## **NEWS RELEASE**

### To : All Shareholders

₩ UOB Group

The Board of Directors of United Overseas Insurance Limited wishes to make the following announcement:

### 1. Unaudited income statement for the nine months/third guarter ended 30 September 2014

			Group			
	9 Months <u>2014</u>	9 Months 2013	Incr/ (Decr)	3rd Qtr <u>2014</u>	3rd Qtr 2013	Incr/ (Decr)
	\$'000	\$'000	%	\$'000	\$'000	%
(a) Gross premiums written	85,468	87,994	(2.9)	22,715	24,346	(6.7)
Net earned premiums Less/(Add) :	32,973	32,982	-	10,646	10,898	(2.3)
Net claims incurred	13,121	14,024	(6.4)	4,852	4,062	19.4
Net commissions	62	(1,034)	NM	5	262	(98.1)
Management expenses :						
Staff cost	5,082	4,617	10.1	1,767	1,498	18.0
Rental expenses Depreciation	938 72	890 78	5.4 (7.7)	313 27	306 25	2.3 8.0
Foreign exchange loss	21	78	(7.7)	(1)	25 34	NM
Other operating expenses	1,422	2,130	(33.2)	47	784	(94.0)
Underwriting profit	12,255	12,199	0.5	3,636	3,927	(7.4)
Gross dividends from investments	4,611	4,459	3.4	1,527	1,537	(0.7)
Interest income from investments	4,971	4,650	6.9	1,701	1,463	16.3
Interest on fixed deposits and bank balances	78	63	23.8	25	20	25.0
Amortisation of investments	(65)	20	NM	(23)	7	NM
Miscellaneous income Net fair value losses on	75	25	NM	73	2	NM
financial derivatives - realised	(298)	(1,601)	(81.4)	(93)	(1,229)	(92.4)
Net fair value (losses)/gains on financial derivatives - unrealised	(125)	581	NM	(1,000)	1,503	NM
Net gains on disposal of available-for-sale investments (Less)/Add :	8,973	4,597	95.2	588	1,315	(55.3)
Management expenses not charged to insurance revenue account:						
Management fees	(727)	(705)	3.1	(239)	(236)	1.3
Other operating expenses	(330)	(381)	(13.4)	(115)	(180)	(36.1)
Exchange differences	1,325	1,462	(9.4)	1,057	(379)	NM
Non-underwriting income	18,488	13,170	40.4	3,501	3,823	(8.4)
Profit before tax	30,743	25,369	21.2	7,137	7,750	(7.9)
Tax expense	(5,351)	(4,046)	32.3	(1,126)	(1,228)	(8.3)
Profit from continuing operations, net of tax	25,392	21,323	19.1	6,011	6,522	(7.8)
Loss from discontinued operation, net of tax	-	(104)	(100.0)	-	(13)	(100.0)
Profit attributable to:						
Equity holders of the Company	25,392	21,219	19.7	6,011	6,509	(7.7)

Note : NM = Not Meaningful

## NEWS RELEASE

### 1. Unaudited income statement for the nine months/third guarter ended 30 September 2014 (cont'd)

			Group			
	9 Months <u>2014</u>	9 Months 2013	Incr/ <u>(Decr)</u>	3rd Qtr <u>2014</u>	3rd Qtr 2013	Incr/ <u>(Decr)</u>
(b) Annualised earnings per share from			%			%
continuing operations: Basic and diluted (cents)	53.3	46.5	14.6	39.3	42.7	(8.0)
(c) Annualised earnings per share : Basic and diluted (cents)	53.3	46.3	15.1	39.3	42.6	(7.7)

