

Financial Results  
For 4th Quarter 2005 and Financial Year  
ended 31 December 2005

Great Eastern Holdings Limited

(Company Registration Number: 199903008M)  
(Incorporated in the Republic of Singapore)

Presented *vide* tele-conference  
Presenters: Loh Sook Mee (Mrs) &  
Tan Hak Leh

24 February 2006

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

FINANCIAL REVIEW

PAT

EPS

ROE

NAV

LFS/  
CAR

EV/  
NEV

SALES PERFORMANCE

by (a) Channel, (b)  
Product, (c) Geography

Market  
Share

**PAT:** Profit After Tax & minority interests; **EPS:** Earnings per share; **EXR:** Management Expense Ratio; **NEV:** New Business Embedded Value; **NAV:** Net Asset Value; **ROE:** Return on Equity; **LFS:** Life Fund Surplus for Malaysian life insurance funds computed on mark-to-market basis for assets; **CAR:** Capital Adequacy Ratio defined under Insurance Act , Insurance (Valuation & Capital) Regulations 2004 for Singapore insurance business.

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

## SALIENT POINTS TO NOTE FOR Q4-05 FINANCIAL RESULTS:

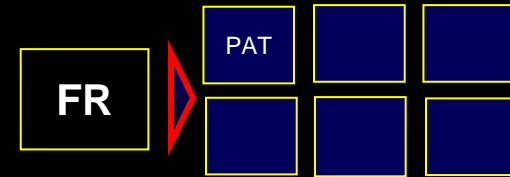
### 1. Weaker insurance profits due to:

- Non-participating fund decrease in profits. Decrease from Singapore (SG) segment due to additional tax provision following clarification by IRAS on tax rules under RBC regime. Decrease from Malaysia (MY) segment was contributed by lower insurance performance.
- SGD strengthened against the RM by 2% impacting MY insurance earnings at consolidation.
- Net of tax profits. Effective Q4 2005, profits from insurance funds in SG are reported net of tax in the Profit & Loss statement. Comparatives have been restated. (Q4-04: \$12.8m, FY-04:\$43m)

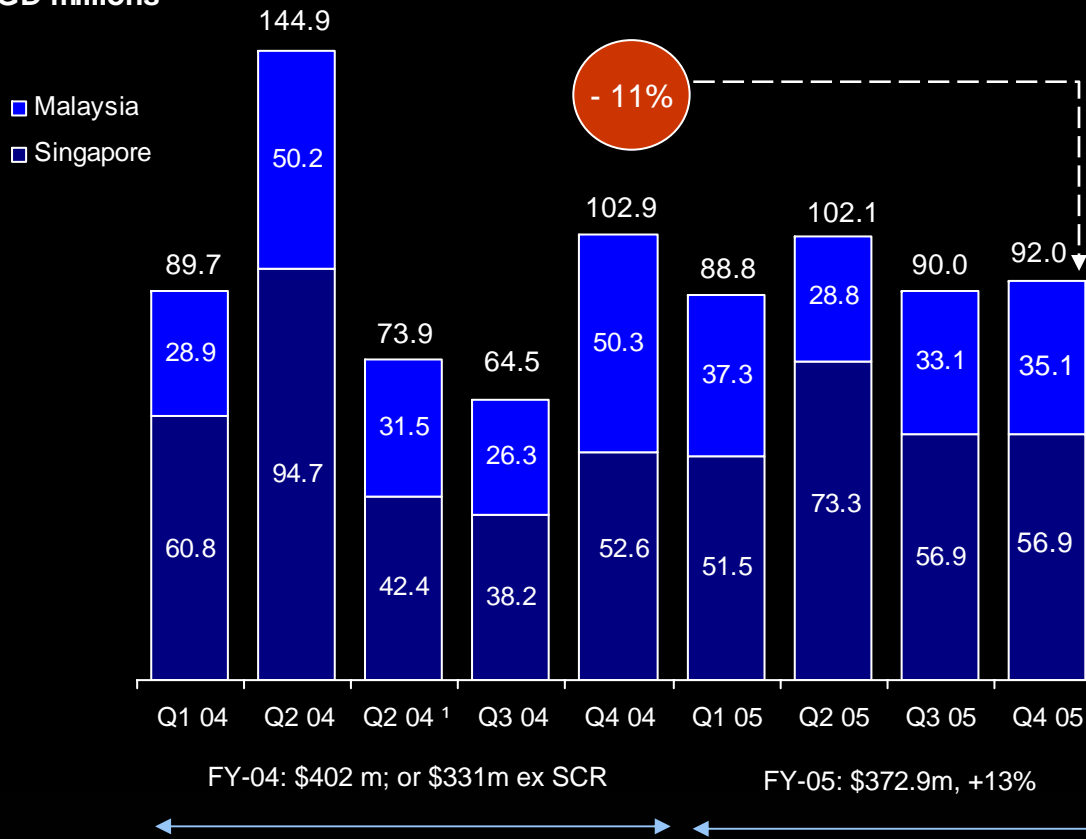
### 2. Stronger investment performance from SHF due to:

- One off tax exempt dividend receipt of \$24 million from one of its investments.
- SHF equity portfolio restructuring contributed \$27 million realised gains during Q4-05.
- Offset by SGD strengthened against the major currencies by 2-5% during Q4-05; FX losses of Q4-05 contributed to 76% of total FX losses for the financial year 2005.

