## Third Quarter Results to September 30, 2008

## Chairman's Statement

The Group recorded a net profit of $\$ 563.4$ million for the nine (9) months period ended September 30,2008 as against a loss of $\$ 68.1$ million for the corresponding period in the previous year. This result includes a gain of $\$ 349.6$ million from the sale of the Group's investment in Grupo Mundial. If this amount is factored out, the Group's operating profit before fair value adjustments was $\$ 517.1$ million as compared with $\$ 264.6$ million for the same period in 2007; an increase of $95 \%$ period over period.

The companies within the Group all performed well and were generally on target. Our Life Insurance Companies continued to develop increased levels of new business and the Caribbean Property and Casualty Insurance arm showed good results in spite of the increased hurricane activity in 2008.
In the investment portfolio we have taken steps aimed at reducing the volatility with which we have had to contend in recent times. One such measure was the disposal of the relatively large and highly concentrated exposure we had in a single financial institution, the Royal Bank of Canada. It should be noted however that these shares were sold at prices which were higher than those existing at the end of the second quarter.

Although the Group has not incurred any losses as a direct result of the current international financial crisis, the resultant credit freeze had an immediate impact on interest rates and this led to the re-pricing of the Group's bond portfolios. This accounted for $71 \%$ of the net fair value adjustments which amounted to $\$ 143.7$ million.
The prevailing uncertainty created by the international financial crisis gives reason to be cautious. However, the Directors believe that given our performance to date and with the recent reduction in international interest rates in all major international currencies, the Group should end the year in a strong position.


## Consolidated Income Statement

|  | Unaudited 9 -Months Sep 2008 TTS'000 | Unaudiled 9-Months Sep 2007 TTS 000 (Restated) | Audited 12-Months Dec 2007 TT\$000 | Unaudited 3-Months Sep 2008 TT\$000 | Unaudited 3-Months Sep 2007 TT\$ 000 (Restated) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Insurance premium revenue | 3,957,081 | 4,022,239 | 5,530,478 | 1,233.553 | 1,461,056 |
| Insurance premium ceded to reinsurers | $(609,906)$ | $(585,290)$ | (881,962) | (200,601) | $(210,070)$ |
| Net insurance premium revenue | 3,347,175 | 3.436,949 | 4,648,516 | 1,032,952 | 1,250,986 |
| Investment income | 891,866 | 590,842 | 818.450 | 221,804 | 193.331 |
| Realised gains from Grupo Mundial | 349.600 |  |  | 174 |  |
| Fee \& commission income | 115,511 | 92,958 | 198,262 | 56,514 | 31,093 |
| Other revenue | 201,492 | 197,361 | 325,197 | 60,257 | 80,985 |
| Total revenue | 4,905,644 | 4,318,110 | 5,990,425 | 1,371,701 | 1,556,395 |
| Net insurance benefits and claims | $(2,506,633)$ | (2,595,901) | (3,503,156) | $(846,960)$ | $(954,121)$ |
| Expenses | (1,532,286) | (1,457,625) | (2,074,136) | (463,369) | $(507,137)$ |
| Operating profit before fair value (losses) / gains | 866,725 | 264,584 | 413,133 | 61,372 | 95,137 |
| Fair value (losses) / gains | (143,665) | (184,073) | $(128,395)$ | (10,712) | 65.713 |
| Operating profit | 723.060 | 80,511 | 284,738 | 50.660 | 160,850 |
| Share of profit of associated companies | 12,893 | 20,696 | 98,371 | 3,033 | 1,802 |
| Finance charges | $(106,571)$ | $(114,654)$ | $(168,134)$ | (30,415) | (38,911) |
| Profit/ (loss) before taxation | 629,382 | (13,447) | 214,975 | 23,278 | 123,741 |
| Taxation | $(48,584)$ | (65,805) | (84,521) | (10,544) | (18.689) |
| Profit / (loss) atter taxation | 580,798 | $(79,252)$ | 130,454 | 12,734 | 105,052 |
| Amount attributable to participating policyholders | $(17,376)$ | 11,115 | 141 | 14,073 | (5.672) |
| Profit / (loss) for the year | 563,422 | (68,137) | 130,595 | 26,807 | 99,380 |
| Attributable to: |  |  |  |  |  |
| Equity holders of the company | 560,991 | $(70,885)$ | 122,900 | 26,762 | 97,978 |
| Minority interest | 2.431 | 2.748 | 7.695 | 45 | 1.402 |
|  | 563,422 | $(68,137)$ | 130,595 | 26,807 | 99,380 |
| Earnings/(loss) Per Stock Unit - Basic | \$2.78 | (\$0.35) | \$0.61 |  |  |
| Earnings/(loss) Per Stock Unit - Diluted | \$2.69 | (\$0.34) | \$0.59 |  |  |