### 2. Unaudited statement of comprehensive income for the nine months/third quarter ended 30 September 2014

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			Gro	up		
	9 Months <u>2014</u>	9 Months 2013	Incr/ <u>(Decr)</u>	3rd Qtr <u>2014</u>	3rd Qtr 2013	Incr/ <u>(Decr)</u>
	\$'000	\$'000	%	\$'000	\$'000	%
Net profit	25,392	21,219	19.7	6,011	6,509	(7.7)
Other comprehensive income :						
Foreign currency translation difference	(191)	201	NM	-	(34)	(100.0)
Net gains/(losses) on available-for-sale investments	840	(6,059)	NM	(5,233)	3,460	NM
Income tax relating to available-for-sale investments	(140)	1,039	NM	891	(580)	NM
Other comprehensive income for the nine months /3rd Quarter ended						
30 September, net of tax	509	(4,819)	NM	(4,342)	2,846	NM
Total comprehensive income for the nine months/3rd Quarter ended 30 September	25,901	16,400	57.9	1,669	9,355	(82.2)
Attributable to: Total comprehensive income from continuing operations, net of tax	25,901	16,303	58.9	1,669	9,402	(82.2)
Total comprehensive income from discontinued operation, net of tax	-	97	(100.0)	-	(47)	(100.0)
Total comprehensive income attributable to equity holders of the Company	25,901	16,400	57.9	1,669	9,355	(82.2)

NEWS RELEASE

### 3. Unaudited statement of financial position

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	Group		Com	bany
	30-Sep-14	<u>31-Dec-13</u>	30-Sep-14	<u>31-Dec-13</u>
	\$'000	\$'000	\$'000	\$'000
(a) Share capital - Issued and fully paid	91,733	91,733	91,733	91,733
Reserves	204,710	189,205	204,710	186,830
	296,443	280,938	296,443	278,563
Liabilities				
	24.042	20 472	24.042	20 472
Insurance creditors Non-trade creditors and accrued liabilities	24,942	20,473	24,942	20,473
	3,652	3,187	3,652	3,187
Amount owing to related companies	190	2,020	190	9,326
Derivative financial liabilities	997	850	997	850
Tax payable	8,642	5,833	8,642	5,833
Deferred tax liabilities	3,718	3,578	3,718	3,578
Deferred acquisition cost - reinsurers' share Gross technical balances	10,160	9,890	10,160	9,890
- Reserve for unexpired risks	69,071	65,143	69,071	65,143
- Reserve for outstanding claims	166,489	170,095	166,489	170,095
	287,861	281,069	287,861	288,375
	584,304	562,007	584,304	566,938
Assets				
Bank balances and fixed deposits	56,721	47,269	56,721	47,269
Insurance debtors	19,390	12,121	19,390	12,121
Non-trade debtors and accrued interest receivable	2,793	2,597	2,793	2,597
Derivative financial assets	29	7	29	7
Associated company	1	1	1	1
Available-for-sale investments	353,001	347,403	353,001	347,403
Unsecured term loan	-	13	-	13
Fixed assets	310	256	310	256
Deferred acquisition cost - gross	8,702	8,295	8,702	8,295
Reinsurers' share of technical balances	-,	- 1	-,	-,
- Reserve for unexpired risks	42,624	39,700	42,624	39,700
- Reserve for outstanding claims	100,733	104,336	100,733	104,336
recorre for eachanding claime	584,304	561,998	584,304	561,998
		001,000	00 1,00 1	001,000
Investment in subsidiary	-	-	-	4,940
Assets of discontinued operation	-	9	-	· -
·				
	584,304	562,007	584,304	566,938
	,	,	· ·	,
(b) Net asset value per share (S\$)	4.85	4.59	4.85	4.56
Number of shares issued ('000)	61,155	61,155	61,155	61,155
	51,100	01,100	01,100	01,100

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### 4. Unaudited Group statement of changes in equity

