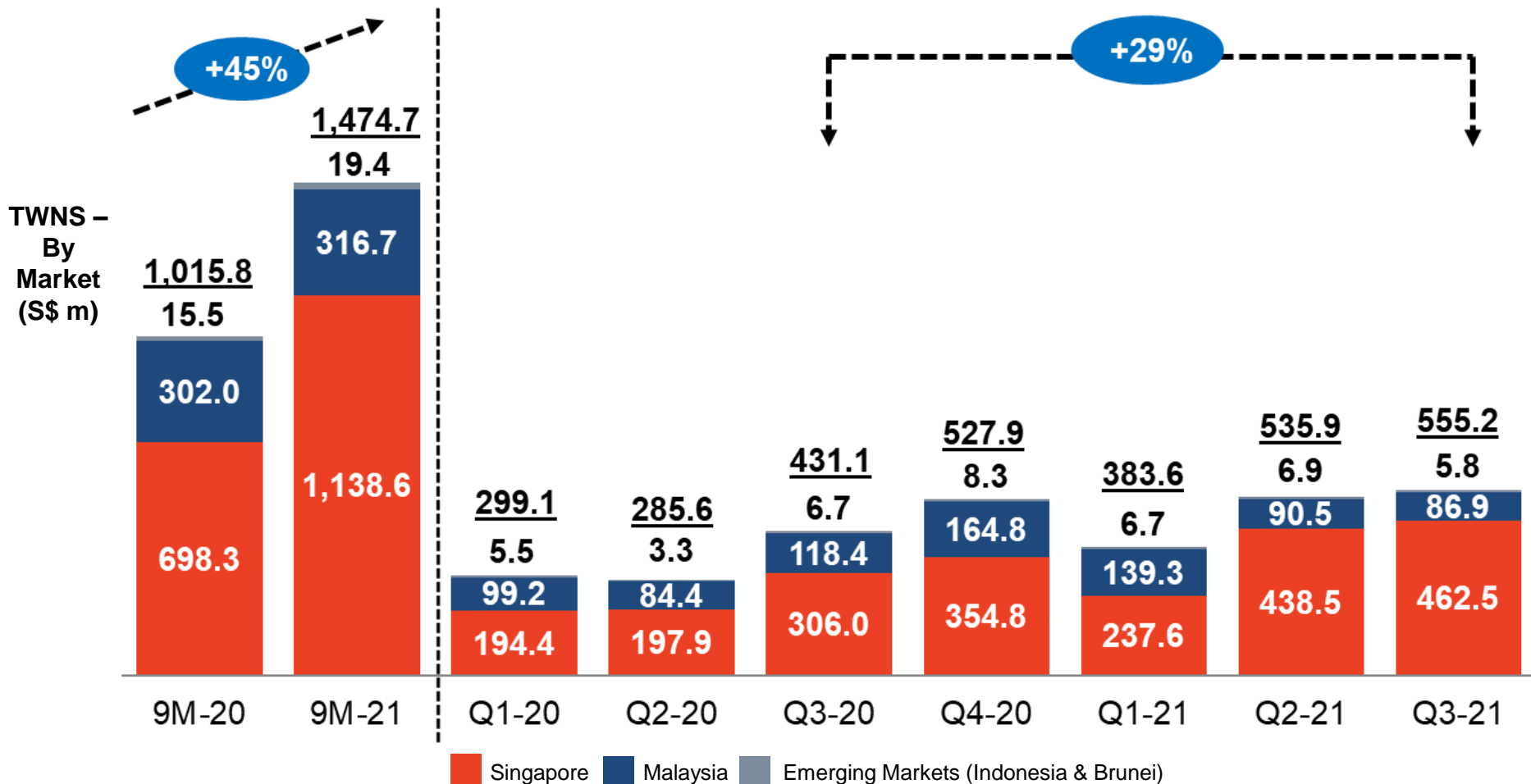
Note:

