

**3<sup>rd</sup> Quarter Financial Results  
ended 30 September 2003  
Great Eastern Holdings Limited**

6 November 2003

# 3<sup>rd</sup> QUARTER 2003 FINANCIAL RESULTS

- ➔ **FINANCIAL HIGHLIGHTS** - strong Profit, enhanced Balance Sheet position
- ➔ **PREMIUM GROWTH** – recovery from H1 is strong but needs to be sustained into Q4
- ➔ **MATERIAL ISSUES AND Q&A**

# 3<sup>rd</sup> QUARTER 2003 FINANCIAL RESULTS

➔ **FINANCIAL HIGHLIGHTS - strong Profit, enhanced Balance Sheet position**

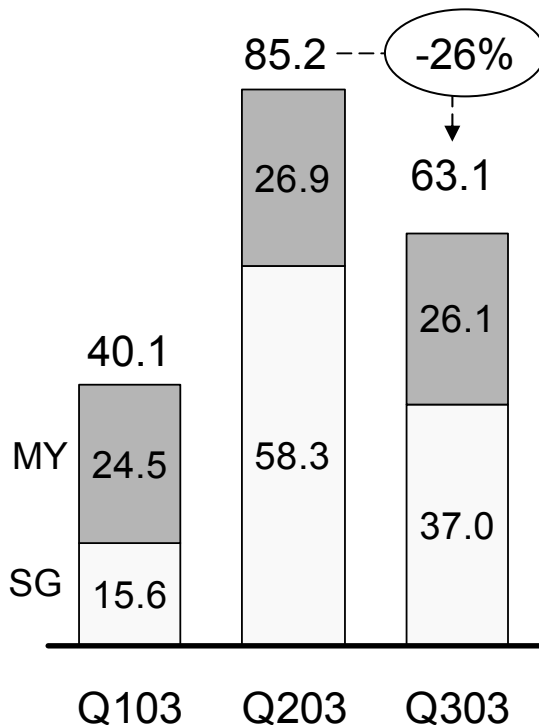
- ➔ **KEY PERFORMANCE INDICATORS**
- ➔ **GROSS PROFITS**
- ➔ **INSURANCE PROFITS**
- ➔ **LIFE FUND SURPLUS**
- ➔ **ASSET ALLOCATION**

➔ **PREMIUM GROWTH – recovery from H1 is strong but needs to be sustained into Q4**

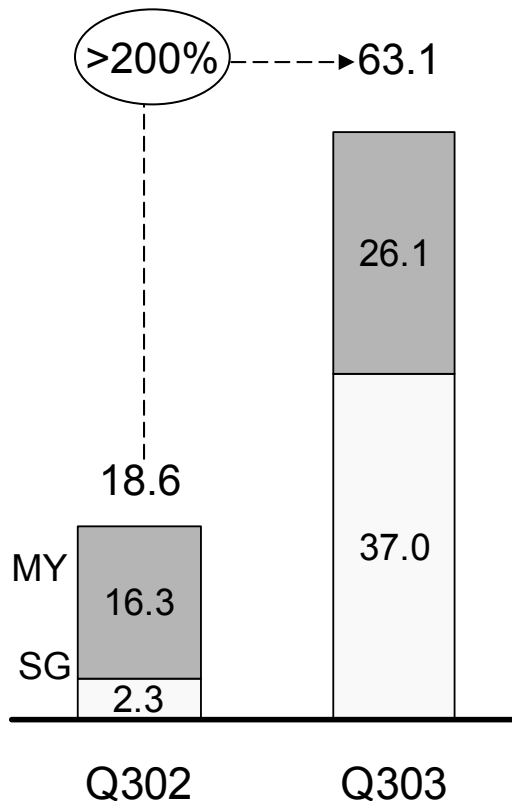
➔ **MATERIAL ISSUES AND Q&A**

# GE PERFORMANCE IMPROVES FROM YEAR AGO FOR QUARTERLY PAT AND YEAR TO DATE PAT

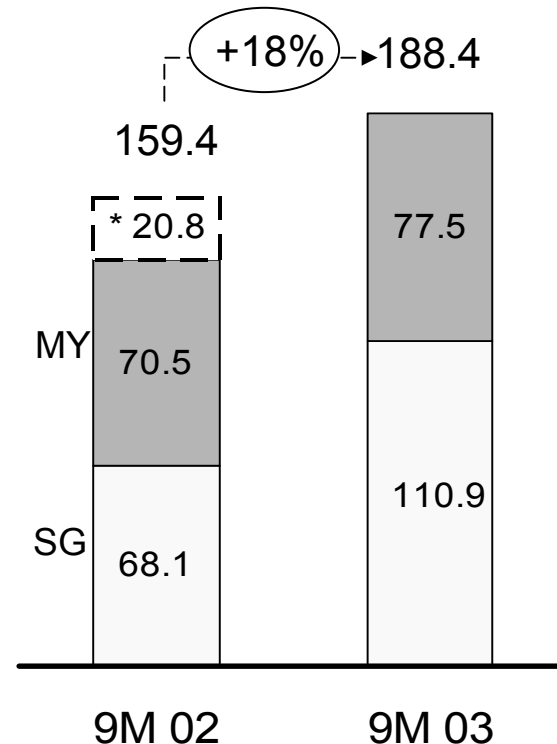
Quarterly PAT declined over last quarter's exceptional results  
SGD millions



Quarterly PAT improved significantly over year ago  
SGD millions



Year to date PAT improved over year ago  
SGD millions



\* One-time asset disposal gain

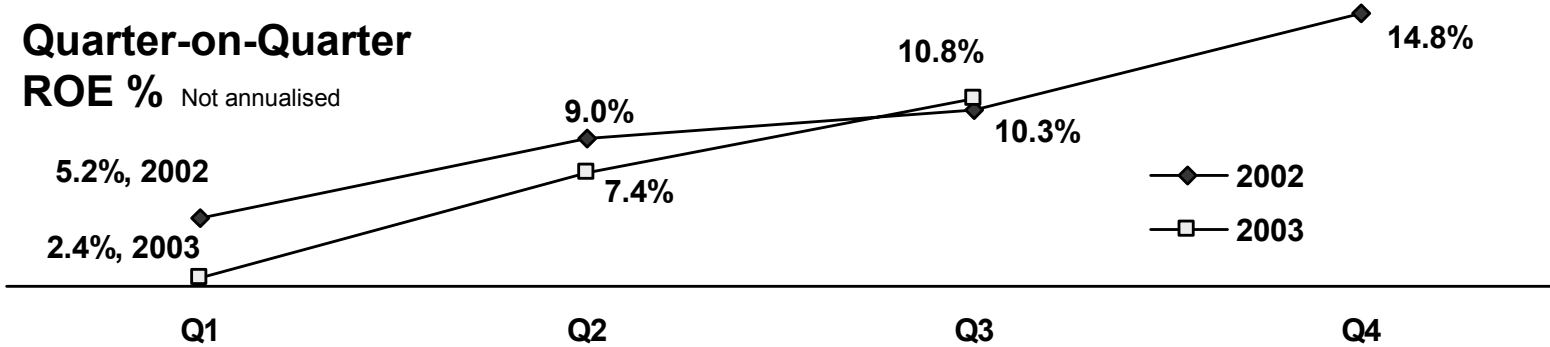
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# ROE AND EPS OVER THE LAST QUARTER AND YEAR AGO