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



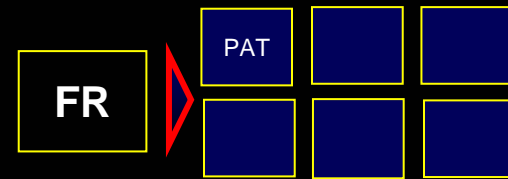
Quarter On Quarter PAT Attributable To Shareholders  
By Geographical Segments  
SGD millions



- Q4-05 performed according to run rate of \$90m per quarter.
- Geographical contribution remained consistent for this quarter as compared to previous quarters particularly for the insurance segment.

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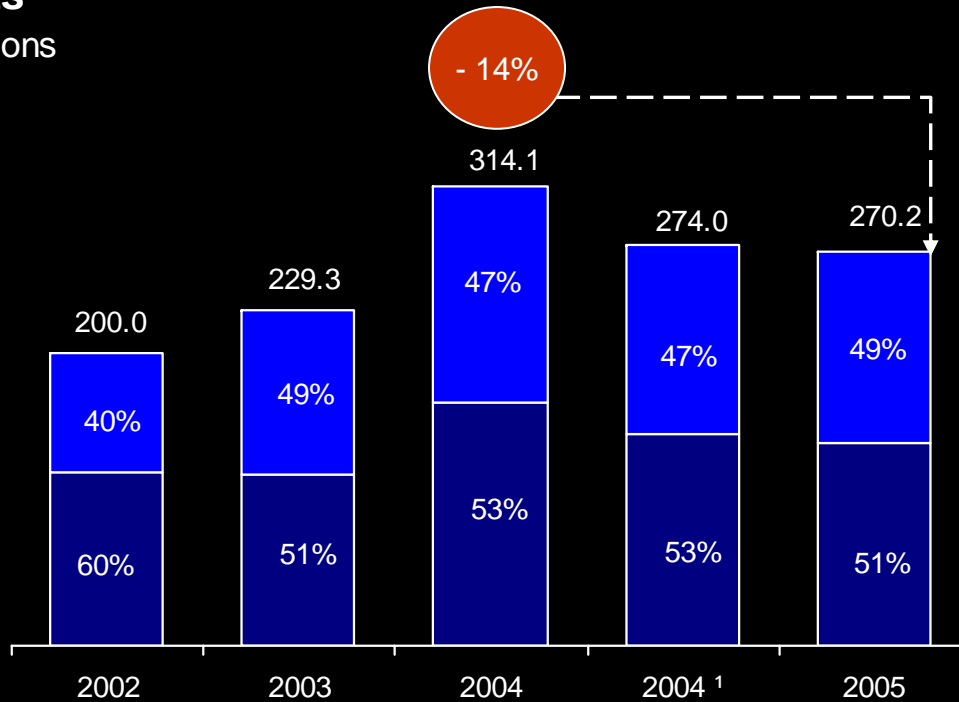
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



## Year on Year Insurance Profit After Tax by Segments

in SGD millions

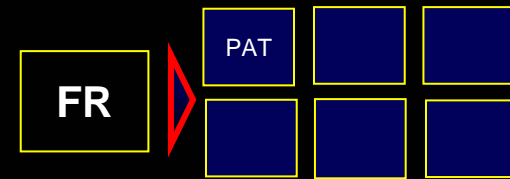
- Malaysia
- Singapore



- Insurance PAT by geography.

<sup>1</sup> 2004: ex SCR

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

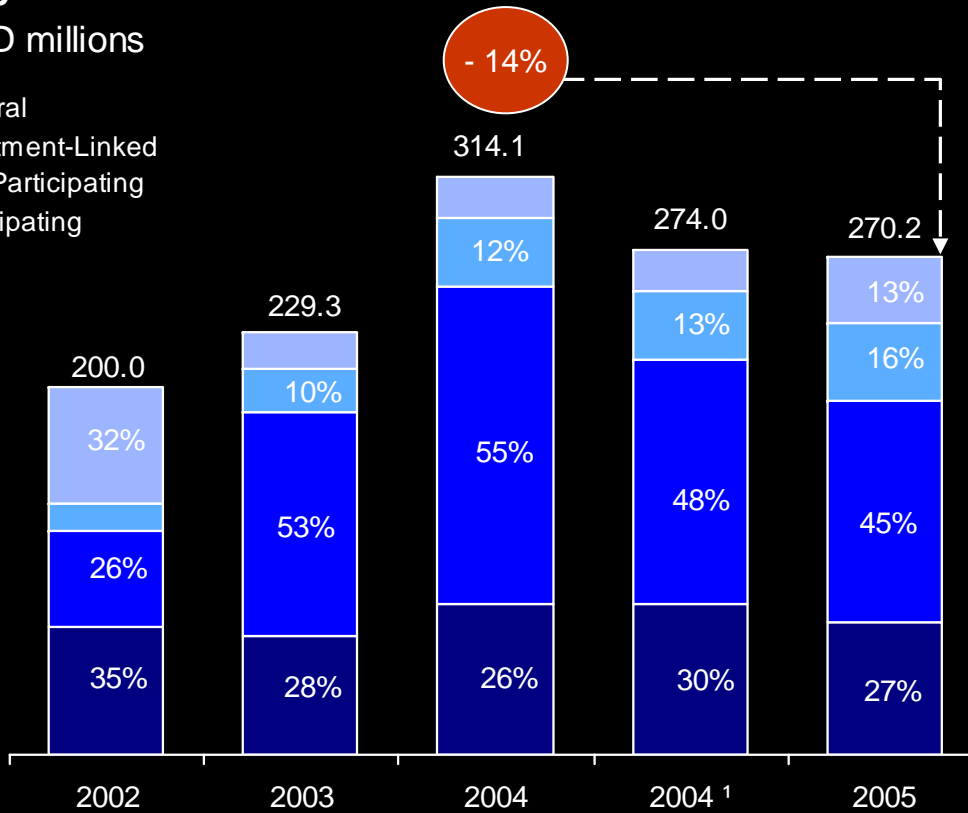


## Year on Year Insurance Profit After Tax by Product Group

### Group

in SGD millions

- General
- Investment-Linked
- Non-Participating
- Participating

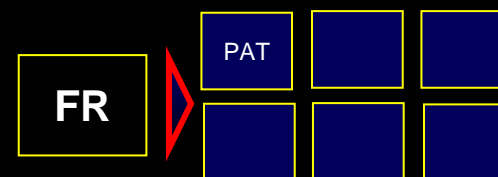


- Insurance PAT by product group.
- Par fund remained consistent.
- NPar fund is key contributor.
- Investment-linked fund is growing segment.