1. Includes Non-Controlling Interest

nm: not meaningful

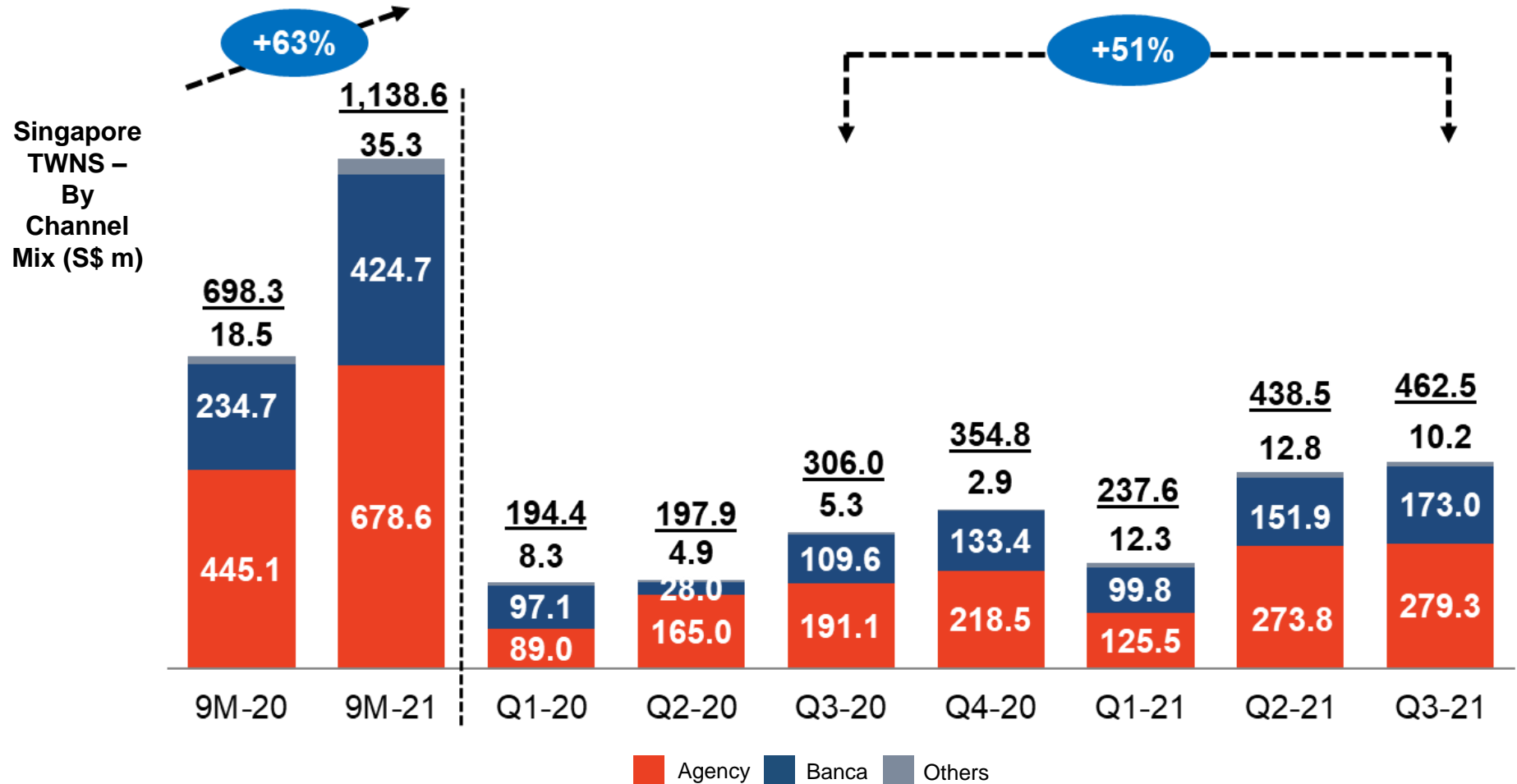
# TWNS Performance by Market

Group TWNS for Q3-21 up 29%, driven by Singapore, partially offset by decline in Malaysia and Indonesia amid heightened restrictions given the resurgence in COVID-19 cases.