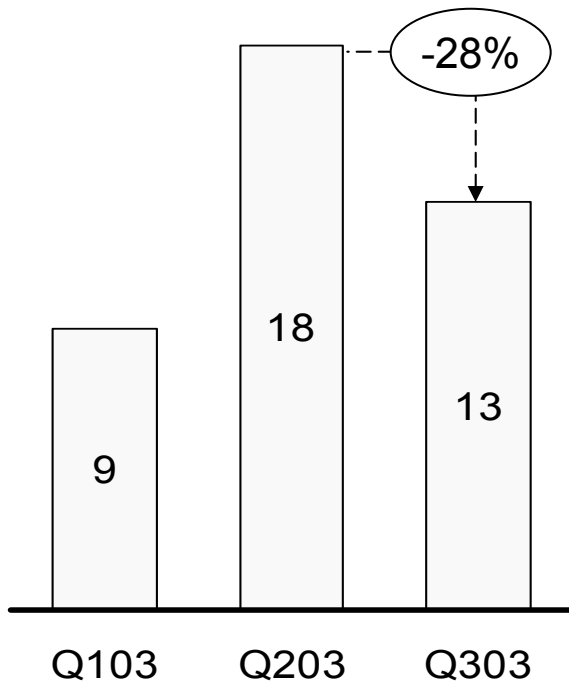
## Quarter-on-Quarter

ROE % Not annualised



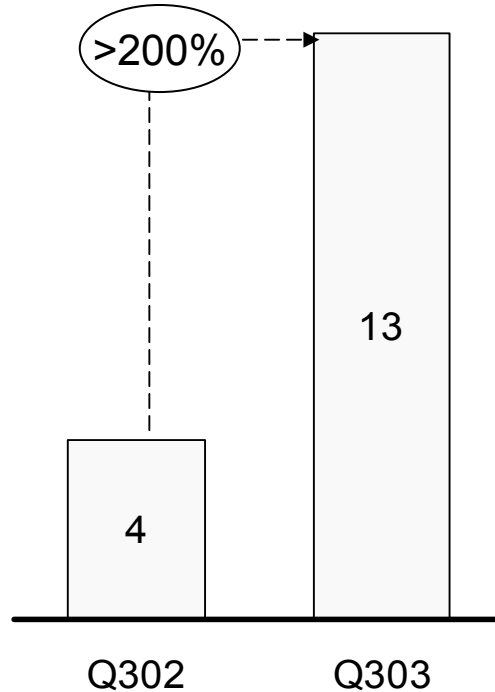
## Quarter-on-Quarter EPS

Cents per share



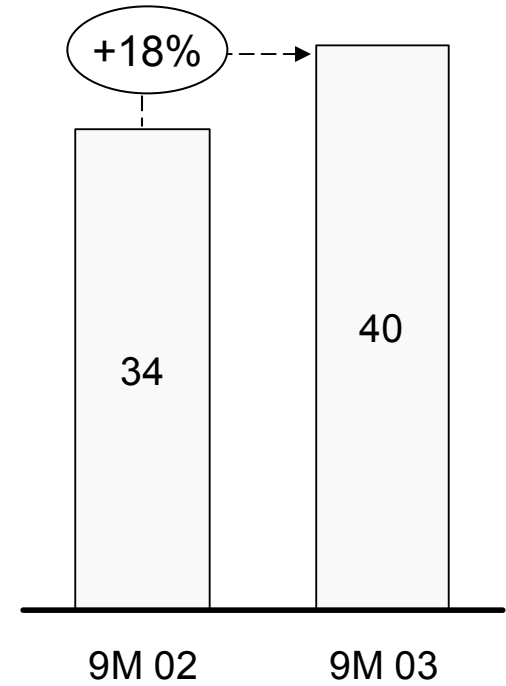
## Quarter over year ago

Cents per share



## YTD over year ago

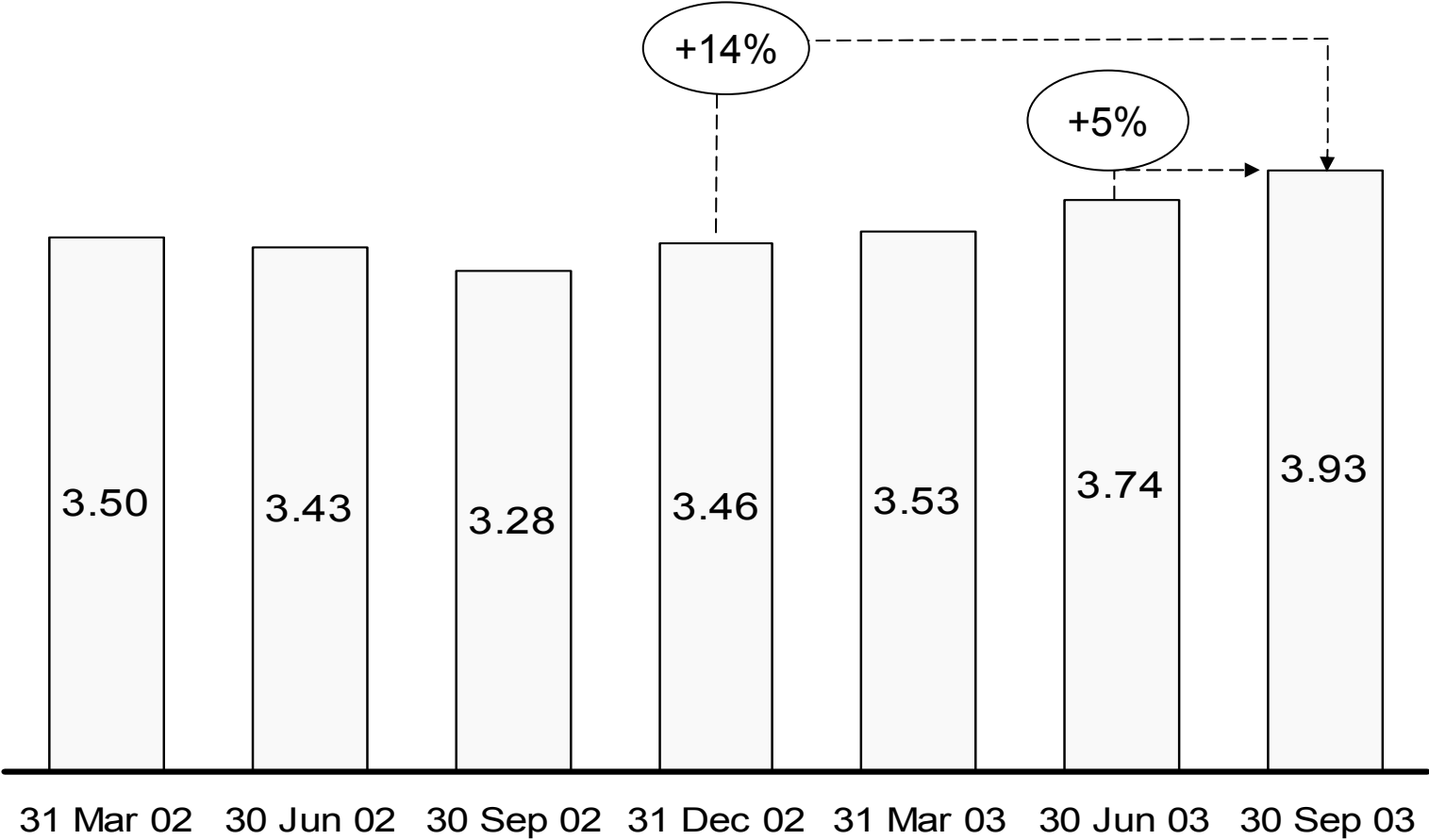
