# Life of Jamaica Limited Un-audited Consolidated Financial Statements For the period January to March 2007



## Interim Report to our Stockholders for the period January to March 2007

On behalf of the Board of Directors, we are pleased to present the un-audited consolidated financial statements for Life of Jamaica Limited (LOJ) for the first quarter of 2007.

The LOJ Group generated net profits attributable to Stockholders of \$591.4 million for the period January to March 2007. This outcome was 15.8% higher than the \$510.7 million for the same period in 2006. Basic earnings per share for the period were \$0.16 compared to \$0.14 for 2006, a 14.3% increase.

LOJ's costs tend to be disproportionately higher in the first quarter and revenues in the following three quarters are usually stronger. These factors combined with significantly larger investment reserves, occasioned by lower interest rates, (March 2007: \$902.4 million versus March 2006: \$21.8 million) resulted in an annualized return on Stockholders' equity of 16%. Management expects this performance to improve over the remainder of the year. The 2007 first quarter results were also influenced by the recognition of securities trading gains and overall higher health claims costs.

Revenues for the 2007 period were \$4.1 billion, up 17.6% on the 2006 amount of \$3.5 billion. The book value of Stockholders' Equity as at March 31, 2007 was \$15.0 billion, compared to \$14.4 billion as at December 31, 2006 and \$12.0 billion as at March 31, 2006. By March 2007, total assets of the Group reached \$82.3 billion. At December 31, 2006 total assets were \$79.1 billion and at March 31, 2006 \$73.8 billion.

The major generators of revenue for the Group all showed good improvement. Individual life earned premiums rose 16%, up from \$1,035 million in March 2006 to \$1,201 million for the current period. Employee benefits earned premiums also improved from \$1,382 million to \$1,580 million, an increase of 14.3%. Net investment income posted a 45.3% increase from \$727 million to \$1,056 million. Operating income at PCFS rose 11.9% from \$537 million to \$601 million.

The critical performance ratios of the company indicate the company's core business continues to be strong and is operating within expected parameters. Administrative expenses to revenues remain stable at 23% when compared to the first quarter of last year. The ratio of commissions to premiums improved marginally to 14% from 14.5% in March 2006. The ratio of benefits to premiums improved from 48.5% in 2006 to 40.7% in 2007.

Development continued on the Winchester Business Centre where we are constructing for sale 96,000 square feet of light commercial and office space. Already we have received deposits for 75% of the units and we expect to recognize gains from the second quarter. The 60 residential apartments of Winchester Estate were sold by last year-end.

The number of ordinary shares in issue grew from 3,730,244,258 at December 2006 to 3,745,179,793 at the end of March 2007, as a result of 14,935,535 shares being issued to staff as part of the staff share purchase plan and some share options being exercised. At March 31, 2007, LOJ's market capitalization was \$28.99 billion, down 11.8% from \$32.86 billion at December 2006. At March 31, 2007 the LOJ share price was \$7.74 as against \$8.81 at December 31, 2006.

On April 4, 2007, the Board of Directors approved an interim dividend of \$0.15 per share to be paid on April 27, 2007 to Stockholders on record as at April 13, 2007.

Our efforts will remain keenly focused on operational efficiency and strategies to ensure our sales and earnings targets for the year are met.