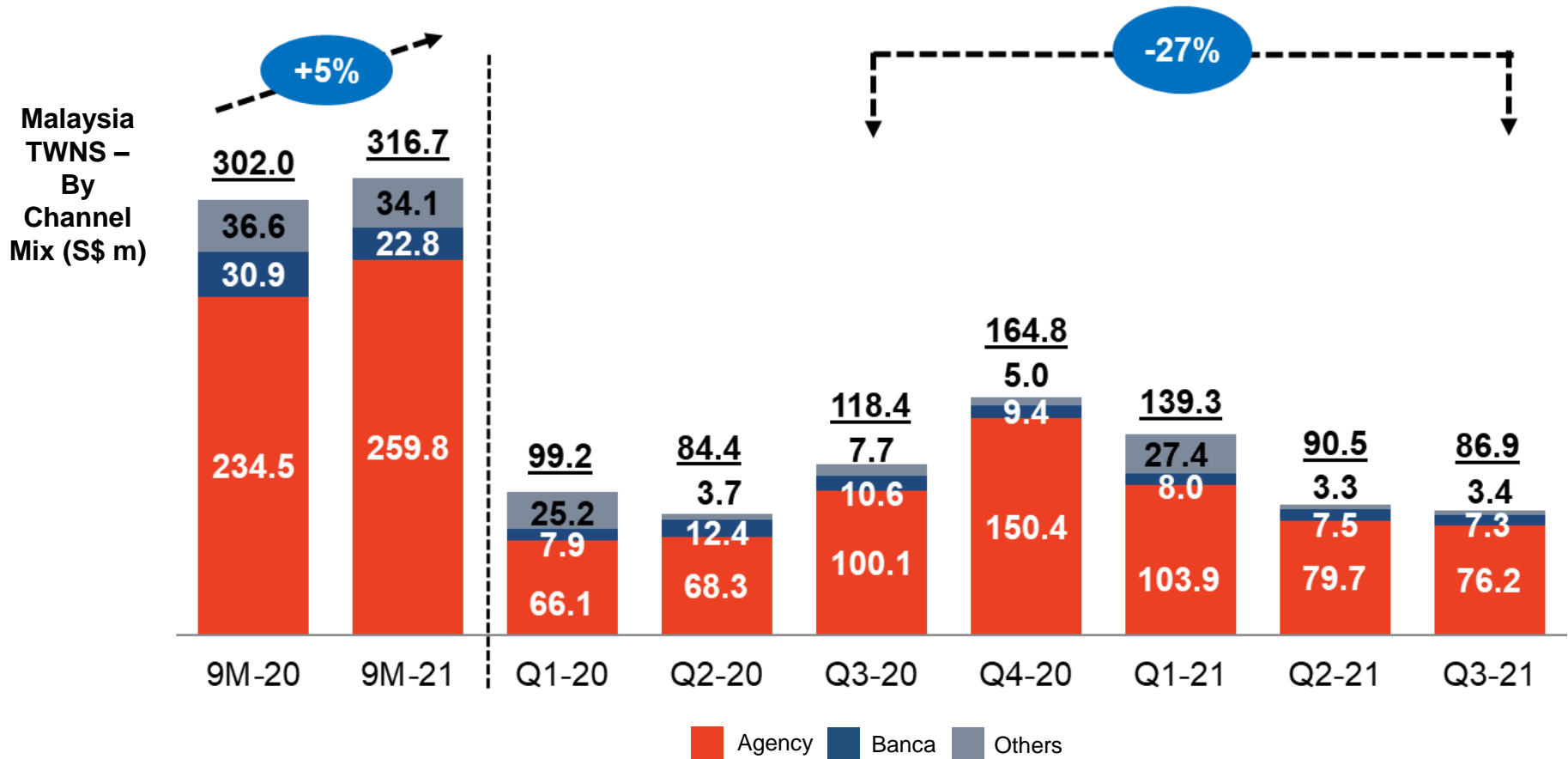
# Singapore TWNS – By Channel Mix

TWNS for Q3-21 rose 51% from a year ago, driven by higher sales from both Agency and Bancassurance channels, reflecting the strength of our distribution capabilities and product strategy.