*Life is great!*

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

In SGD Millions



## Year On Year Insurance Profit After Tax

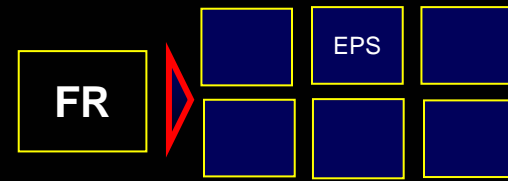
	2004	2004 <sup>1</sup>	2005	%
		(1)	(2)	(1) vs (2)
Participating	55.9	55.9	47.1	-16%
Non-Participating	80.4	59.0	47.5	-19%
Investment-Linked	13.7	13.7	20.9	53%
General	16.9	16.9	22.7	34%
<b>SINGAPORE</b>	<b>166.9</b>	<b>145.5</b>	<b>138.2</b>	<b>-5%</b>
Participating	26.1	26.1	24.7	-6%
Non-Participating	92.2	73.5	72.9	-1%
Investment-Linked	23.3	23.3	21.2	-9%
General	5.6	5.6	13.2	138%
<b>MALAYSIA</b>	<b>147.2</b>	<b>128.5</b>	<b>132.0</b>	<b>3%</b>
<b>GROUP</b>	<b>314.1</b>	<b>274.0</b>	<b>270.2</b>	

- SG Par contribution dropped 16% due to one-off special distribution to policyholders last year.
- SG NPar contribution dropped 19% due to tax liability.
- SG Investment-linked +53% performance due to focus.
- SG General +34% due to closure of fund and release of solvency margin in Q2-05.
- MY Par contribution dropped 6% due to one-off special distribution to policyholders last year.
- MY NPar contribution remained constant.
- MY Investment-linked -9% was due to error last year. Should have been +37% contribution with correction.

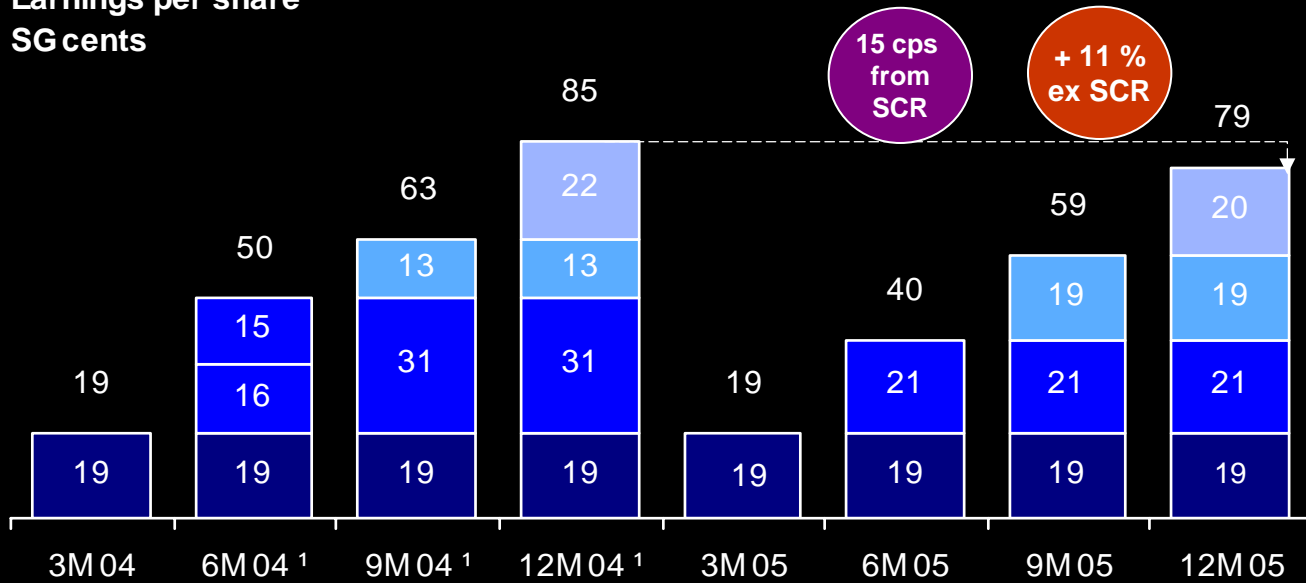
<sup>1</sup> 2004: ex SCR

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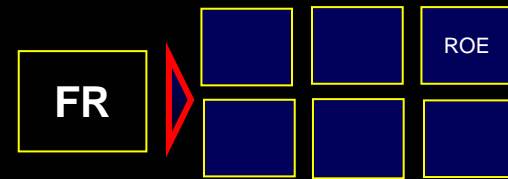
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