On behalf of the Board

D. Milla

Dodridge D. Miller Chairman May 09, 2007 Richard O. Byles
President & CEO

# Life of Jamaica Limited Consolidated Balance Sheet as at March 31, 2007 (Expressed in thousands of Jamaican dollars)

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	March-07 Unaudited	March-06 Unaudited	December-06 Audited
Assets:			
Financial Assets at fair value through income	2,261,982	1,130,648	1,513,339
Available-for-sale securities	50,873,052	43,574,681	48,176,776
Loans and receivables	8,401,489	7,131,543	8,226,426
Securities purchased under resale agreements	1,717,928	2,975,804	1,327,702
Short term deposits	465,183	956,680	694,834
Investment properties	444,314	561,565	441,023
Investment in associated companies	2,725	2.725	2,725
mirosimon in accessation companies	64,166,673	56,333,646	60,382,825
Cash resources	1,180,065	1,093,078	1,993,534
Property, plant and equipment	856,805	691,540	849,585
Intangible assets	5,275,934	5,671,946	5,363,681
Income tax assets	554,963	376,832	672,912
Reinsurance assets	1,253,842	907,684	1,188,925
Miscellaneous assets and receivables	3,295,015	3,515,801	2,977,478
Segregated funds' assets	5,677,024	5,160,696	5,629,274
	18,093,648	17,417,577	18,675,389
Total Assets	82,260,321	73,751,223	79,058,214
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Liabilities:	F 700 606	E 062 E04	E 070 647
Insurance and annuity liabilities Investment contracts liabilities	5,702,686	5,063,594	5,270,647
	4,725,262	4,402,511	4,657,895
Other policy liabilities	2,390,987 12,818,935	1,998,386 11,464,491	2,484,231 12,412,773
	12,616,933	11,404,491	12,412,113
Securities sold under repurchase agreement	32,700,048	30,579,340	31,747,734
Customer Deposits	4,580,154	3,847,578	4,472,809
Due to Banks and other Financial Institutions	3,972,437	2,359,320	2,669,099
Provisions	82,500	-	82,500
Income tax liabilities	332,098	552,333	692,459
Accounts payable and accrued liabilities	2,347,637	3,524,511	2,353,398
Segregated funds' liabilities	5,677,024	5,160,696	5,629,274
	49,691,898	46,023,778	47,647,273
Total liabilities	62,510,833	57,488,269	60,060,047
Equity:			
Capital and reserves attributable to the			
Company's Stockholders			
Share Capital	7,761,738	7,654,212	7,654,212
Investment and other reserves	1,507,473	532,376	1,580,096
Retained earnings	5,768,923	3,773,530	5,177,479
3	15,038,134	11,960,118	14,411,787
Minority interest in subsidiaries	4,711,354	4,302,836	4,586,380
,	19,749,488	16,262,954	18,998,167
Total Liabilities and Equity	82,260,321	73,751,223	79,058,214

Life of Jamaica Limited Consolidated Statement of Operations for the period January to March 31, 2007 (Expressed in thousands of Jamaican dollars)			
	March -07	March-06	December-06
	Year-to-date	Year-to-date	Full year
	Unaudited	Unaudited	Audited
Revenues:			
Gross premium revenue	3,370,520	2,700,157	11,877,893
Reinsurance premiums ceded	(692,311)	(332,543)	(2,009,545)
Net premium revenue	2,678,209	2,367,614	9,868,348
Net investment income	1,056,446	727,088	3,594,220
Fees, commissions and other revenues	369,650	394,395	1,306,016
Total revenue	4,104,305	3,489,097	14,768,584
Benefits and expenses:			
Insurance benefits incurred	1,370,197	1,308,911	5,354,589
Insurance benefits reinsured	(80,493)	(56,872)	(402,940)
Net Insurance benefits incurred	1,289,704	1,252,039	4,951,649
Changes in incurance and annuity liabilities	400 405	100 107	272 200
Changes in insurance and annuity liabilities	422,195 879,288	166,187 784,621	272,390
Administration expenses Commissions and related expenses	472,184	390,444	3,383,424 1,818,297
Depreciation	29,184	35,956	128,438
Admortization of intangible assets	94.663	80,414	398,004
Finance cost	6,787	3,600	22,986
Total benefits and expenses	3,194,005	2,713,261	10,975,188
	3,101,000	_, ,	10,010,100
Profit before taxation	910,300	775,836	3,793,396
Taxation	(192,219)	(145,605)	(740,148)
Profit after taxation	718,081	630,231	3,053,248
Net profit attributable to:			
Shareholders of the company	591,444	510,668	2,572,216
Minority interest	126,637	119,563	481,032
Net profit for period	718,081	630,231	3,053,248
Earnings per share for profit			
attributable to stockholders:			
- Basic	\$0.16	\$0.14	\$0.69