₩ UOB Group

	Share <u>capital</u> \$'000	General <u>reserve</u> \$'000	Available- for-sale investment <u>reserve</u> \$'000	Retained <u>profits</u> \$'000	Reserve of * discontinued <u>operation</u> \$'000	<u>Total</u> \$'000
Balance at 1 January 2014	91,733	22,880	17,928	149,919	(1,522)	280,938
Profit net of tax Other comprehensive income for the nine months ended 30 September	-	-	- 700	25,392	- (191)	25,392 509
Total comprehensive income for the nine months ended 30 September	-	-	700	25,392	(191)	25,901
Liquidation of its subsidiary	-	-	-	(1,713)	1,713	-
Dividend for Year 2013 Dividend for Year 2014	-	-	-	(8,561) (1,835)	-	(8,561) (1,835)
Balance at 30 September 2014	91,733	22,880	18,628	163,202	-	296,443
Balance at 1 January 2013	91,733	22,880	16,437	132,939	(1,769)	262,220
Profit net of tax Other comprehensive income for the nine months ended 30 September	-	-	-	21,219	-	21,219
	-	-	(5,020)	-	201	(4,819)
Total comprehensive income for the nine months ended 30 September	-	-	(5,020)	21,219	201	16,400
Dividend for Year 2012 Dividend for Year 2013	-	-	-	(8,561) (1,835)	-	(8,561) (1,835)
Balance at 30 September 2013	91,733	22,880	11,417	143,762	(1,568)	268,224
Balance at 1 July 2014	91,733	22,880	22,970	159,026	-	296,609
Profit net of tax Other comprehensive income for	-	-	-	6,011	-	6,011
the quarter ended 30 September	-	-	(4,342)	-	-	(4,342)
Total comprehensive income for the quarter ended 30 September	-	-	(4,342)	6,011	-	1,669
Dividend for Year 2014	-	-	-	(1,835)	-	(1,835)
Balance at 30 September 2014	91,733	22,880	18,628	163,202	-	296,443
Balance at 1 July 2013	91,733	22,880	8,537	139,088	(1,534)	260,704
Profit net of tax Other comprehensive income for	-	-	-	6,509	-	6,509
the quarter ended 30 September	-	-	2,880	-	(34)	2,846
Total comprehensive income for the quarter ended 30 September	-	-	2,880	6,509	(34)	9,355
Dividend for Year 2013	-	-	-	(1,835)	-	(1,835)
Balance at 30 September 2013	91,733	22,880	11,417	143,762	(1,568)	268,224

\* Hong Kong subsidiary was dissolved on 29 July 2014.

## NEWS RELEASE

## 5. Unaudited Company statement of changes in equity

₩ UOB Group

capital \$'000reserve \$'000reserve \$'000Balance at 1 January 201491,73322,88017,928Profit net of tax		
	profits \$'000	<u>Total</u> \$'000
Profit net of tax	146,022	278,563
Other comprehensive income for the	27,576	27,576
nine months ended 30 September 700	-	700
Total comprehensive income for the nine months ended 30 September700	27,576	28,276
Dividend for Year 2013	(8,561)	(8,561)
Dividend for Year 2014	(1,835)	(1,835)
Balance at 30 September 2014 91,733 22,880 18,628	163,202	296,443
Balance at 1 January 2013 91,733 22,880 16,437	128,933	259,983
Profit net of tax Other comprehensive income for the	21,323	21,323
nine months ended 30 September (5,020)		(5,020)
Total comprehensive income for the nine months ended 30 September(5,020)	21,323	16,303
Dividend for Year 2012Dividend for Year 2013	(8,561) (1,835)	(8,561) (1,835)
Balance at 30 September 2013         91,733         22,880         11,417	139,860	265,890
Balance at 1 July 2014 91,733 22,880 22,970	159,026	296,609
	6,011	6,011
Profit net of tax		
Other comprehensive income for the quarter ended 30 September (4,342)		(4,342)
Other comprehensive income for the	- 6,011	(4,342) 1,669
Other comprehensive income for the       -       -       (4,342)         Total comprehensive income for the       -       -       (4,342)	- 6,011 (1,835)	· · · ·
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)		1,669
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)Dividend for Year 2014	(1,835)	1,669 (1,835)
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)Dividend for Year 2014Balance at 30 September 201491,73322,88018,628Balance at 1 July 201391,73322,8808,537Profit net of tax	(1,835) <b>163,202</b>	1,669 (1,835) <b>296,443</b>
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)Dividend for Year 2014Balance at 30 September 201491,73322,88018,628Balance at 1 July 201391,73322,8808,537Profit net of tax quarter ended 30 SeptemberOther comprehensive income for the quarter ended 30 September2,8802,8808,537	(1,835) <b>163,202</b> 135,173	1,669 (1,835) <b>296,443</b> 258,323
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)Dividend for Year 2014Balance at 30 September 201491,73322,88018,628Balance at 1 July 201391,73322,8808,537Profit net of tax Other comprehensive income for the	(1,835) <b>163,202</b> 135,173	1,669 (1,835) <b>296,443</b> 258,323 6,522
Other comprehensive income for the quarter ended 30 September(4,342)Total comprehensive income for the quarter ended 30 September(4,342)Dividend for Year 2014Balance at 30 September 201491,73322,88018,628Balance at 1 July 201391,73322,8808,537Profit net of tax Quarter ended 30 SeptemberOther comprehensive income for the quarter ended 30 SeptemberTotal comprehensive income for the quarter ended 30 September2,880	(1,835) <b>163,202</b> 135,173 6,522 -	1,669 (1,835) <b>296,443</b> 258,323 6,522 2,880