Cents per share



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# NAV/SHARE CONTINUES TO STRENGTHEN

SGD



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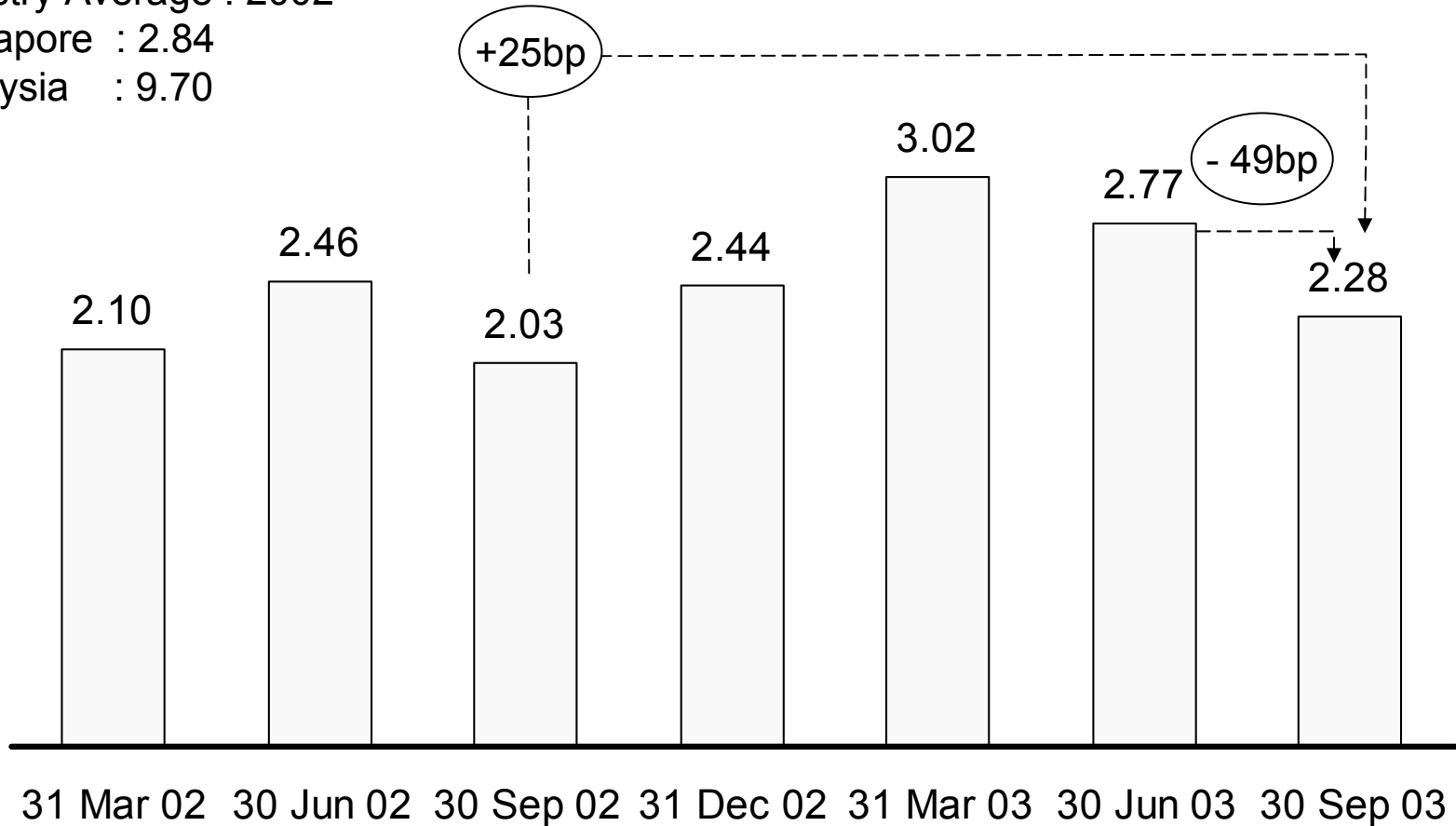
# MANAGEMENT EXPENSE CONTINUES TO BE WELL BELOW INDUSTRY AVERAGE