\$0.15

\$0.13

\$0.68

- Fully diluted

#### Life of Jamaica Limited Consolidated Statement of Changes in Shareholders' Equity for the period January to March 31, 2007 (Expressed in thousands of Jamaican dollars)

		Investment	Currency				
	Share Capital	& Fair Value Reserves	Transalation Reserve	Other Reserve	Retained Earnings	Minority Interest	Total
Veer ended December 21, 2006.	Сарпаі	Reserves	Reserve	Reserve	Earnings	interest	Total
<b>Year ended December 31, 2006:</b> Balance as at January 1, 2006, as							
restated	7,547,679	(53,404)	389,839	108,668	3,659,266	4,074,905	15,726,953
Unrealised gains on revaluation of	1,041,010	(00,404)	000,000	100,000	0,000,200	4,074,000	10,720,000
owner-occupied properties	-	23,554	-	-	-	-	23,554
Currency translation differences	-	(2,753)	71,284	-	-	21,893	90,424
Unrealised gains on available-for-sale							
securities	-	1,274,582	-	-	-	241,543	1,516,125
Gains recycled to revenue on disposal							
and maturity of available-for-sale		(000,000)				(445,000)	(400.700)
securities	-	(293,896)	-	-		(115,896)	(409,792)
Net gains/(losses) not recognised in the statement of operations		1 001 107	74 204			147.540	1 220 211
Net profit	-	1,001,487	71,284	-	2,572,216	147,540 481,032	1,220,311 3,053,248
Total income/(expense) recognised for					2,372,210	401,032	5,055,240
2006	-	1,001,487	71,284	_	2,572,216	628,572	4,273,559
Transfer to retained earnings	-	-	-	26,610	(26,610)	-	-
Transfer to special investment reserve	-	39,130	-	-	(39,130)	-	-
Adjustment between regulatory loan							
provisioning and IFRS	-	-	-	(18,894)	18,894	-	- (4.070)
Provision utilised	-	-	-	(672)	-	(604)	(1,276)
Employee share option scheme - value of services provided	_	_	_	16,048		5,634	21,682
Issue of shares	106,533	_	-	-	_	51,681	158,214
Dividend paid to minorities	-	_	-	_	-	(173,808)	(173,808)
Dividends	-	-	-	-	(1,007,157)	-	(1,007,157)
Balance as at December 31, 2006	7,654,212	987,213	461,123	131,760	5,177,479	4,586,380	18,998,167
Period ended March 31, 2007:							
Balance as at January 1, 2006, as							
restated	7,654,212	987,213	461,123	131,760	5,177,479	4,586,380	18,998,167
Currency translation differences	-	577	12,363	-	-	5,854	18,794
Unrealised gains on available-for-sale							
securities	-	133,186	-	-	-	38,169	171,355
Gains recycled to revenue on disposal							
and maturity of available-for-sale securities		(219 FEO)				(46,026)	(264 576)
		(218,550)				(46,026)	(264,576)
Net gains/(losses) not recognised in the statement of operations		(84,787)	12,363			(2,003)	(74,427)
Net profit	_	(84,787)	12,303	_	591,444	126,637	718,081
Total income/(expense) recognised for	-				391,444	120,037	7 10,001
the period ended March 2007	-	(84,787)	12,363	-	591,444	124,634	643,654
Provision utilised	-	-	-	(812)	-	(729)	(1,541)
Employee share option scheme - value				•		. ,	
of services provided	-	-	-	4,939	-	1,069	6,008
Employee share options excercised	4,326	-	-	(4,326)	-	-	-
Issue of shares	103,200	- 000 400	470 400	- 404 504	- - 700 000	4 744 054	103,200
Balance as at March 31, 2007	7,761,738	902,426	473,486	131,561	5,768,923	4,711,354	19,749,488

## Life of Jamaica Limited Consolidated Statement of Cash Flows for the period January to March 31, 2007 (Expressed in thousands of Jamaican dollars)