Earnings per share  
SG cents

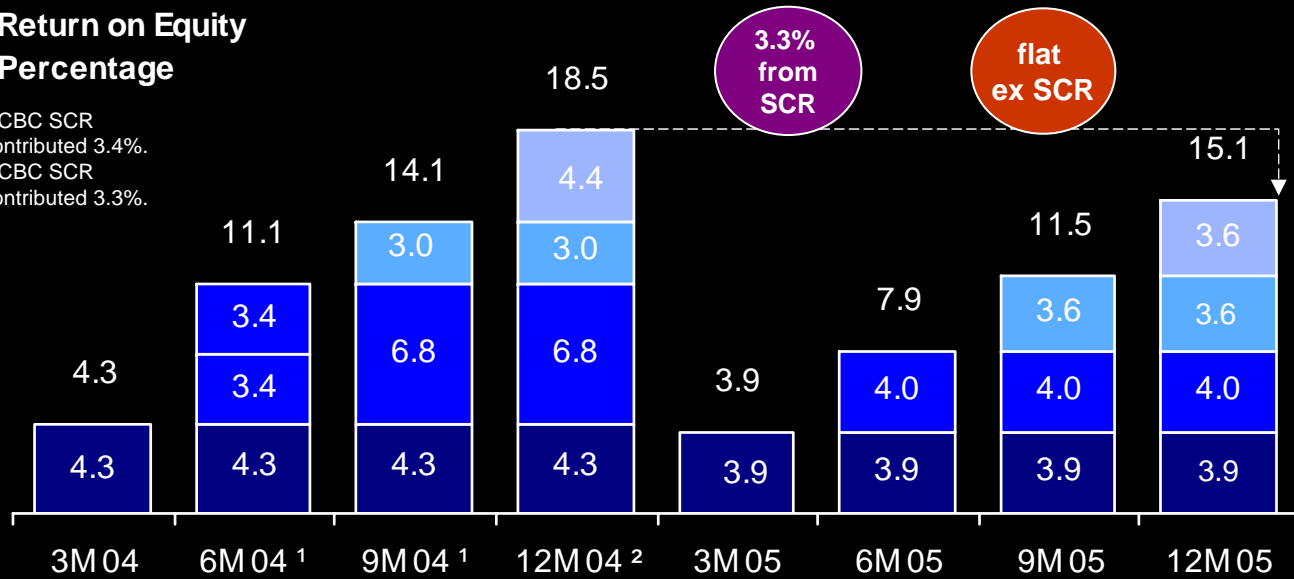


# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



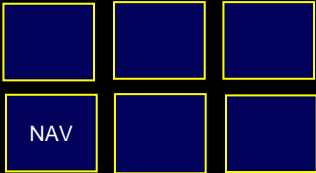
## Return on Equity Percentage

<sup>1</sup> OCBC SCR contributed 3.4%.  
<sup>2</sup> OCBC SCR contributed 3.3%.