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### 6. Unaudited statement of cash flows

₩ UOB Group 大華銀行集團

	Group					
	9 Months	9 Months	3rd Qtr	3rd Qtr		
	<u>2014</u>	<u>2013</u>	<u>2014</u>	<u>2013</u>		
	\$'000	\$'000	\$'000	\$'000		
Cash flows from operating activities						
Profit before tax from continuing operations	30,743	25,369	7,137	7,750		
Loss before tax from discontinued opeation	-	(104)	-	(13)		
	30,743	25,265	7,137	7,737		
Adjustments for:						
Movement in net reserve for unexpired risks	1,004	2,619	(1,046)	(111)		
Movement in net deferred acquisition costs	(137)	(28)	(58)	(185)		
Movement in net outstanding claims	(3)	2,953	(132)	1,205		
Net fair value losses/(gains) on financial derivatives - unrealised	125	(581)	1,000	(1,503)		
Depreciation	72	78	27	25		
Net gains on disposal of available-for-sale investments	(8,973)	(4,597)	(588)	(1,315)		
Amortisation of Investments	65	(20)	23	(7)		
Gross dividends from investments	(4,611)	(4,459)	(1,527)	(1,537)		
Interest income from investments	(4,971)	(4,650)	(1,701)	(1,463)		
Interest on fixed deposits and bank balances	(78)	(63)	(25)	(20)		
Exchange differences	(1,156)	(1,667)	(1,064)	218		
Operating profit before working capital change	12,080	14,850	2,046	3,044		
Changes in working capital:						
Trade and other receivables	(7,465)	(5,276)	(940)	3,355		
Trade and other payables	4,934	8,927	496	(3,447)		
Amount owing to related companies	(1,830)	(285)	(506)	(3,447)		
Cash generated from operations	7,719	18,216	1,096	3,025		
Tax paid	(2,533)	(6,946)	(1,361)	(3,476)		
Net cash flows from/(used in) operating activities	5,186	11,270	(265)	(451)		
Cash flows from investing activities						
Proceeds from sale of available-for-sale investments	93,826	123,379	15,444	71,606		
Purchase of available-for-sale investments	(88,520)	(107,350)	(10,070)	(42,348)		
Purchase of available-tot-sale investments	(126)	(107,330) (29)	(10,070) (96)	(42,348)		
Fulchase of likeu assels	(120)	(29)				
(Discoment in)/presents from long term fixed deposite	(517)	2 0 9 5	/600\			
(Placement in)/proceeds from long-term fixed deposits	(517)	2,985	(509)	(2,013)		
Unsecured term loans	13	-	-	-		
Unsecured term loans Gross dividends from investments	13 4,611	- 4,459	- 1,527	- 1,537		
Unsecured term loans Gross dividends from investments Interest income from investments	13 4,611 4,971	- 4,459 4,650	- 1,527 1,701	1,537 1,463		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances	13 4,611 4,971 78	- 4,459 4,650 63	- 1,527 1,701 25	- 1,537 1,463 20		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances	13 4,611 4,971	- 4,459 4,650	- 1,527 1,701	1,537 1,463		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances Net cash flows from investing activities Cash flow from financing activity	13 4,611 4,971 78 14,336	- 4,459 4,650 63 28,157	- 1,527 1,701 25 8,022	1,537 1,463 20 30,239		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances Net cash flows from investing activities Cash flow from financing activity Dividend paid	13 4,611 4,971 78 14,336 (10,396)	- 4,459 4,650 63 28,157 (10,396)	- 1,527 1,701 25 8,022 (1,835)	1,537 1,463 20 30,239 (1,835)		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances Net cash flows from investing activities Cash flow from financing activity Dividend paid	13 4,611 4,971 78 14,336	- 4,459 4,650 63 28,157	- 1,527 1,701 25 8,022	1,537 1,463 20 30,239 (1,835)		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances Net cash flows from investing activities Cash flow from financing activity Dividend paid Cash flow used in financing activity	13 4,611 4,971 78 14,336 (10,396)	- 4,459 4,650 63 28,157 (10,396)	- 1,527 1,701 25 8,022 (1,835)	1,537 1,463 20 30,239 (1,835) (1,835)		
Unsecured term loans Gross dividends from investments Interest income from investments Interest on fixed deposits and bank balances Net cash flows from investing activities Cash flow from financing activity Dividend paid Cash flow used in financing activity Translation difference on foreign subsidiary company	13 4,611 4,971 78 14,336 (10,396) (10,396)	- 4,459 4,650 63 28,157 (10,396) (10,396)	- 1,527 1,701 25 8,022 (1,835)	1,537 1,463 20 30,239 (1,835) (1,835)		
Unsecured term loans Gross dividends from investments Interest income from investments	13 4,611 4,971 78 14,336 (10,396) (10,396) (191)	- 4,459 4,650 63 28,157 (10,396) (10,396) 201	- 1,527 1,701 25 8,022 (1,835) (1,835)	1,463 20 30,239 (1,835) (1,835) (34)		