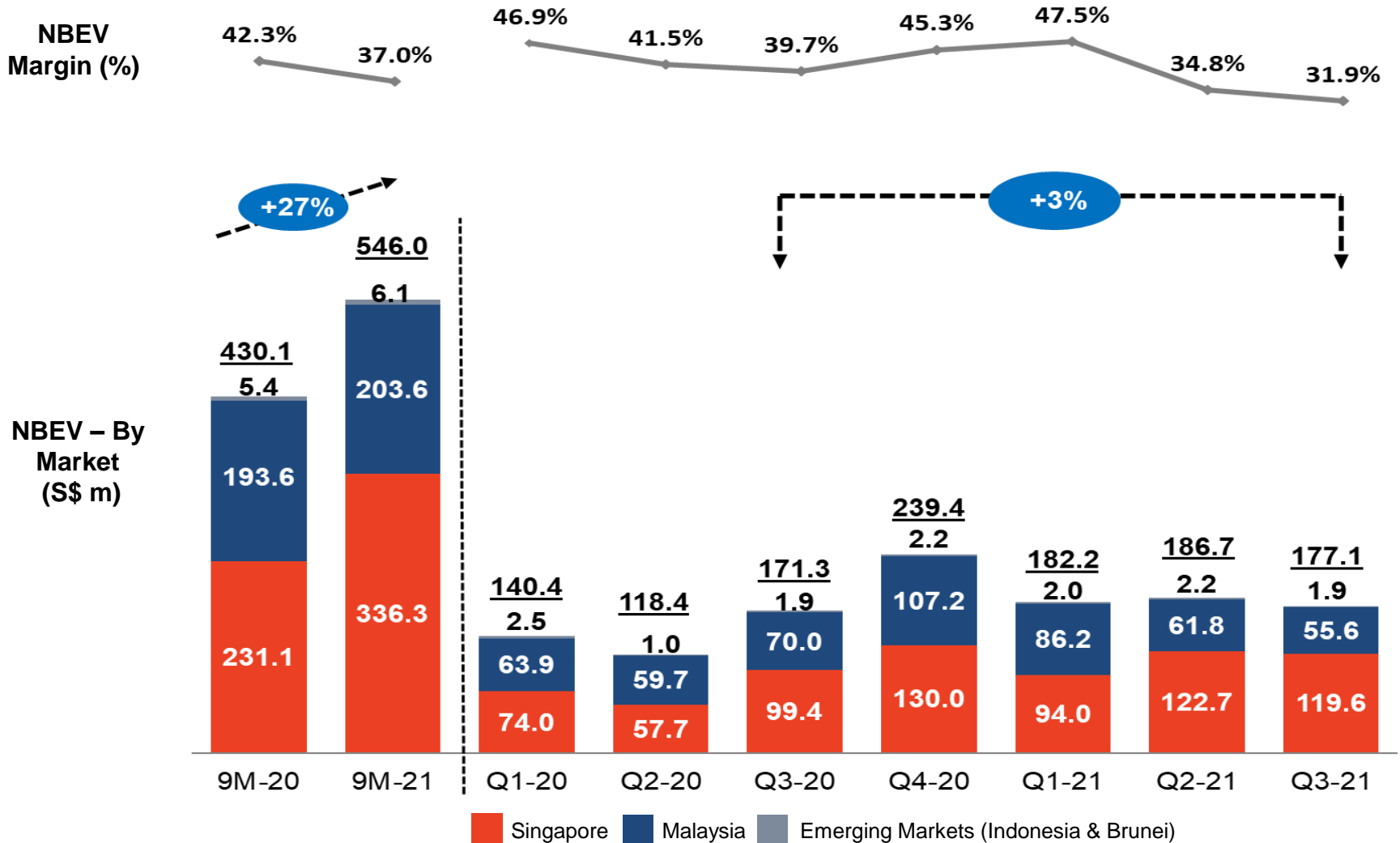
# Malaysia TWNS – By Channel Mix

TWNS for Q3-21 declined 27% from a year ago amid COVID-19 restrictions.