**Management expense ratio**  
as a percentage of premiums

Industry Average : 2002 \*

Singapore : 2.84

Malaysia : 9.70



\* Source : MAS Insurance Report 2002, Bank Negara Insurance Report 2002

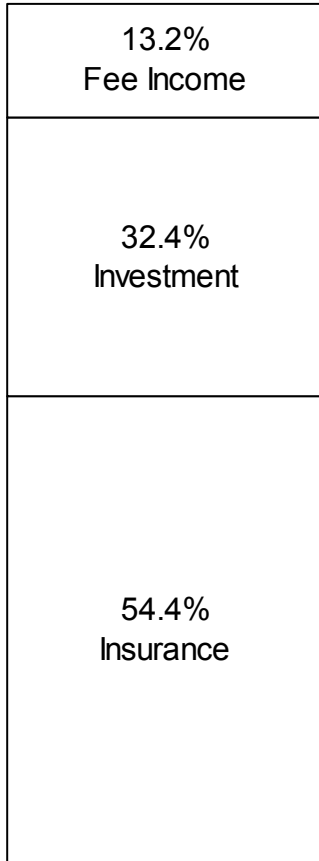
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# GROUP GROSS PROFIT BREAKDOWN (PRE-TAX): YTD 60:40 SPLIT BETWEEN TWO COUNTRIES

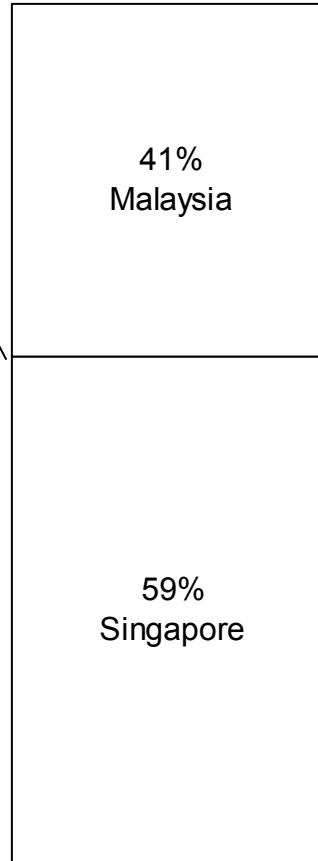
Percent of total

100% = SGD 153MM



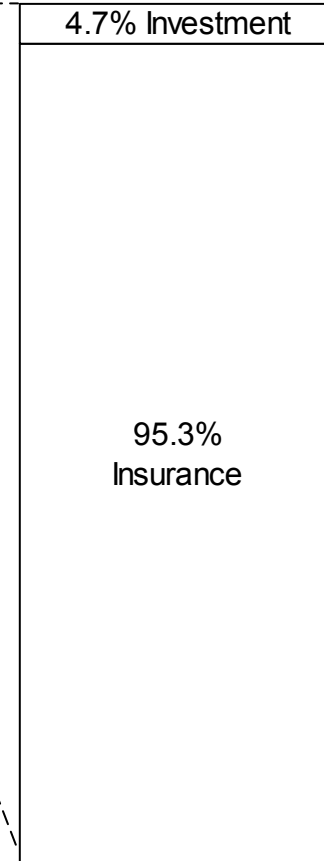
Singapore business breakdown

SGD 261MM



By Country

SGD 108MM



Malaysia business breakdown

# INSURANCE PRE-TAX PROFITS IMPROVE FOR QUARTERLY AND YEAR TO DATE

## Quarterly

	Q3-03	Q3-02	Growth
PAR	20.4	18.9	+ 8%
NPAR	29.6	(9.7)	nm
ILINK FUND	7.0	3.3	> 100%
GENERAL	8.6	4.4	+ 95%
TOTAL	65.6	16.9	> 200%
Singapore	31.6	(1.4)	nm
Malaysia	34.0	18.3	+ 86%

## Year to date

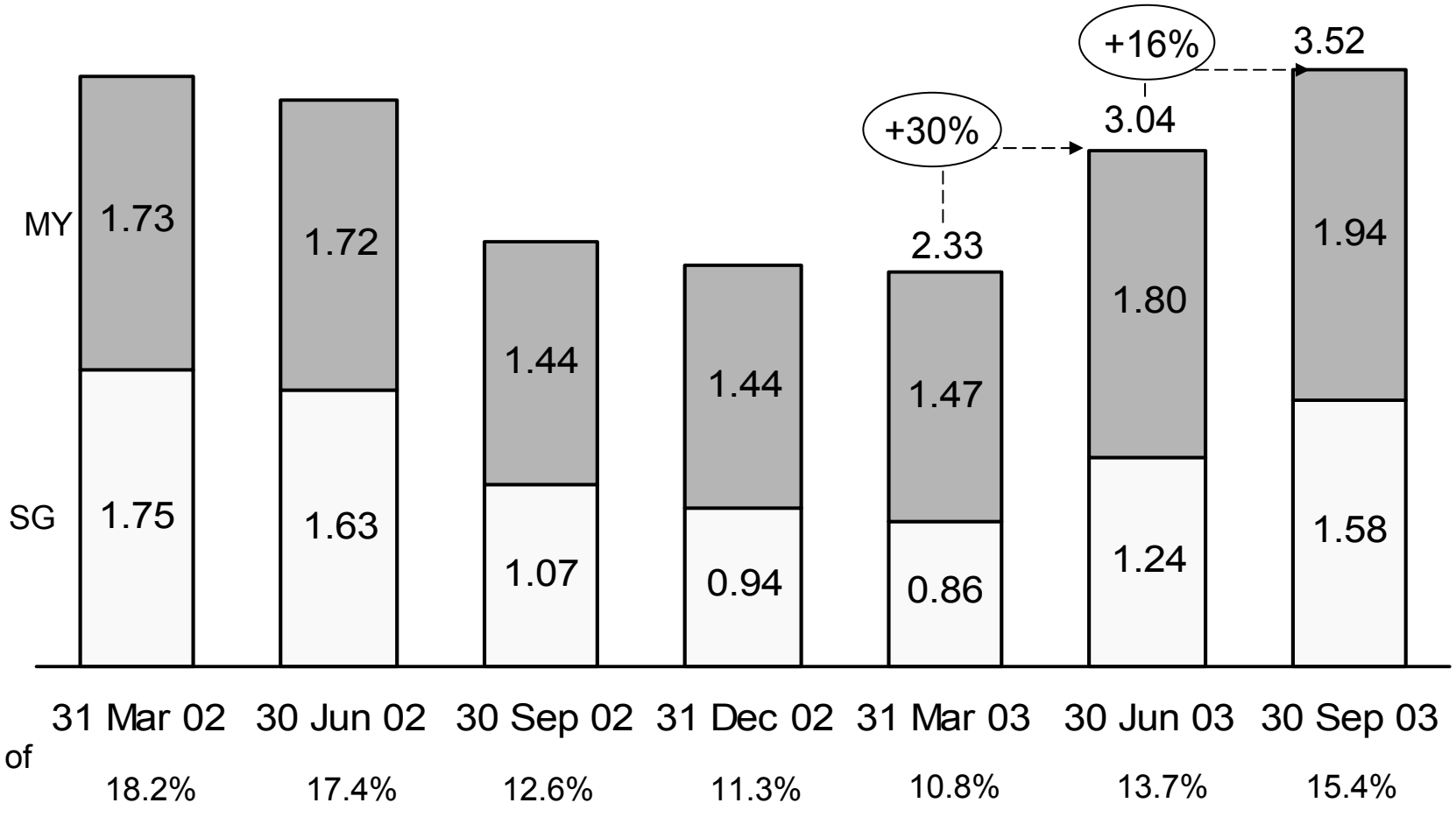
	9M-03	9M-02	Growth
	61.3	57.9	+ 6%
	89.1	63.9	+ 39%
	16.9	8.3	> 100%
	18.7	37.9	- 51%
	186.0	168.0	+ 11%
	83.6	74.8	+ 12%
	102.4	93.2	+ 10%

