

MEDIA RELEASE
(For Immediate Release)

Great Eastern Reports Q1-18 Financial Results

Operating Profit from Insurance Business Increased by 32%

Singapore, 4 May 2018 – Great Eastern Holdings Limited (the “Group”) today announced its financial results for the quarter (“Q1-18”) ended 31 March 2018.

Highlights of Financial Results

\$ million	Q1-18	Q1-17	Δ
Total Weighted New Sales	231.1	280.1	-17%
New Business Embedded Value	100.7	111.0	-9%
Operating Profit from Insurance Business	159.3	120.8	+32%
Non-Operating Profit from Insurance Business	-5.1	-82.1	nm
Profit from Shareholders’ Fund’s Investments	1.0	54.6	-98%
Non-Controlling Interest	-2.3	-2.5	nm
Group Profit Attributable to Shareholders	152.9	90.8	+68%

nm - not meaningful

The Group’s Total Weighted New Sales (“TWNS”) for Q1-18 was lower compared to the same period last year as a result of lower Single Premium sales in Singapore. Correspondingly, New Business Embedded Value (“NBEV”) for Q1-18 was lower compared to the same period last year.

While new sales have declined, operating profit from insurance business registered 32% growth, mainly due to positive performance from the life insurance business.

The Group profit attributable to shareholders increased by 68%, mainly arising from higher operating profit and lower non-operating loss as compared to same quarter last year. The comparative figures have been restated upon adoption of the Singapore Financial Reporting Standards (International) (“SFRS(I)”) on 1 January 2018. For comparability to industry practices, the Group changed its basis for the preparation of

the financial statements from fund accounting basis to enterprise wide basis and aligned its income recognition policy with SFRS (I).

The Capital Adequacy Ratios of the Group's insurance subsidiaries in both Singapore and Malaysia remain strong and well above their respective minimum regulatory levels.

Commenting on the Group's Q1-18 financial results, Group Chief Executive Officer Mr Khor Hock Seng said:

"The Group's operating profit from insurance business and profit attributable to shareholders grew 32% and 68% respectively for the quarter over last year.

We remain focused on our strategic plan to strengthen our distribution capabilities, optimise our bancassurance partnerships and firmly push forward in our digitalisation transformation to better serve our customers.

Generations of customers have entrusted us with their financial, protection and wellness needs and made us their insurer of choice in our core markets. It is a privilege we do not take lightly. As we celebrate our 110th anniversary, a key priority will be to further build long-term relationships with our valued customers and make insurance an enjoyable, everyday experience for them.

A firm step in this direction is the recent launch of GETGREAT and UPGREAT, our two digital platforms with industry-first features to empower and reward customers and the community to live healthier and better. These will enable us to deepen and broaden customer engagement beyond just insurance to everyday interactions and experiences and in the process create greater tangible value for our customers."

-End-

About Great Eastern

A market leader and a well-established trusted brand in Singapore and Malaysia, Great Eastern was founded in 1908 and celebrates its 110th anniversary this year. With S\$82.5 billion in assets and over 4

million policyholders, it has three successful distribution channels – a tied agency force, bancassurance, and a financial advisory firm, Great Eastern Financial Advisers. The Group also operates in Indonesia and Brunei and has a presence in China as well as a representative office in Myanmar.

It was named Life Insurance Company of the Year at the Asia Insurance Industry Awards in 2011 and 2013 by Asia Insurance Review. The Great Eastern Life Assurance Company Limited and Great Eastern General Limited have been assigned the financial strength and counterparty credit ratings of "AA-" by Standard and Poor's since 2010, one of the highest among Asian life insurance companies. Great Eastern's asset management subsidiary, Lion Global Investors Limited, is one of the largest private sector asset management companies in Southeast Asia.

Great Eastern is a subsidiary of OCBC Bank, the longest established Singapore bank, formed in 1932 from the merger of three local banks, the oldest of which was founded in 1912. It is now the second largest financial services group in Southeast Asia by assets and one of the world's most highly-rated banks, with an Aa1 rating from Moody's. Recognised for its financial strength and stability, OCBC Bank is consistently ranked among the World's Top 50 Safest Banks by Global Finance and has been named Best Managed Bank in Singapore and the Asia Pacific by The Asian Banker.

OCBC Bank's key markets are Singapore, Malaysia, Indonesia and Greater China. It has more than 600 branches and representative offices in 18 countries and regions. These include over 330 branches and offices in Indonesia under subsidiary Bank OCBC NISP, and more than 100 branches and offices in Hong Kong, China and Macao under OCBC Wing Hang.

For more information, please contact:

Tan Seck Geok
Head, Group Brand and Communications
Tel: (65) 6248 2215
Email: tanseckgeok@greateasternlife.com

Low Lai Fong
Vice President, Group Finance
Tel: (65) 6248 2000
Email: investor-relations@greateasternlife.com

Notes

1. Operating profit from insurance business (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus net investment income (dividends, coupons etc.).
2. 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, changes in liability discount rates and other non-recurring items.
3. TWNS, NBEV and Operating Profit figures in foreign currencies for Q1-18 have been translated using the monthly spot rate for 2017 for comparison on constant currency.
4. NBEV figures for Q1-17 have been restated to take into account revised actuarial assumptions implemented in Q4-17.