## NEWS RELEASE

### 6. <u>Unaudited statement of cash flows</u> (cont'd)

For the purpose of the statement of cash flows, cash and cash equivalents comprise the following at the end of the year :

	Group		
	9 Months	9 Months	
	<u>2014</u>	<u>2013</u>	
	\$'000	\$'000	
	40.000	45.070	
Cash and bank balances	12,338	15,072	
Fixed deposits placement less than 3 months	40,468	50,184	
Cash and cash equivalents	52,806	65,256	
Fixed deposits placement more than 3 months	3,915	4,399	
	56,721	69,655	

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#### 7. **Segment information**

**₩ UOB Group** 

	<u>SIF</u>	<u>OIF</u>	<u>SHF</u>	HK Subsidiary*	
	\$'000	\$'000	\$'000	\$'000	\$'000
For nine months ended 30 September 2014					
Gross premiums written	69,831	15,637	-	-	85,468
Net earned premiums	25,359	7,614	-	-	32,973
Net claims incurred	10,645	2,476	-	-	13,121
Net commissions	(1,504)	1,566	-	-	62
Management expenses	6,459	1,076	-	-	7,535
Underwriting profit	9,759	2,496	-	-	12,255
Interest income from investments	2,790	470	1,711	-	4,971
Interest on fixed deposits and bank balances	38	24	16	-	78
Other income	4,221	547	8,403	-	13,171
Management income/(expenses) not					
charged to insurance revenue account	77	(33)	224		268
Profit before tax	16,885	3,504	10,354	-	30,743
Tax expense	(2,870)	(350)	(2,131)	-	(5,351)
Profit after tax	14,015	3,154	8,223	-	25,392
Segment total assets as at 30 September 2014	357,473	65,743	161,088	-	584,304
Segment total liabilities as at 30 September 2014	243,954	36,622	7,285	-	287,861
For nine months ended 30 September 2013					
Gross premiums written	71,446	16,548	-	-	87,994
Net earned premiums	24,633	8,349	-	-	32,982
Net claims incurred	11,575	2,449	-	-	14,024
Net commissions	(3,028)	1,994	-	-	(1,034)
Management expenses	6,700	1,093	-	-	7,793
Underwriting profit	9,386	2,813	-	-	12,199
Interest income from investments	2,701	379	1,570	-	4,650
Interest on fixed deposits and bank balances	29	27	7	-	63
Other income	3,640	628	3,813	-	8,081
Management income/(expenses) not					
charged to insurance revenue account	410	(30)	(4)		376
Profit before tax	16,166	3,817	5,386	-	25,369
Tax expense	(2,748)	(382)	(916)		(4,046)
	40 440	0 405	4 470		<u> </u>

Tax expense (2,748) (382) (916) Profit from continuing operations, net of tax 13,418 4,470 21,323 3,435 -Loss from discontinued operation, net of tax (104) Profit after tax 13,418 3,435 4,470 (104) 21,219 9 Segment total assets as at 30 September 2013 321,412 53,256 152,170 526,847 Segment total liabilities as at 30 September 2013 225,837 28,471 4,315 258,623

\*Hong Kong subsidiary was dissolved on 29 July 2014.