nm – not meaningful

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# LIFE FUND SURPLUS CONTINUES TO INCREASE STEADILY (Marked To Market)

SGD Billions



Percent of liability :

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# ASSET ALLOCATION REMAINS LARGELY CONSTANT

Percent of total  
Singapore

100% = SGD 14.8B

SGD 15.9B

SGD 16.7B



31 Dec 02

30 Jun 03

30-Sep-03

Malaysia

100% = SGD 8.8B

SGD 9.6B

SGD 9.8B



31 Dec 02

30 Jun 03

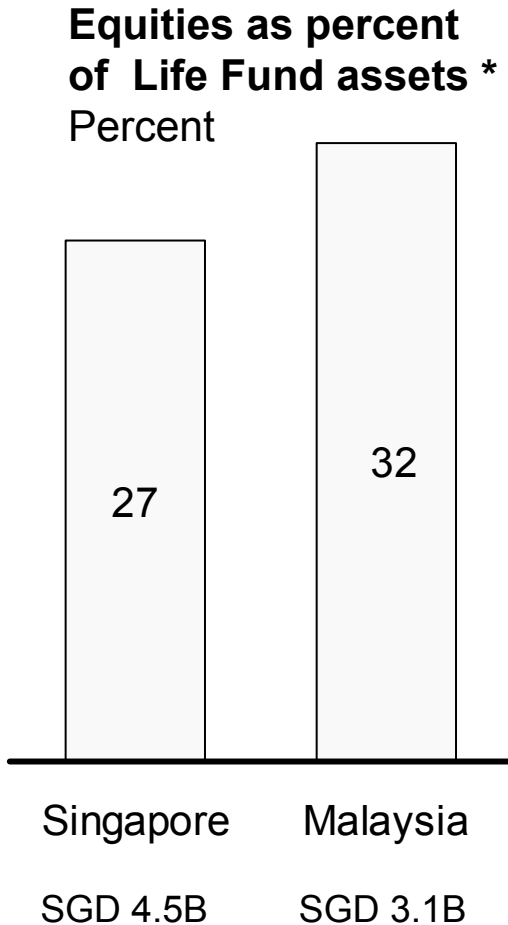
30-Sep-03

\* Excludes investment-linked funds

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# IMPROVEMENT IN LIFE FUND SURPLUS ENHANCES STRESS TEST RESULTS



\* Excludes investment-linked funds

## Further improvement in stress test from 30 June to 30 Sep 2003

- Singapore Life Fund can withstand a 34% decline in equity valuation compared to 32% in last quarter
- Malaysia Life Fund is able to withstand a 63% decline in equity valuation compared to 62% in last quarter

# 3<sup>rd</sup> QUARTER 2003 FINANCIAL RESULTS

- **FINANCIAL HIGHLIGHTS** - strong Profit, enhanced Balance Sheet position

- **PREMIUM GROWTH** – recovery from H1 is strong but needs to be sustained into Q4

- **INDUSTRY TRENDS IN THE LAST 6 QUARTERS**
- **GROSS PREMIUMS**
- **GE – SINGAPORE MARKET SHARE TRENDS**
- **GE – MALAYSIA MARKET SHARE TRENDS**
- **BANCASSURANCE REFOCUSSED**