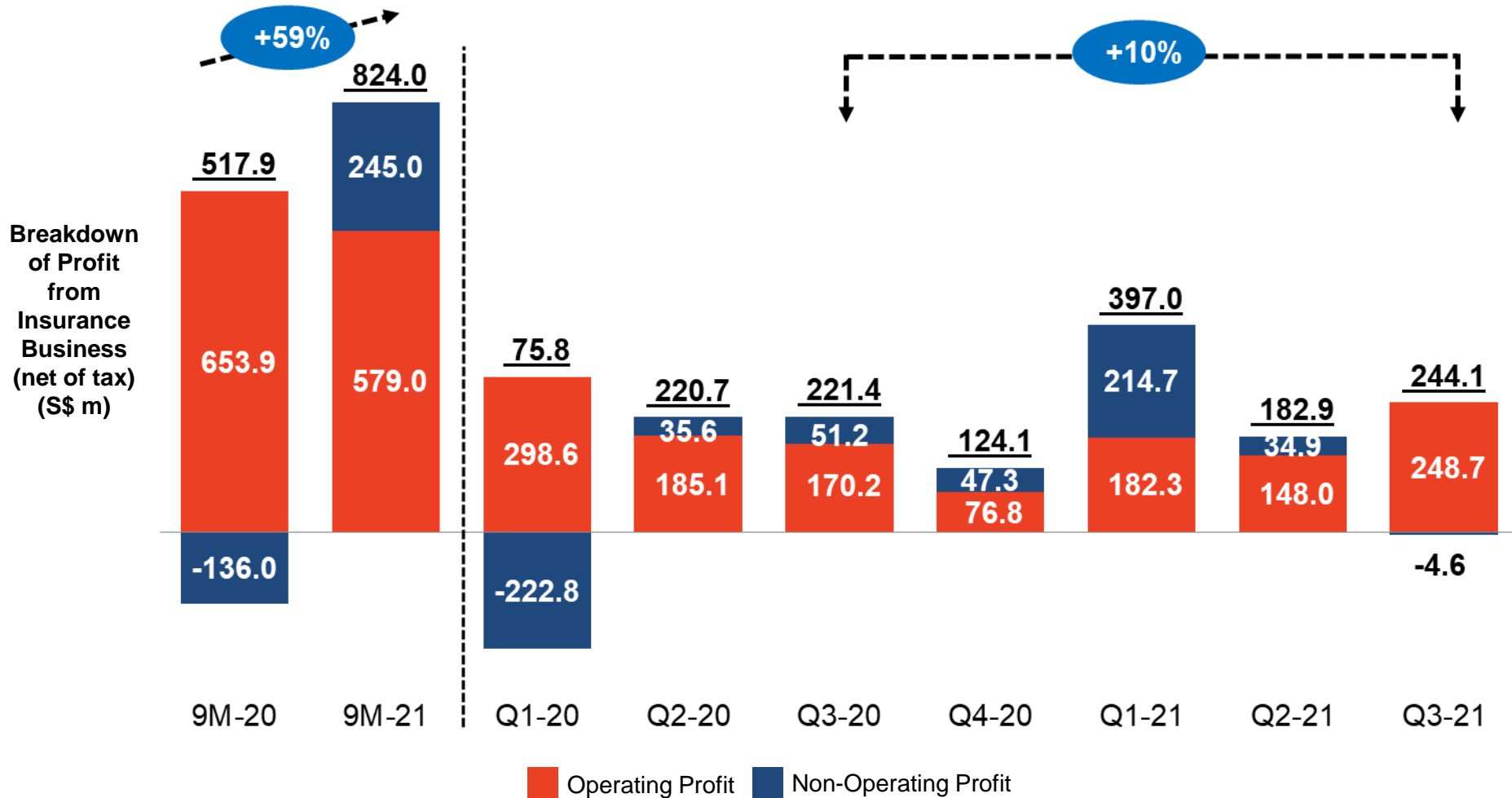
# NBEV – By Market

NBEV for Q3-21 was resilient, reporting a 3% increase to \$177.1m. NBEV margin for Q3-21 was lower at 31.9% as a result of lower margins in Singapore.