	March -07 Year-to-date Unaudited	March-06 Year-to-date Unaudited	December-06 Full year Audited
Cash Flows from operating activities:			
Net profit	718,081	630,231	3,053,248
Items not affecting cash	(118,126)	606,685	(1,787,405)
Changes in operating assets and liabilities	(4,358,871)	(292,431)	(1,447,627)
Interest received	1,678,147	311,382	6,506,786
Interest paid	(930,472)	(126,546)	(3,675,160)
Income taxes paid	(151,074)	(101,666)	(626,263)
Cash generated from operating activities	(3,162,315)	1,027,655	2,023,579
Cash Flows from investing activities:			
Property, plant and equipment, net	(33,242)	(27,030)	(142,929)
Intangible assets, net	(19)	(4,621)	(55,244)
Cash used in investing activities	(33,261)	(31,651)	(198,173)
Cash Flows from financing activities:			
Dividends paid to stockholders	(1,662)	-	(1,011,605)
Dividend paid to minority interest	-	-	(173,808)
Ordinary shares issued	103,200	106,533	106,533
Proceeds from loans, net	-	663,914	596,402
Cash provided by/(used in) financing activities	101,538	770,447	(482,478)
Net (decrease) / increase			
in net cash and cash equivalents	(3,094,038)	1,766,451	1,342,928
Cash and cash equivalents:			
Cash and cash equivalents, at beginning of year	5,480,948	4,034,586	4,034,586
Effects of exchange rate changes	16,833	92,095	103,434
(Decrease) / increase in net cash and cash equivalents	(3,094,038)	1,766,451	1,342,928
Net cash and cash equivalents, at end of year	2,403,743	5,893,132	5,480,948

## Life of Jamaica Limited **Consolidated Segmental Financial Information** for the period January to March 31, 2007 (Expressed in thousands of Jamaican dollars)



The Group is managed on a matrix basis, reflecting both line of business and geography. Accordingly, segment information is presented in two formats. The Group is organized into five primary business segments, these are:

- Individual Life Services This includes provision of life insurance services to individuals.
- Employee Benefits Services This includes group and creditor life, personal accident, group annuities, pension funds investment and administration services and the administration of trust accounts.
- Banking and Asset Management Service This includes development banking; merchant banking and asset management. General Insurance Services This includes property and casualty insurance.
- d)
- Other Services This includes captives management, property management and Stockholders funds.

				Banking and			
		Employee		Asset			
	Individual Life			Management	Other		March-07
	Services	Services	Services	Services	Services	Eliminations	Group
Total Revenue	1,375,145	1,839,280	117,995	601,015	203,128	(32,258)	4,104,305
Amortization of purchased intangibles	-	(21,171)	(3,548)	(54,677)	-	-	(79,396)
Benefits and expenses	(1,084,871)	(1,570,973)	(97,257)	(216,897)	(165,156)	27,332	(3,107,822)
Finance costs	-	(3,394)	(3,393)	-	(4,926)	4,926	(6,787)
Profit / (loss) before tax	290,274	243,742	13,797	329,441	33,046	-	910,300
Taxation	(59,706)	(25,842)	-	(103,958)	(2,713)	-	(192,219)
Profit / (loss) after taxation	230,568	217,900	13,797	225,483	30,333	-	718,081
Segment Assets -	4 070 000	4 444 400	274 400	0.400.000	20		5 075 004
Intangible assets Other assets	1,270,982	1,444,406	374,496	2,186,022	28	(400,004)	5,275,934
Other assets	17,315,675	10,406,482	2,966,684	46,692,560	56,186	(482,224)	76,955,363
Unallocated Assets - Investment in associates Deferred tax assets Retirement benefit assets Total Assets	18,586,657	11,850,888	3,341,180	48,878,582	56,214	(482,224) - -	82,231,297 2,725 12,883 13,416 82,260,321
Segment Liabilities Unallocated Liabilities - Deferred tax liabilities Retirement benefit obligations Total Liabilities	13,260,983	7,397,250	1,928,162	39,683,865	91,483	(482,224)	61,879,519 339,337 291,977 62,510,833