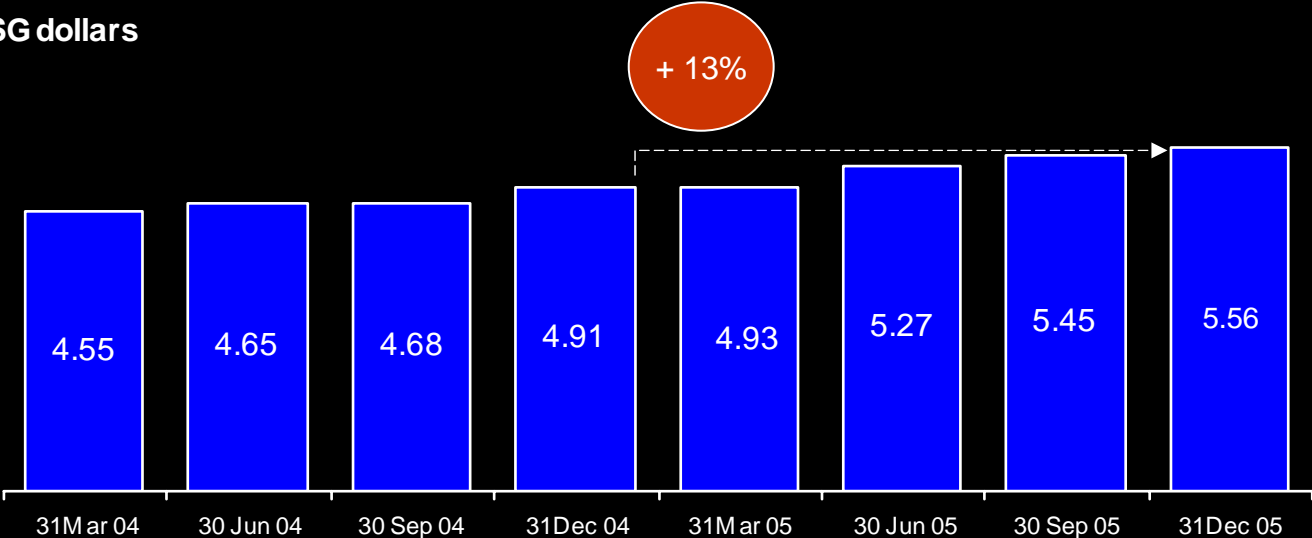


# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

FR



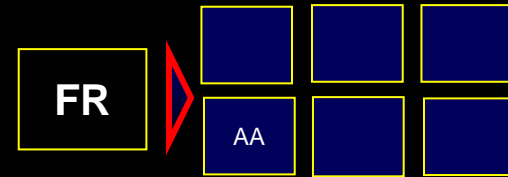
Net Asset Value Per Share  
SG dollars



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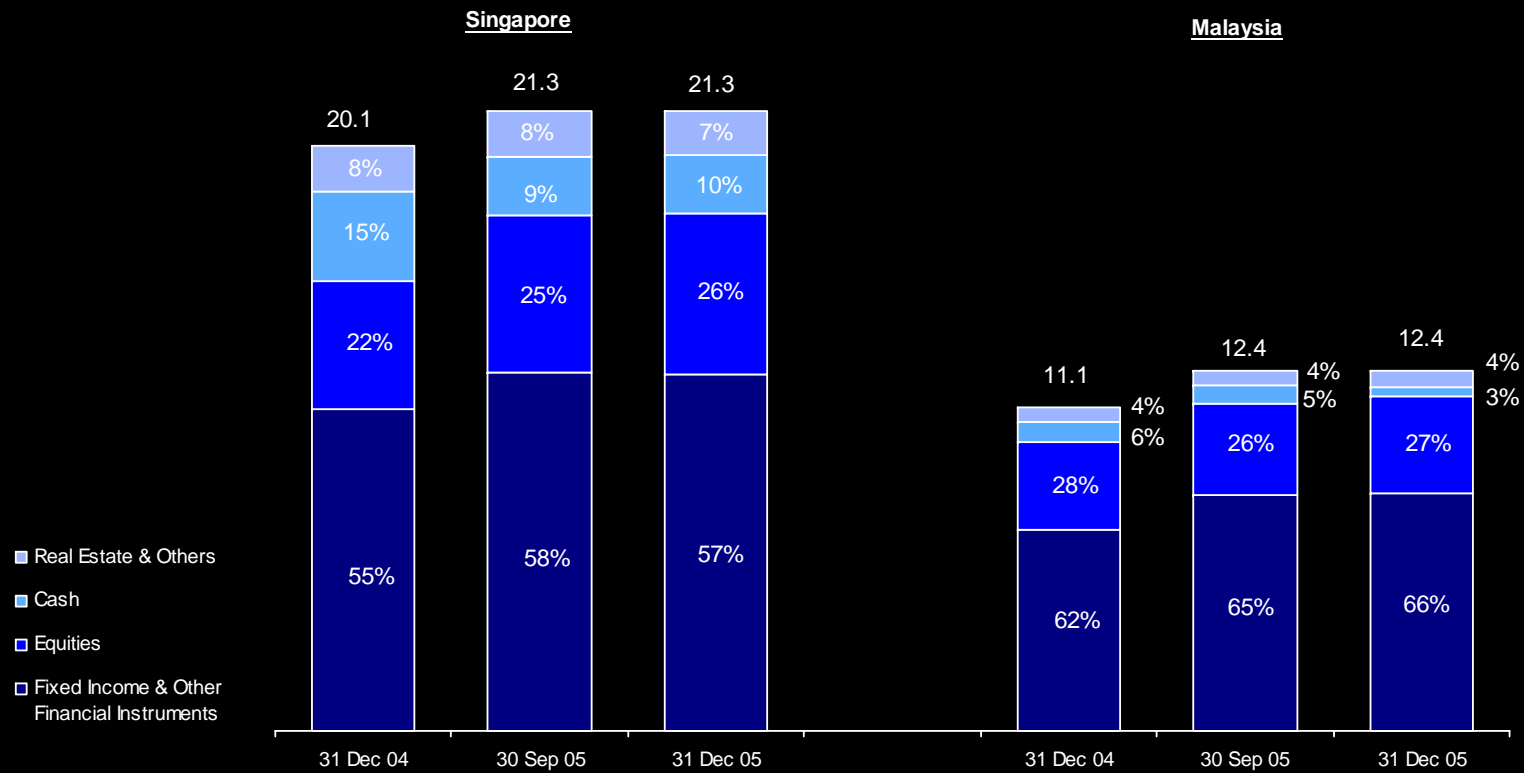
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



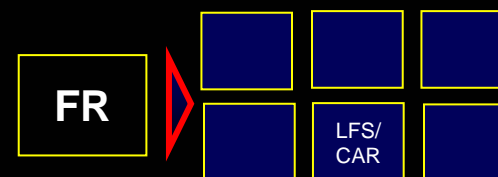
## Asset Allocation of Life Fund (Mark-To-Market)

(Excluding Investment-Linked Funds)

SGD billions



# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



## Capital Adequacy Ratio (Singapore) / Life Fund Surplus (Malaysia)

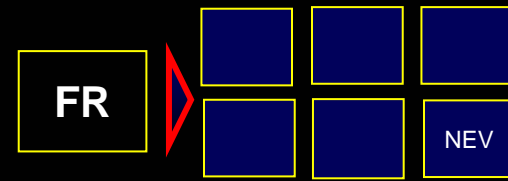
Beginning January 2005, under the RBC framework, life fund surplus is no longer relevant to Singapore. In its place, the capital adequacy ratio as defined by the Insurance Act, Insurance (Valuation & Capital) Regulations, 2004, for all Singapore insurance funds is shown as below. Life fund surplus remains relevant for Malaysia.