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## **NEWS RELEASE**

## 7. Segment information (cont'd)

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	<u>SIF</u> \$'000	<u>OIF</u> \$'000	<u>SHF</u> \$'000	HK Subsidiary* \$'000	Consolidated \$'000
3 months ended 30 September 2014		+	+		
Gross premiums written	19,631	3,084	-		22,715
Net earned premiums	8,492	2,154	-	-	10,646
Net claims incurred	4,476	376	-	-	4,852
Net commissions	(202)	207	-	-	5
Management expenses	1,613	540	-		2,153
Underwriting profit	2,605	1,031	-	-	3,636
Interest income from investments	950	162	589	-	1,701
Interest on fixed deposits and bank balances	14	8	3	-	25
Other income	454	(47)	665	-	1,072
Management income/(expenses) not	400	74	400		700
charged to insurance revenue account	436	74	193		703
Profit before tax	4,459	1,228	1,450	-	7,137
Tax expense	(758) 3,701	(122)	(246)		(1,126)
Profit after tax	3,701	1,106	1,204		6,011
Segment total assets as at 30 September 2014	357,473	65,743	161,088	-	584,304
Segment total liabilities as at 30 September 2014	243,954	36,622	7,285	-	287,861
<u>3 months ended 30 September 2013</u>					
Gross premiums written	20,494	3,852	-		24,346
Net earned premiums	8,388	2,510	_	_	10,898
Net claims incurred	3,764	2,310	-		4,062
Net commissions	(421)	683	-	-	262
Management expenses	2,093	554	-	-	2,647
Underwriting profit	2,952	975	-		3,927
Interest income from investment	840	118	505	-	1,463
Interest on fixed deposits and bank balances	9	8	3	-	20
Other income	1,342	229	1,564	-	3,135
Management income/(expenses) not					
charged to insurance revenue account	(347)	(51)	(397)	-	(795)
Profit before tax	4,796	1,279	1,675	-	7,750
Tax expense	(815)	(128)	(285)	-	(1,228)
Profit from continuing operations, net of tax	3,981	1,151	1,390	-	6,522
Loss from discontinued operation, net of tax		-	-	(13)	(13)
Profit after tax	3,981	1,151	1,390	(13)	6,509
Segment total assets as at 30 September 2013	321,412	53,256	152,170	9	526,847
Segment total liabilities as at 30 September 2013	225,837	28,471	4,315	-	258,623

\*Hong Kong subsidiary was dissolved on 29 July 2014.

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#### 7. Segment information (cont'd)

The Group is principally engaged in the business of underwriting general insurance. With different operating segments, its businesses are segregated into separate fund accounts in accordance with the requirements of the Singapore Insurance Act (Chapter 142).

As required under the Singapore Insurance Act, the Company has established and maintained a Singapore Insurance Fund (SIF) for insurance business relating to Singapore policies and an Offshore Insurance Fund (OIF) for insurance business relating to offshore policies. Shareholders' Fund (SHF) relates to the Company's investment activities of its non-insurance funds.

The HK Subsidiary refers to the Company's wholly-owned subsidiary, UOB Insurance (H.K.) Limited, incorporated in Hong Kong S.A.R. The liquidation of the HK Subsidiary was completed on 29 April 2014 and it was dissolved on 29 July 2014.

The segment information has been prepared in accordance with the Group's accounting policy and Singapore Financial Reporting Standards (FRS).

#### Information about major external customer

For the nine months/third quarter ended 30 September 2014 and the corresponding period last year, the Group did not have any external customer whose premium income exceeded 10% of the Group's total revenue.