				Banking and			
		Employee		Asset			
	Individual Life	Benefits	General Ins.	Management	Other		March-06
	Services	Services	Services	Services	Services	Eliminations	Group
Total Revenue	1,210,079	1,591,665	109,248	537,214	68,822	(27,931)	3,489,097
Amortization of purchased intangibles	-	(21,139)	(3,516)	(55,759)	-	-	(80,414)
Benefits and expenses	(965,502)	(1,284,529)	(97,644)	(191,854)	(108,468)	18,750	(2,629,247)
Finance costs		(2.959)	(2,959)	-	(6.863)	9,181	(3,600)
Profit / (loss) before tax	244,577	283,038	5,129	289,601	(46,509)	-	775,836
Taxation	(34,101)	(40,812)	-	(70,692)	-	-	(145,605)
Profit / (loss) after taxation	210,476	242,226	5,129	218,909	(46,509)	-	630,231
Segment Assets -							
Intangible assets	1,256,485	1,527,095	461,222	2,427,104	40	-	5,671,946
Other assets	19,210,585	8,738,778	2,061,564	42,061,384	3,062	(4,037,255)	68,038,118
	20,467,070	10,265,873	2,522,786	44,488,488	3,102	(4,037,255)	73,710,064
Unallocated Assets -							
Investment in associates							2,725
Deferred tax assets							21,729
Retirement benefit assets						_	16,705
Total Assets						_	73,751,223
Segment Liabilities Unallocated Liabilities -	12,968,047	6,689,923	1,260,462	36,345,095	24,769	(304,993)	56,983,303
Deferred tax liabilities							217,271
Retirement benefit obligations							287,695
Total Liabilities						-	57,488,269
Total Liabilities							J1, <del>1</del> 00,203

The Group's secondary format for segment information is geographic:

	Jamaica	Grand Cayman	March-07 Group
Total Revenue	3,481,172	623,133	4,104,305
Total Assets	74,653,201	7,607,120	82,260,321
		Grand	March-06
	Jamaica	Grand Cayman	March-06 Group
Total Revenue	<b>Jamaica</b> 2,994,369		

#### **Explanatory Notes**

## 1. Significant Accounting Policies

## (a) Basis of preparation

These consolidated financial statements have been prepared in accordance with and comply with International Financial Reporting Standards (IFRS) which includes International Accounting Standards (IAS) and have been prepared under the historical cost convention as modified by the revaluation of available-for-sale investment securities, investment property, certain property plant and equipment and financial assets held at fair value through income.

## (b) Basis of consolidation

Subsidiaries are consolidated on a line-by-line basis from the date on which control is transferred to the Group and are no longer consolidated from the date on which control ceases. The Group uses the purchase method of accounting for the acquisition of subsidiaries. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired, liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. Inter-company transactions, balances and unrealized gains and losses on transactions between group companies are eliminated.

Investments in associates are accounted for by the equity method of accounting and are initially recognized at cost. Under this method the company's share of the post-acquisition profits or losses of associates is recognized in the statement of operations and its share of post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the cost of the investment. Unrealized gains on transactions between the Group and its associates are eliminated to the extent of the company's interest in the associate; unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

### (c) Segment reporting

Business segments provide products or services that are subject to risks and returns that are different from those of other business segments. Geographical segments provide products or services within a particular economic environment that is subject to risks and returns that are different from those of components in other economic environments.

#### (d) Investments

Investments are classified as financial assets at fair value through income, available-for-sale financial assets or loans and receivables, as determined by management at the time of purchase.

Financial assets at fair value through income consist of held-for-trading securities. A financial asset is classified into this category at inception if acquired principally for the purpose of selling in the short-term, if it forms part of a portfolio of financial assets in which there is evidence of short-term profit-taking or if so designated by management.