**NOTE:**

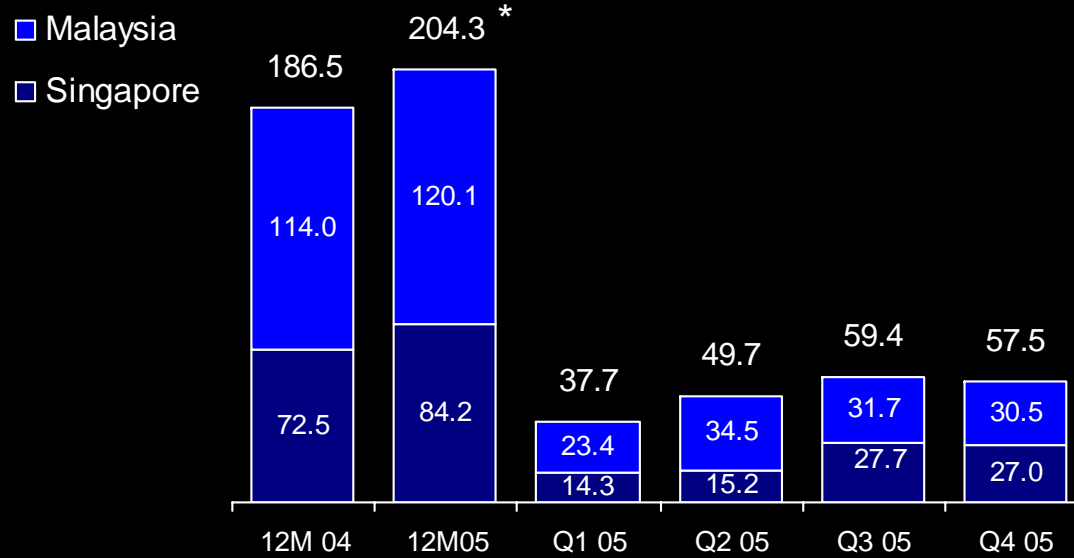
\* Regulatory requirement is 120%. This ratio pertains to insurance subsidiaries in Singapore. Does not include capital held at holding company and other subsidiaries within the GEH Group.

SGD billions	31-Dec-04	31-Dec-05
<b>SINGAPORE :</b>		
Available Capital	5.62	5.95
Regulatory Risk Capital (100%)	2.34	2.80
Capital Adequacy Ratio *	240%	212%
<b>MALAYSIA :</b>		
Life Fund Surplus (MTM)	2.24	2.37
Life Fund Surplus (Mark-To-Market) As A Percentage Of Long Term Liability Reserve	28%	27%

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

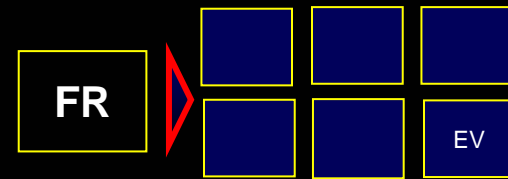


## New Business Embedded Value SGD millions

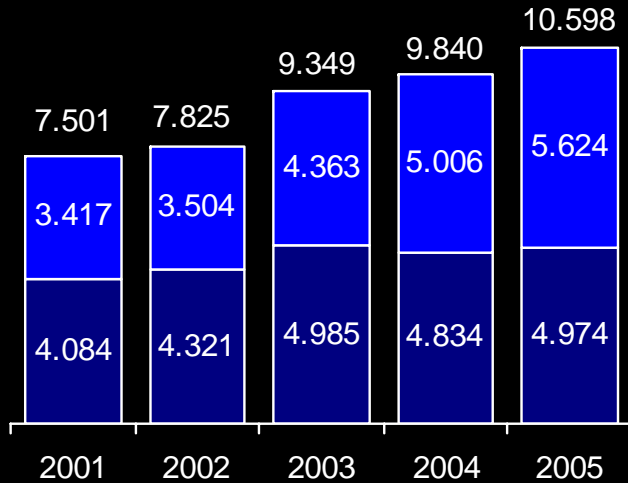


\* Excludes DPS

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

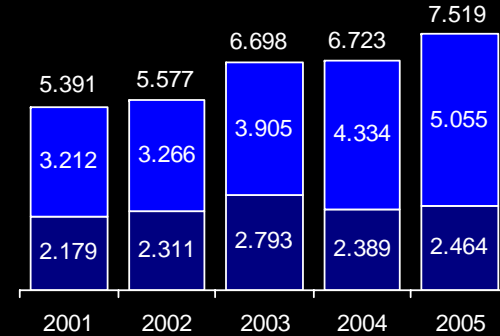


EV Group



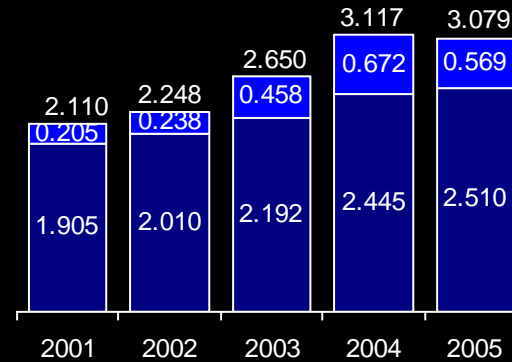
Value of In-Force Business Adjusted Shareholders' Fund