#### **Geographical information**

Geographical information of the Group's revenue derived from external customers based on location of insurance risks and non-current assets are as follows:

	Reve	nue	Non-current a	ssets as at
	9 Months	9 Months	9 Months	9 Months
	<u>2014</u>	<u>2013</u>	<u>2014</u>	<u>2013</u>
	\$'000	\$'000	\$'000	\$'000
Singapore	63,006	64,667	310	250
Asean	11,432	10,330	-	-
Others	3,390	4,875		-
	77,828	79,872	310	250
	Reve	nue	Non-current a	ssets as at
	3rd Qtr	3rd Qtr	3rd Qtr	3rd Qtr
	<u>2014</u>	<u>2013</u>	<u>2014</u>	<u>2013</u>
	\$'000	\$'000	\$'000	\$'000
Singapore	18,994	19,776	310	250
Asean	2,713	1,712	-	-
Others	808	1,886	-	-
	22,515	23,374	310	250

The Group's non-current assets presented above consist of fixed assets only.

# NEWS RELEASE

## 8. <u>Review of performance</u>

Highlights and Performance Indicators for the Group's continuing operations

\$'000	9 Months 2014	9 Months 2013	9M14/ 9M13 %	3rd Quarter 2014	3rd Quarter 2013	3Q14/ 3Q13 %
Gross premiums written	85,468	87,994	- 2.9	22,715	24,346	- 6.7
Underwriting profit	12,255	12,199	+ 0.5	3,636	3,927	- 7.4
Non-underwriting Income	18,488	13,170	+40.4	3,501	3,823	- 8.4
Profit before tax	30,743	25,369	+21.2	7,137	7,750	- 7.9

## 9 Months 2014 ("9M14") versus 9 Months 2013 ("9M13")

Gross premiums decreased by \$2.5 million or 2.9% to \$85.5 million due mainly to portfolio pruning by management while net earned premiums remained at \$33.0 million when compared against the same period last year. Net claims incurred reduced by \$0.9 million or 6.4% due mainly to improvements in statutory classes of insurance and offshore business. Net commissions increased by \$1.1 million. Management expenses decreased by \$0.3 million or 3.3%. Consequently, underwriting profit increased by 0.5% to \$12.3 million.

Non-underwriting income increased by \$5.3 million to \$18.5 million as compared to \$13.2 million in the corresponding period last year due mainly to higher gains from the sales of investments.

Overall profit before tax increased by 21.2% to \$30.7 million.

### 3rd Quarter 2014 ("3Q14") versus 3rd Quarter 2013 ("3Q13")

The Group's gross premiums decreased by \$1.6 million or 6.7% to \$22.7 million. Net earned premiums decreased by \$0.3 million or 2.3% in 3Q14 as compared to 3Q13 due to lower net premiums written. Net claims incurred increased by \$0.8 million or 19.4% due mainly to Fire and Work Injury claims. Net commissions decreased by \$0.30 million. Management expenses decreased by \$0.5 million. Consequently, underwriting profit in 3Q14 decreased by \$0.3 million.

The Group recorded a lower non-underwriting income of \$3.5 million in 3Q14.

Profit before tax decreased by \$0.6 million to \$7.1 million due mainly to lower profits from both underwriting and non-underwriting income.

## **NEWS RELEASE**

#### 9. Prospects for the next reporting period and the next 12 months

The potential risk of the spread of Ebola amidst continued geopolitical and economic uncertainties will render the operating environment even more challenging for both underwriting and investments.

However, strict adherence to the Company's judicious management policy will likely ensure consistency in profitability.

### 10. Accounting policy

The financial statements, expressed in Singapore dollars are prepared in accordance with Singapore Financial Reporting Standards (FRS). The accounting policies and computation methods adopted in the financial statements for the nine months ended 30 September 2014 are the same as those adopted in the preceding year.

### 11. Dividend

No dividend has been declared for the third quarter ended 30 September 2014.

### 12. Borrowings, contingent liabilities and loan capital

The Group has maintained strong liquidity for its business operations and has no borrowings, contingent liabilities and loan capital as at 30 September 2014 (30 September 2013: nil).

#### 13. Interested person transactions

The Company has not obtained a general mandate from shareholders for interested person transactions.

#### 14. Confirmation by directors

The Board of Directors of the Company hereby confirm that, to the best of their knowledge, nothing has come to its attention which may render the unaudited group financial results for the nine months ended 30 September 2014 to be false or misleading.

BY ORDER OF THE BOARD

MRS VIVIEN CHAN SECRETARY

Dated this 24th October 2014