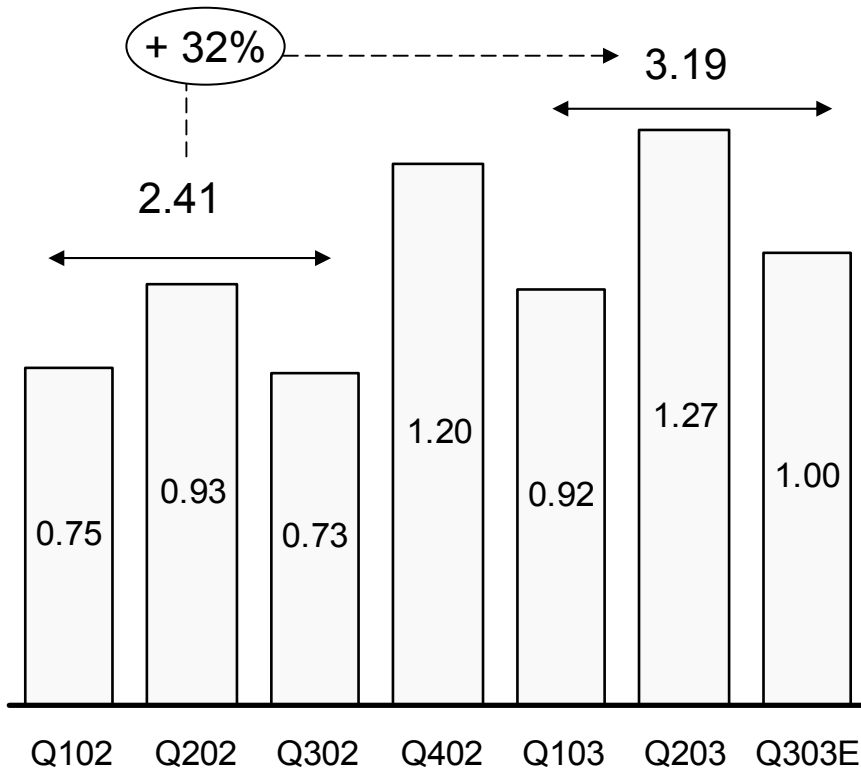
- **MATERIAL ISSUES AND Q&A**

# WITH OVERALL IMPROVEMENT IN GLOBAL ECONOMY, THE INSURANCE INDUSTRY IN SINGAPORE BEGINS TO RECOVER

Malaysia

Strong growth is seen in 2003

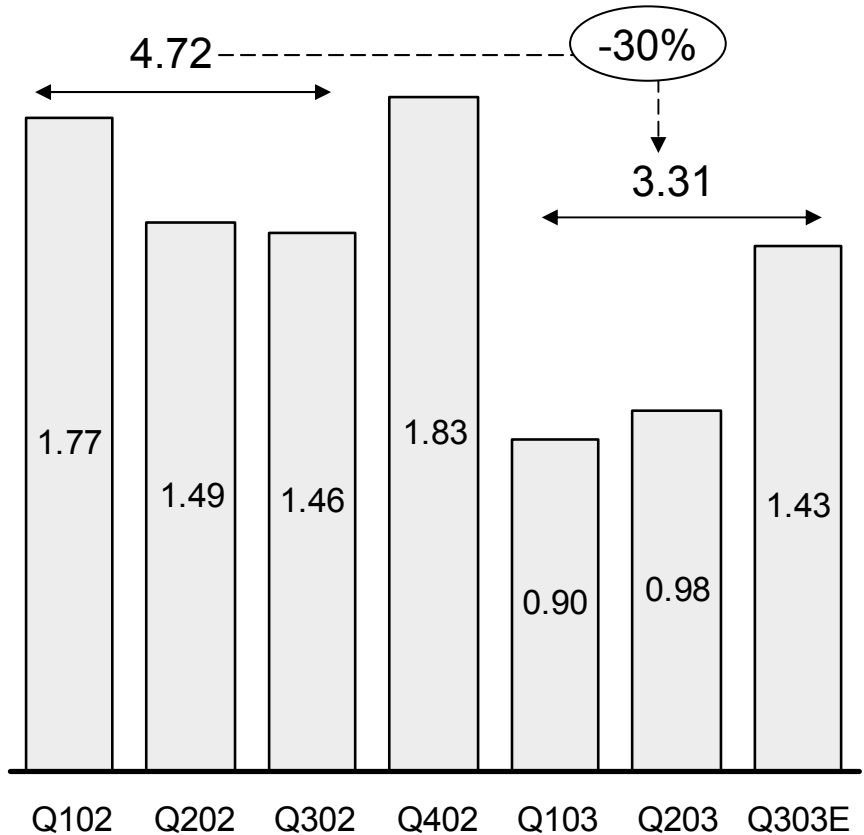
MYR Billions



Singapore

..... Strong recovery in Q3

SGD Billions



Source: LIA, LIAM

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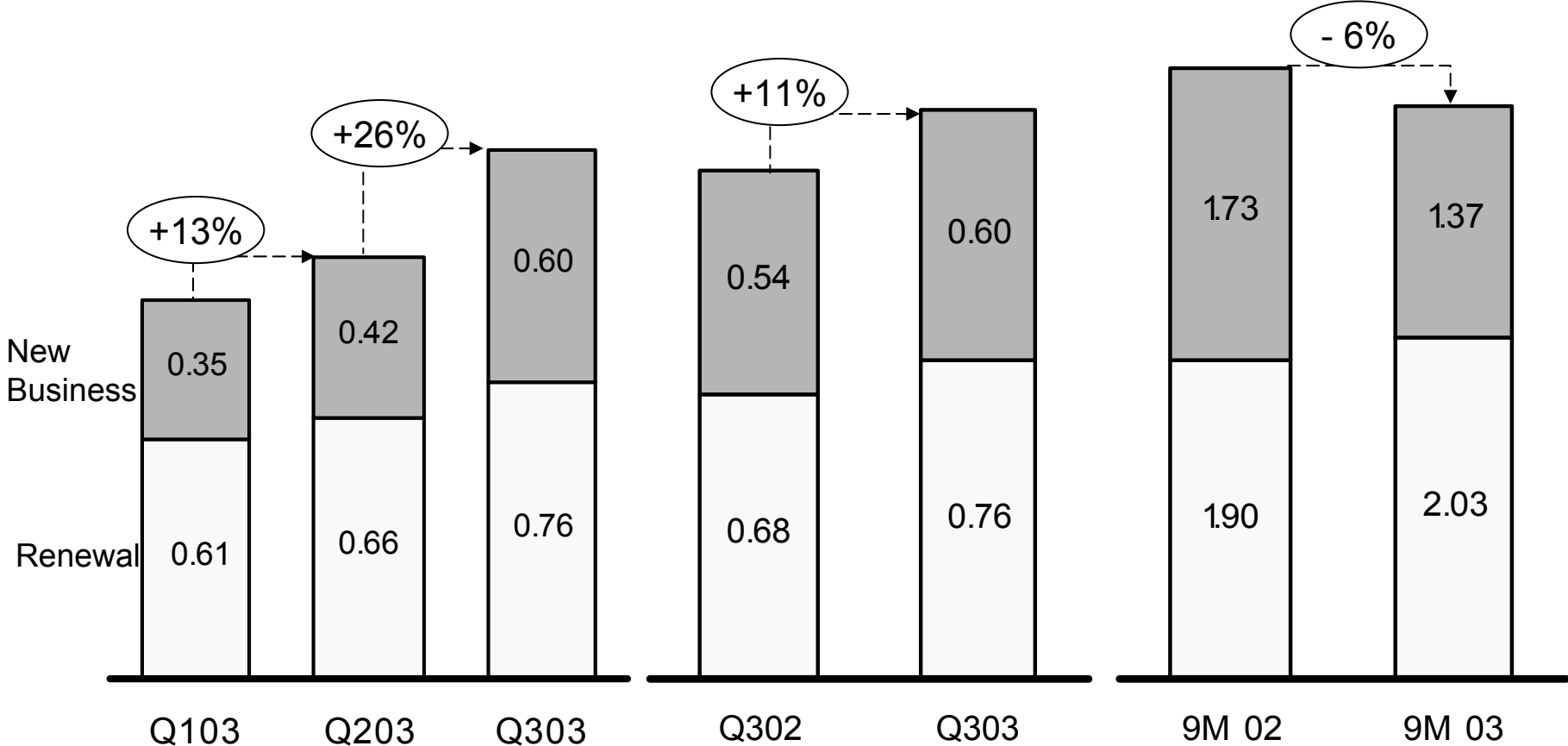
# GROSS PREMIUM INCOME RECOVERS IN THIRD QUARTER BUT YTD IS STILL BELOW YEAR AGO PERFORMANCE