EV Singapore



Value of In-Force Business Adjusted Shareholders' Fund

EV Malaysia

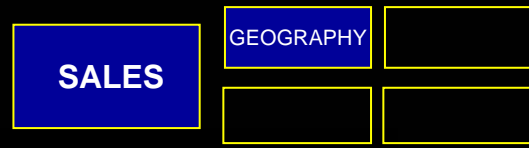


Value of In-Force Business Adjusted Shareholders' Fund

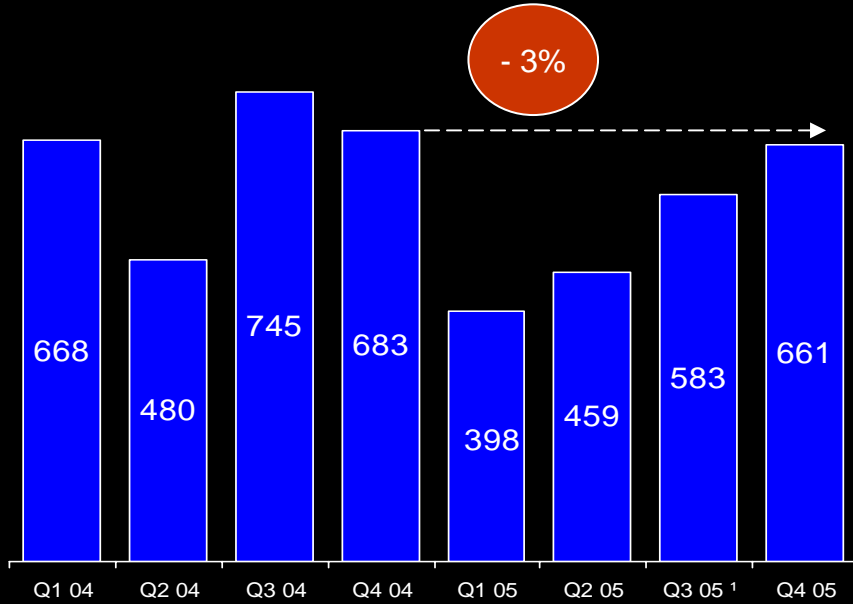
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

## SECTION 2: SALES PERFORMANCE

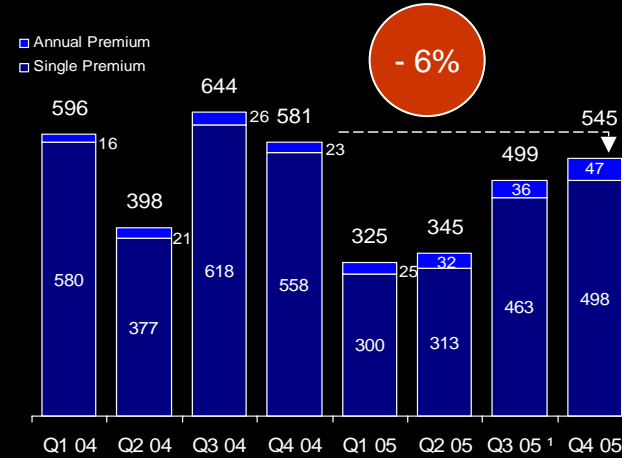
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



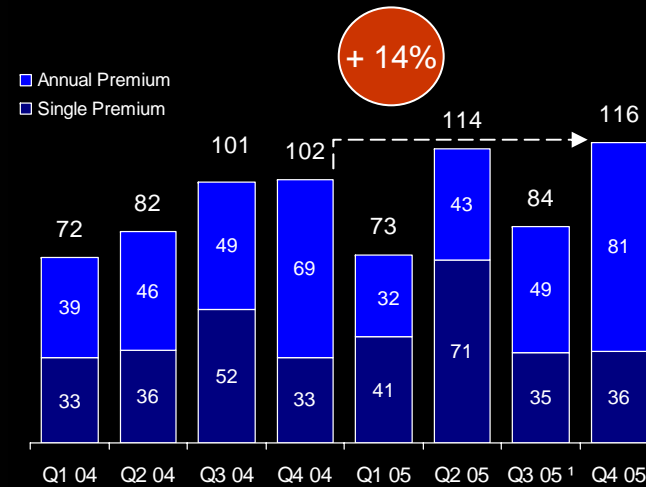
**New Business Premiums  
SGD millions**



**Singapore  
SGD millions**



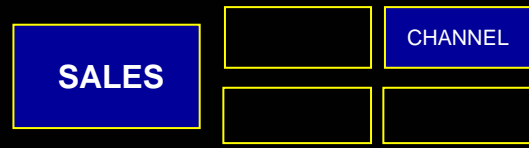
**Malaysia  
SGD millions**



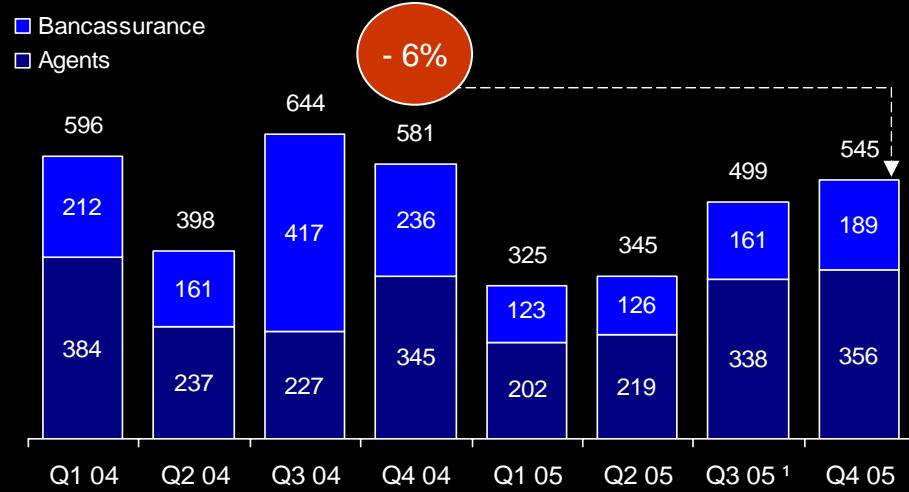
*Life is great!*



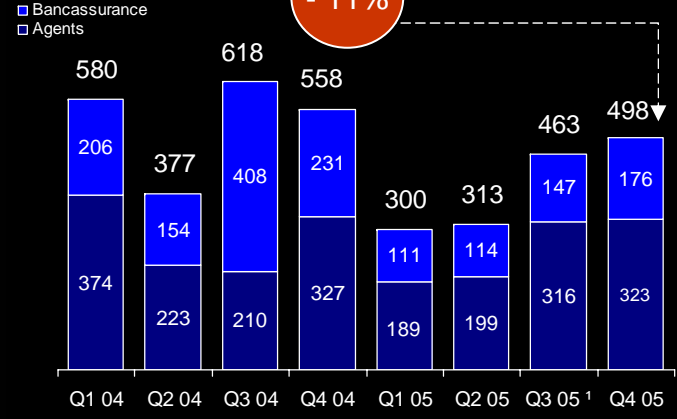
# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005