Conversion Rate: US\$1.00: TT\$6.2525

Consolidated Balance Sheet

|  | Unaudited <br> Sep 2008 <br> TTS'000 | Unaudited Sep 2007 $\Pi T S^{\prime} 000$ <br> (Restated) | Audited Dec 2007 <br> TT\$000 <br> (Restated |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Property, plant and equipment | 894,296 | 774,267 | 902,186 |
| Investment properties | 618,957 | 622,905 | 648,038 |
| Intangible assets | 1,040,778 | 1,120,781 | 1,104,505 |
| Investment in associated companies | 135,433 | 300,929 | 359,958 |
| Financial assets | 10,676,625 | 10,743,254 | 11,093,581 |
| Loans and receivables | 1,100,838 | 1,071,420 | 1,055,781 |
| Pension plan assets | 128,601 | 110,987 | 119,109 |
| Value to shareholders of inforce long-term business | 659,323 | 614,578 | 624,849 |
| Deferred tax asset | 67,119 | 48,362 | 67,997 |
| Reinsurance assets | 1,201,211 | 1,058,718 | 983,227 |
| Segregated funds' assets | 447,555 | 409,674 | 449,616 |
| Deferred acquisition costs | 639,248 | 652,261 | 662,828 |
| Cash and cash equivalents | 4,147,056 | 2,779,814 | 3,386,454 |
| Other assets | 1,620,056 | 1,622,106 | 1.471,661 |
| Total assets | $\underline{23,377,096}$ | $\underline{21,930,056}$ | $\underline{22,929,790}$ |
| EQUITY |  |  |  |
| Capital and reserves |  |  |  |
| Share capital | 1,544,298 | 1,524,217 | 1,520,952 |
| Reserves | $(269,250)$ | (65.863) | (69,828) |
| Retained earnings | 2.520.510 | 1,928,984 | 2.124.756 |
|  | 3,795,558 | 3,387,338 | 3,575,880 |
| Minority interest | 106,943 | 11,820 | 60,625 |
| Total equity | 3,902,501 | 3,399,158 | 3,636,505 |
| LIABILITIES |  |  |  |
| Insurance contracts | 12,697,001 | 11,977,440 | 12,042,077 |
| Financial liabilities | 4,996,040 | 4,685,253 | 5,101,675 |
| Segregated funds' liabilities | 447,555 | 409,674 | 449.616 |
| Post retirement medical benefit obligations | 58,679 | 66,761 | 57,815 |
| Deferred consideration |  | 190.178 | 188,157 |
| Deferred tax liability | 216,232 | 234,811 | 243,160 |
| Provision for taxation | 118,248 | 142,534 | 130,206 |
| Other liabilities | 940,840 | 824.247 | 1.080.579 |
| Total liabilities | 19,474,595 | 18,530,898 | 19,293.285 |
| Total equity and liabilities | $\underline{23,377,096}$ | 21,930,056 | 22.929,790 |

Consolidated Statement Of Changes In Equity

|  | Unaudited Sep 2008 TTS'000 | Unaudited <br> Sep 2007 <br> TTS'000 <br> (Restated) | Audited <br> TT\$'000 <br> (Restated) |
| :---: | :---: | :---: | :---: |
| Balance at the beginning of the year - restated | 3,636,505 | 3.459,978 | 3,459,978 |
| Surplus on revaluation of properties | 3,136 |  | 32,111 |
| Transiation adjustments | (194,814) | 13,967 | $(25,040)$ |
| Disposal of associated company | $(44,500)$ |  |  |
| Other reserve movements | 2,491 | (7,530) | $(6,787)$ |
| Net (expense) / income recognised directly in equity | $(233,687)$ | 6,437 | 284 |
| Profit / (loss) for the year | 563.422 | (68.137) | 130.595 |
| Total recognised income / (expense) | 329,735 | (61,700) | 130,879 |
| Issue of shares - minority interest | 44,904 |  | 43,648 |
| Share option scheme - issue of shares | 12,413 |  |  |
| Share option scheme - value of services provided | 10,933 | 11,764 | 12,882 |
| Dividends | $(131,989)$ | (10,884) | $(10,882)$ |
| Balance at the end of the period | 3,902,501 | 3,399,158 | 3,636,505 |
| Consolidated Cash Flow Statement |  |  |  |
|  | Unaudited Sep 2008 TTS'000 | $\begin{aligned} & \text { Unaudited } \\ & \text { Sep } 2007 \\ & \text { TT\$ } 0000 \end{aligned}$ (Restated | $\begin{aligned} & \text { Audited } \\ & \text { Dec } 2007 \\ & \Pi \Pi \$^{\prime} 000 \end{aligned}$ (Restated) |
| Profit / (loss) before taxation | 629,382 | (13,447) | 214,975 |
| Adjustments for non-cash items | $(913,179)$ | (358,972) | (709.075) |
| Interest and dividends received | 563.168 | 493.902 | 798.577 |
| Operating profit before working capital changes | 279,371 | 121,483 | 304,477 |
| Net increase in insurance liabilities | 654,924 | 1,197,763 | 1,262,400 |
| Net proceeds from sales / (purchases) of financial assets | 140,763 | (857,582) | $(1,409,048)$ |
| Net movement in other operating assets and liabilities | (489,432) | (473.607) | 147,811 |
| Cash provided by operating activities | 585,626 | $(11,943)$ | 305,640 |
| Interest paid | $(99,126)$ | $(95,411)$ | $(164,694)$ |
| Net taxation paid | (67,000) | (29,235) | $(53,937)$ |
| Net cash provided by / (used in) operating activities | 419.500 | (136,589) | 87.009 |
| Net cash provided by / (used in) investing activities | 613,399 | $(65,463)$ | $(181,364)$ |
| Net cash (used in) / provided by financing activities | (140,350) | 420,861 | 946,014 |
| Net increase in cash and cash equivalents | 892.549 | 218.809 | 851.659 |

Note: These interim consolidated financial statements comply with International Accounting Standard 34. Interim Financial Reporting and follow the accounting policies used in the Group's most recent audited financial statements for the year ended 31 December 2007. Comparative information has been adjusted in accordance with Intermational Accounting Standard \#8.