# Breakdown of Profit from Insurance Business

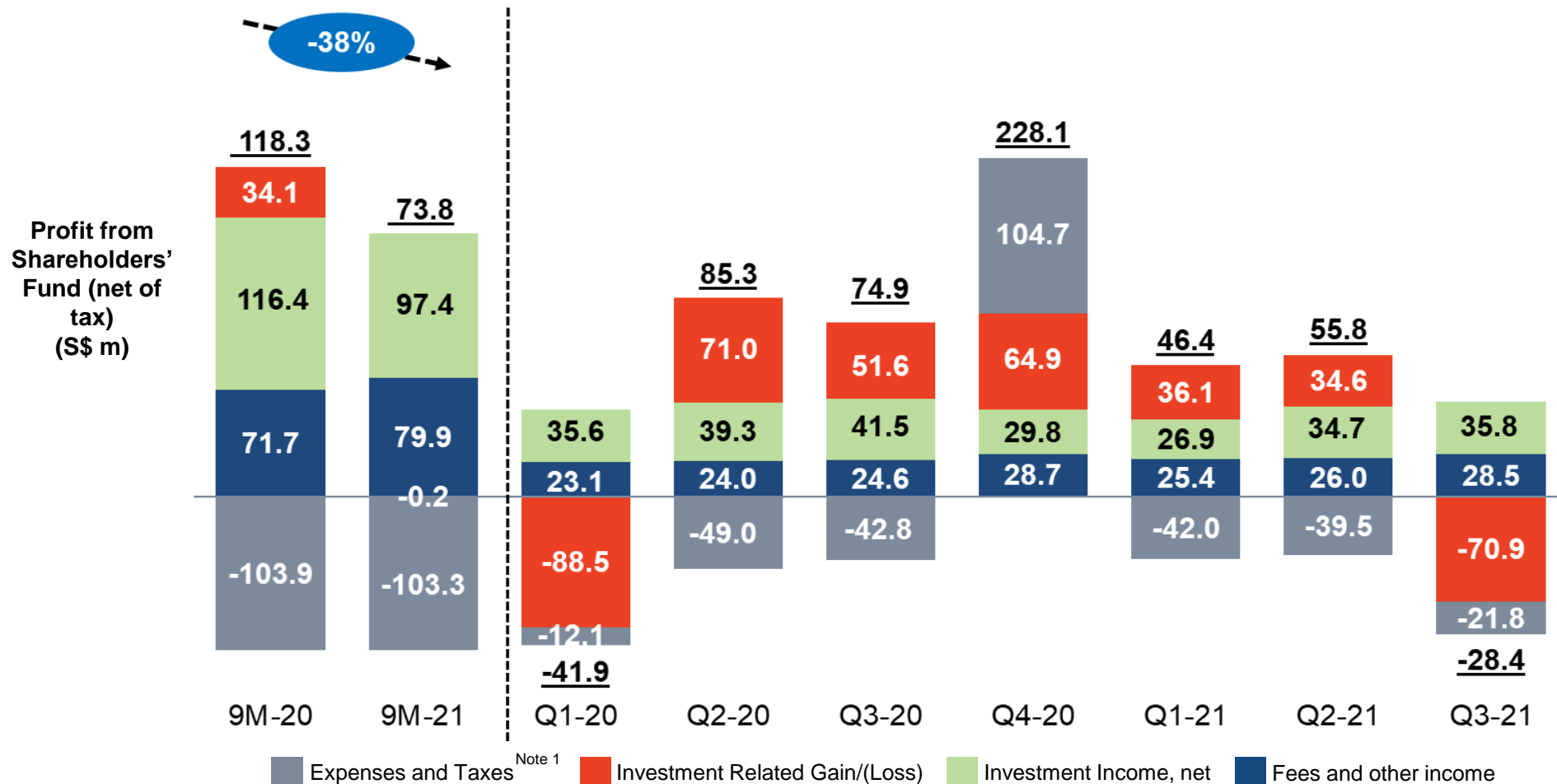
Higher Profit from Insurance Business for Q3-21 was driven by strong growth in Operating Profit.