SGD Billions

**Doubled Growth Rate in Quarterly Premiums**

**Quarterly Premium Improves over last year**

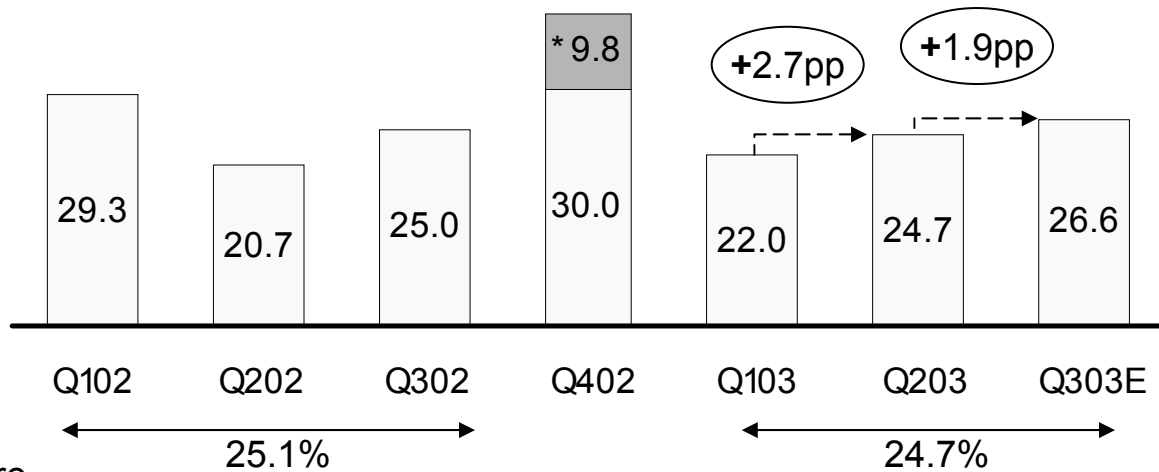
**...still below year ago premiums**



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# Quarter on Quarter Market Share in Singapore

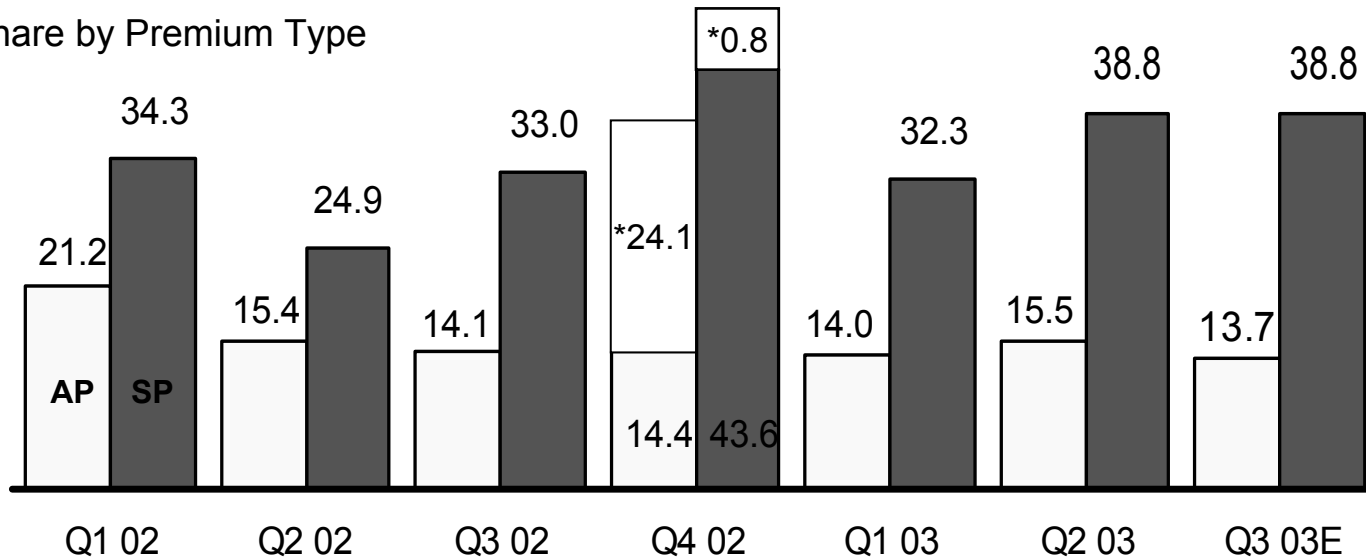


**Singapore maintained market leadership**

Market share by Weighted Premium has dropped compared to 2002

\* Eldershiield premiums

## Market Share by Premium Type

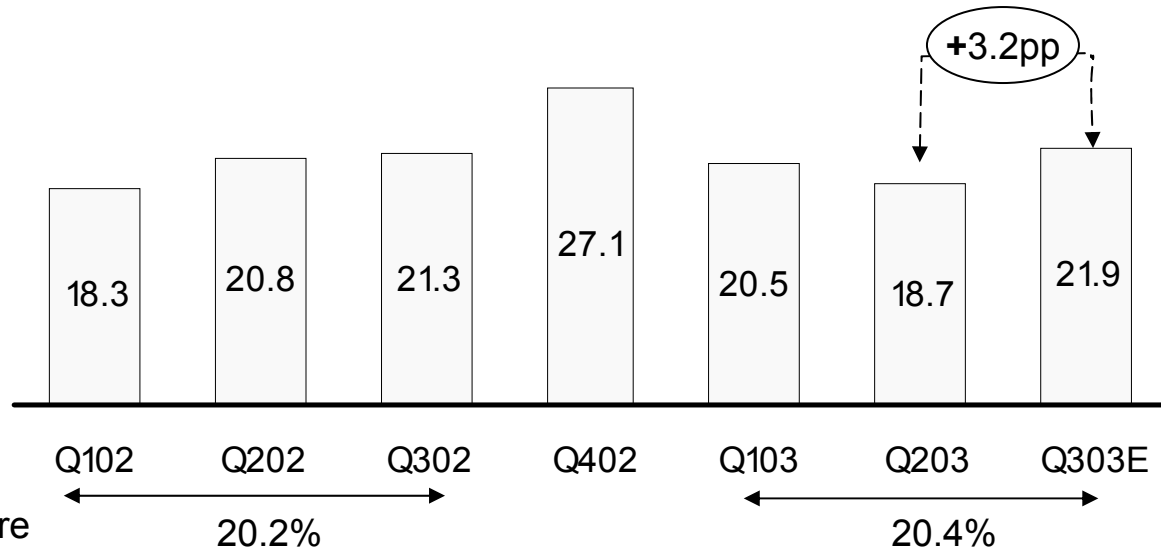


Source : LIA

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# Quarter on Quarter Market Share in Malaysia