Available-for-sale securities are initially recognized at cost and are subsequently re-measured at their fair value based on quoted bid prices. If the market for a financial asset is not active the Group establishes fair values by using valuation techniques. Unrealized gains and losses arising from changes in fair value of securities classified as available-for-sale are deferred to Investments and Fair Value Reserves. When the securities are disposed of or impaired, the related accumulated unrealized gains or losses included in reserves are transferred to Investment Income.

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market.

All purchases and sales of investment securities are recognized on the trade date.

## (e) Investment Properties

Investment properties are held for long term rental yields, and are not occupied by companies within the group. Investment properties are carried at fair value as determined by external valuators. Changes in fair value are taken to Investment Income.

#### (f) Repurchase and reverse repurchase agreements

Securities sold under agreements to repurchase (repurchase agreements) and securities purchased under agreements to resell (reverse repurchase agreements) are treated as collateralised financing and are recorded at the amount at which the securities were acquired or sold plus accrued interest.

#### (g) Cash and Cash equivalents

For the purposes of the Statement of Cash Flows, Cash and Cash equivalents comprise cash in hand and bank balances. Also, deposits held with banks, short-term loans and Repurchase Agreements with a maturity date of ninety days or less from the date of acquisition and bank overdraft balances. Cash and Cash equivalents do not include funds held to meet statutory requirements.

#### (h) Insurance and Investment contracts

The Group issues contracts that transfer insurance risk or financial risk or both.

Insurance contracts are those contracts that transfer significant insurance risk. Such contracts may also transfer financial risk. The Group defines insurance risk as significant if an insured event could cause an insurer to pay significant additional benefits in a scenario that has a discernible effect on the economics of the transactions.

Investment contracts are those contracts that transfer financial risk with no significant insurance risk as defined above.

### 2. Segregated Funds

The Group manages various unitized funds on behalf of life insurance policyholders. The policyholders share all rewards and risks of he performance of the funds. Consequently, the assets and liabilities of these funds are recorded on the consolidated Balance Sheet separately from the general funds of the Group. All income and expenditure are recorded directly to the Balance Sheet as an adjustment to "Segregated Funds' Liabilities". Income earned by the Group from investment fees is included in "Fees, Commissions and Other Revenues" in the consolidated Statement of Operations.

#### 3. Pension Funds Under Management

These funds are held in trust through the subsidiary company, LOJ Pooled Investment Funds Limited (LOJ PIF Limited), the Diversified Investment Funds (DIF) and other managed funds. All investment returns accrue directly to the funds with the Group assuming no risks. The assets, liabilities and operations of these funds are not included in these consolidated Financial Statements. At March 31, 2007 the total pension funds under management were \$44.2 billion (December 2006: \$41.8 billion). Administration and investment fees earned by the Group are included in "Fees, Commissions and Other Revenues" in the consolidated Statement of Operations.

#### 4. Earnings Per Stock Unit

Basic earnings per stock unit are calculated by dividing the net profit attributable to Stockholders by the weighted-average number of ordinary shares in issue during the period.

The diluted earnings per stock unit is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The adjustments related to un-issued shares for the Staff Share Ownership Plan and un-issued shares for the Executive Stock Option Plan and Long-term Incentive Plan.

#### 5. Intangible Assets

The item Intangible Assets includes, Group controlled computer software, goodwill and other intangible assets.

#### Goodwill

Goodwill represents the excess of the cost of acquisition over the fair value of the Group's share of the identifiable assets, liabilities and contingent liabilities acquired at the acquisition date. Goodwill is initially measured at cost and is not amortized. After initial recognition goodwill is tested annually for impairment and carried at cost less accumulated impairment losses.

## Other Intangible Assets

Other intangible assets include contractual customer relationships, trade names and computer software acquired through acquisitions. The fair values and estimates of useful life of these identifiable intangible assets are determined by independent appraisers at the point of acquisition. These assets are initially recorded at cost. If the estimated useful life is definite, then the cost of the asset is amortised over its life, and is tested for impairment when there is evidence of same. If the estimated useful life is indefinite, the asset is not amortized but is tested annually for impairment.