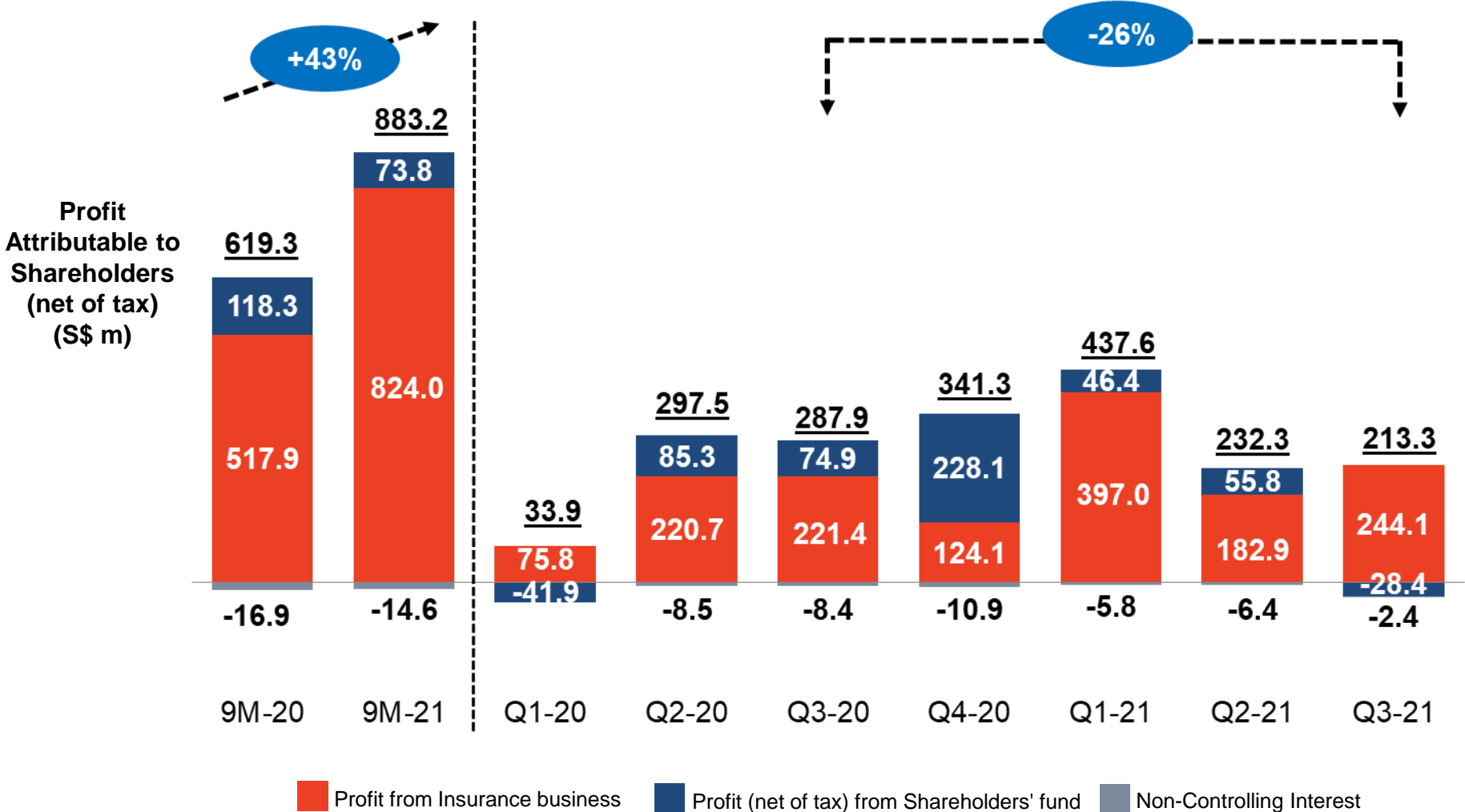
# Profit from Shareholders' Fund

Loss from Shareholders' Fund for Q3-21 was due to mark-to-market losses in equities and collective investment schemes.



Note 1:  
Q1-20 and 9M-20 includes release of unallocated surplus in Malaysia and contribution to the National B40 Protection Trust Fund of RM2.37 billion in satisfaction of the local shareholding requirements applicable to insurance companies in Malaysia.

# Profit Attributable to Shareholders



# Reference Notes

---

1. Total Weighted New Sales (TWNS) = (Single Premium x 10%) + New Regular Premium
2. New Business Embedded Value (NBEV) is a measure of the long-term profitability of new sales.
3. NBEV figures for periods prior to Q4-20 have been restated to take into account revised actuarial assumptions implemented in Q4-20.
4. 2021 TWNS, NBEV and Operating Profit in foreign currencies are translated using the monthly spot rate for 2020 for comparison on constant currency. In applying the constant currency translation, TWNS has increased S\$0.9m for Q3-21 and S\$3.7m for 9M-21; NBEV has increased S\$0.6m for Q3-21 and S\$2.3m 9M-21; and Operating Profit has increased S\$1.1m for Q3-21 and S\$3.2m for 9M-21, which have been offset in Non-Operating Profit.
5. Operating Profit (net of tax) is defined as premiums less claims, maturities, surrenders, commissions, expenses and changes in reserves, plus net investment income (dividends, coupons, etc).
6. Non-operating profit / loss (net of tax) mainly comprises changes in the fair value of assets and liabilities, realised gains / losses on sale of investments and changes in liability discount rates due to interest rates fluctuation.

---

THANK YOU