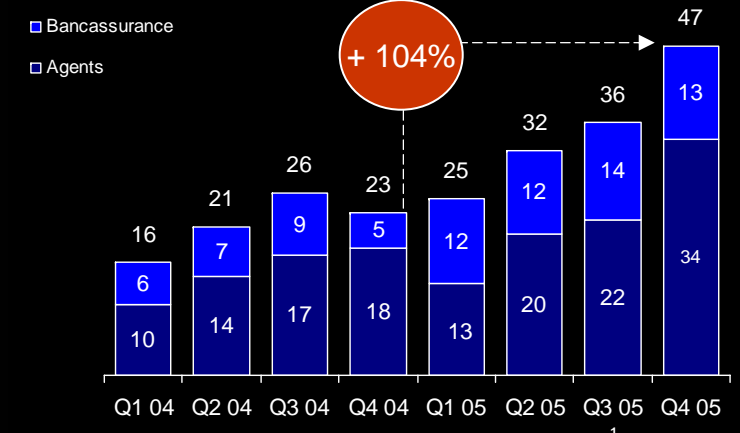
**New Business Premiums - Singapore (By Channel)**  
SGD millions



**Single premium - Singapore**  
SGD millions



**Annual premium - Singapore**  
SGD millions



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# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

SALES

PRODUCT

Gross Premiums (By Product Group)  
SGD Millions

	2004			2005			(2) / (1)
	Non - ILP	ILP	Total (1)	Non - ILP	ILP	Total (2)	
Single Premium	1,606	510	2,116	941	617	1,558	-26%
Annual Premium	62	24	86	116	24	140	63%
Annuity	17	-	17	16	-	16	-4%
Renewal Premium	1,354	58	1,412	1,353	71	1,424	1%
<b>SINGAPORE</b>	<b>3,039</b>	<b>592</b>	<b>3,631</b>	<b>2,426</b>	<b>712</b>	<b>3,138</b>	
Single Premium	133	21	154	158	24	182	18%
Annual Premium	119	84	203	104	101	205	1%
Renewal Premium	1,348	39	1,387	1,385	120	1,505	9%
<b>MALAYSIA</b>	<b>1,600</b>	<b>144</b>	<b>1,744</b>	<b>1,647</b>	<b>245</b>	<b>1,892</b>	
	<b>4,639</b>	<b>736</b>	<b>5,375</b>	<b>4,073</b>	<b>957</b>	<b>5,030</b>	

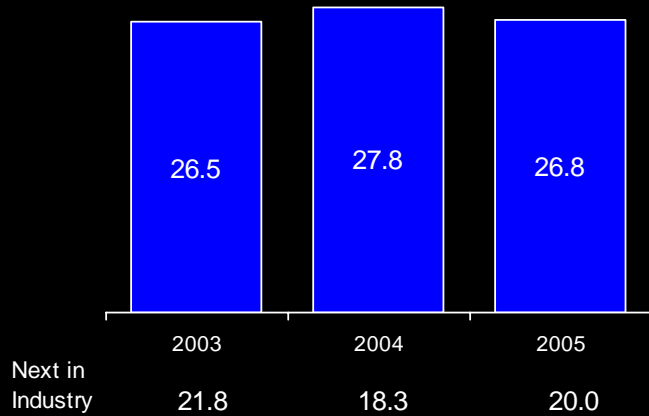
ILP: Investment-Linked Products

# FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

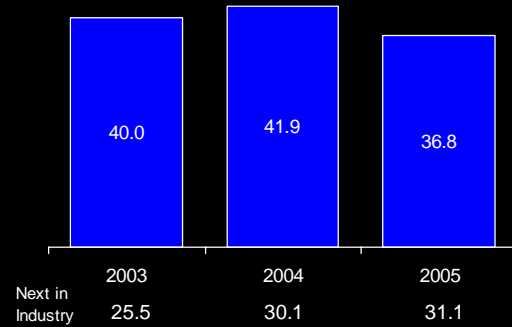
**SALES**

MARKET SHARE

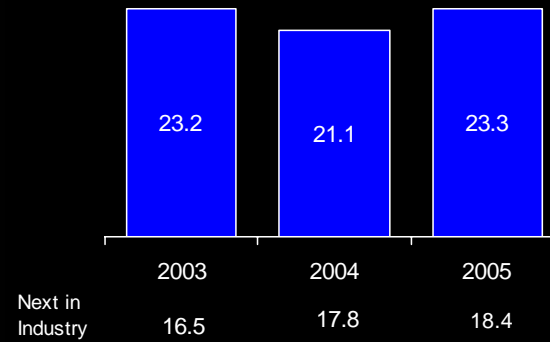
**Weighted Premium Market Share - Singapore Cumulative Percentage**



**Weighted Premium Bancassurance Market Share - Singapore Cumulative**



**Weighted Premium Market Share - Malaysia Cumulative Percentage**



## FINANCIAL RESULTS FOR Q4-2005 AND FY-2005

THANK YOU