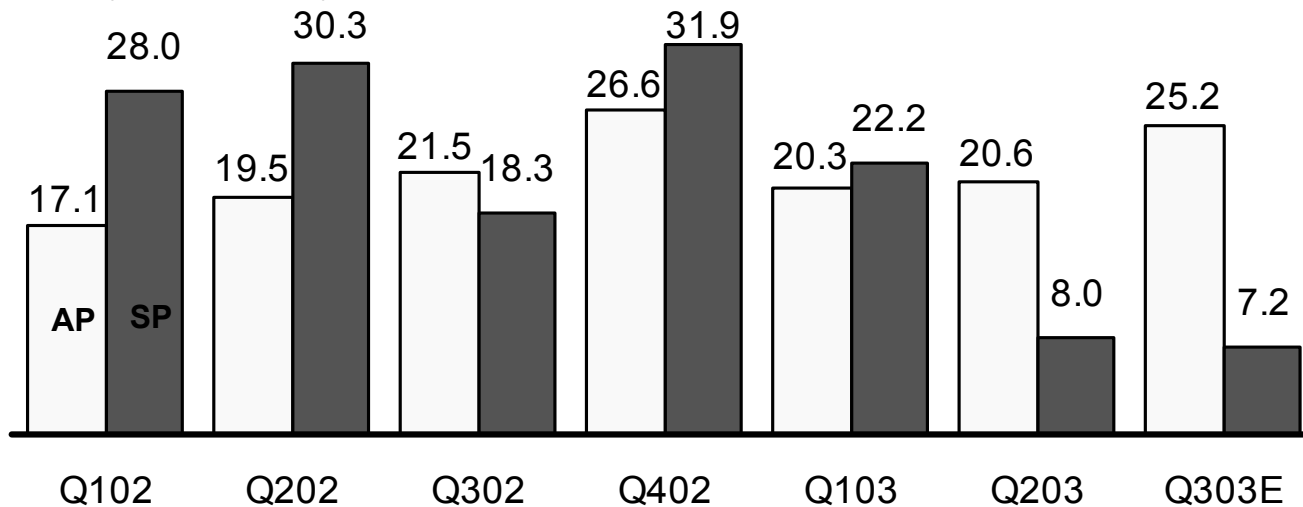


**Malaysia maintained market leadership**

Market share by Weighted Premium

Overall Market share impacted by loss in Single Premium sector ...but Annual Premium market share improves

## Market Share by Premium Type



\* Source : LIAM

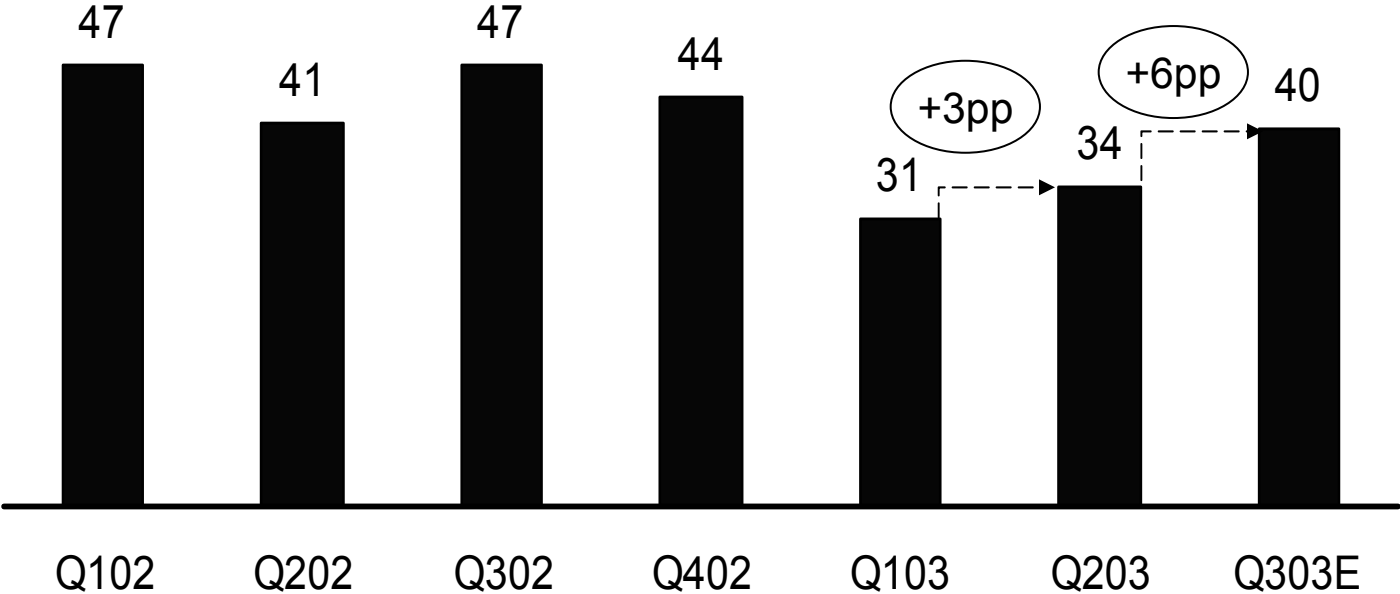
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# Bancassurance Market Share in Singapore – Refocusing with OCBC

Efforts in refocusing bancassurance channel is bearing fruit

Improvement seen in Q203

Bancassurance Market Share by Weighted Premiums



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➔ **MATERIAL ISSUES AND Q&A**

# MATERIAL ISSUES AND Q&A

- FA Company Update – Alpha Financial Advisers Pte Ltd
- Divestment of Malaysian Operations