May 15, 2009

## Jamaica Stock Exchange 40 Harbour Street <br> Kingston <br> JAMAICA, WEST INDIES

## Attention: Mrs. Marlene Street - Forrest

Dear Sirs

## RE: GUARDIAN HOLDINGS LIMITED RESULTS PERIOD ENDING MARCH 31 ${ }^{\text {ST }}$, 2009

Enclosed please find two copies of the above mentioned results.
Please note that these results will be published in the local press on Friday $15^{\text {th }}$ May, 2009.

No. Copies Enclosed: 2

## Submitted by: GUARDIAN HOLDINGS LIMITED



Karen Kelshall Lee
Manager, Registrar \& Corporate Administration

## First Quarter Results to March 31, 2009

## Chairman's Statement

The first quarter of 2009 saw the world's economies continue to suffer, with every major industrialized and emerging market being in recession. The Great Global Recession, as some pundits have begun calling the current financial crisis, has negatively affected every company. Despite the best efforts of your Board of Directors and executive management, Guardian Holdings has not escaped the wrath of this crisis. Consistent with the performance reported on in 2008, during the first quarter our businesses performed very well, but were overshadowed by fair value losses. Operating profit before fair value movements increased to $\$ 155.6$ million for the quarter, representing an impressive $27 \%$ increase, or $\$ 33.2$ million over the 2008 corresponding quarter. However, the depressed investment climate continued to weigh down the Group's investment portfolio. The Group sustained fair value losses of $\$ 97.8$ million and, as a consequence, recorded a net profit of $\$ 16.4$ million for the first quarter of 2009 . This represents a decline of $\$ 34.2$ million compared with the same quarter in 2008.

The fair value losses, which are accounting or non-cash losses, primarily came from our Trinidad and Tobago and Jamaican operations, and primarily ( $61 \%$ ) came from the Group's holdings in high quality corporate bonds and Government securities. The Group has the ability to hold these securities until maturity and fully expects to receive full principal value. As credit markets recover, it is expected that these fair value losses will reverse themselves and bolster our bottom line.
As we continue to manoeuvre the Group through the current environment, there are many positives to be reported. One, we have positioned the mix of our investment portfolio in a conservative fashion heavily weighted towards Government securities, high quality corporate debt, and short-term deposits. Our equity component is down below $10 \%$. Two, while movements in the yield curve have led to significant fair value losses, investment income or real cash income, has increased, consistent with the change in our investment portfolio towards more fixed income securities. Three, individual life products tend to sell well even during difficult economic periods. We have seen this tendency play out in our life business, where revenue growth continues to be robust. Four, and most importantly, our core businesses and the Guardian franchise continue to be strong and attractive. We have seen business flow to Guardian as part of the general flight to quality one sees during uncertain times. We expect this trend to continue.
The directors will continue to guide the Group prudently during this challenging period and I have no doubt that our Group will be one of the winners coming out of this world financial crisis.

ARTHUR LOK JACK
CHAIRMAN

| Consolidated Income Statement |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Unaudited 3-Months Mar 2009 TTS'000 | Unaudited 3-Months Mar 2008 TTS'000 | Audited 12-Months Dec 2008 TTS'000 |
| Insurance premium income | 1,330,292 | 1,257,420 | 5,682,087 |
| Insurance premium ceded to reinsurers | $(199,715)$ | $(202,646)$ | $(867,453)$ |
| Net insurance premium income | 1,130,577 | 1,054,774 | 4,814,634 |
| Investment income | 231,937 | 212,597 | 914,250 |
| Gain on sale of Grupo Mundial Tenedora S.A. | - | - | 308,419 |
| Fee \& commission income | 51,521 | 38,308 | 157,837 |
| Other operating income | 50,676 | 55,270 | 590,520 |
| Total revenue | 1,464,711 | 1,360,949 | 6,785,660 |
| Net insurance benefits and claims | $(827,625)$ | $(811,112)$ | $(3,559,008)$ |
| Expenses | $(481,498)$ | $(427,430)$ | ( $2,189,820$ ) |
| Operating profit before fair value losses | 155,588 | 122,407 | 1,036,832 |
| Fair value losses | $(97,771)$ | $(15,722)$ | $(428,154)$ |
| Operating profit | 57,817 | 106,685 | 608,678 |
| Impairment of goodwill | - | - | $(256,568)$ |
| Share of profit of associated companies | 1,176 | 14,800 | 26,086 |
| Finance charges | $(25,873)$ | $(38,387)$ | $(145,011)$ |
| Profit before taxation | 33,120 | 83,098 | 233,185 |
| Taxation | $(16,606)$ | $(30,328)$ | $(24,846)$ |
| Profit after taxation | 16,514 | 52,770 | 208,339 |
| Amount attributable to participating policyholders | (104) | $(2,151)$ | $(4,019)$ |
| Profit for the year | 16,410 | 50,619 | 204,320 |
| Profit attributable to: |  |  |  |
| Owners of the parent | 15,482 | 49,869 | 201,359 |
| Non-controlling interests | 928 | 750 | 2,961 |
|  | 16,410 | 50,619 | 204,320 |
| Earnings Per Stock Unit - Basic | \$0.08 | \$0.25 | \$1.00 |
| Earnings Per Stock Unit - Diluted | S0.07 | \$0.24 | \$0.96 |

Conversion Rate: US\$1.00: TT\$6.2929

Consolidated Statement of Financial Position

|  | Unaudited <br> Mar 2009 TTS'000 | Audited <br> Dec 2008 <br> TTS'000 | Unaudited Mar 2008 TT\$'000 (Restated) |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Property, plant and equipment | 946,495 | 941,602 | 904,071 |
| Investment properties | 625,068 | 614,258 | 656,553 |
| Intangible assets | 640,190 | 646,676 | 1,120,566 |
| Investment in associated companies | 139,316 | 145,159 | 375,783 |
| Financial assets | 10,942,377 | 10,971,008 | 11,928,230 |
| Loans and receivables | 1,025,735 | 1,114,292 | 1,137,784 |
| Pension plan assets | 81,216 | 80,573 | 125,606 |
| Value to sharehoiders of inforce |  |  |  |
| Deferred tax asset | 44,770 | 68,360 | 67,417 |
| Reinsurance assets | 999,596 | 1,048,414 | 1,031,060 |
| Segregated funds' assets | 355,360 | 386,585 | 480,837 |
| Deferred acquisition costs | 539,417 | 535,737 | 619,511 |
| Taxation recoverable | 115,040 | 128,117 | 138,362 |
| Cash and cash equivalents | 2,851,664 | 3,151,269 | 3,037,745 |
| Other assets | 1,700,806 | 1,435,948 | 1,350,333 |
| Total assets | 21,655,130 | 21,933,571 | 23,628,420 |

EQUITY AND LIABILITIES
Equity attributable to owners of the parent Share capital

| $1,542,614$ | $1,539,271$ | $1,523,260$ |
| ---: | ---: | ---: |
| $(676,198)$ | $(570,783)$ | $(9,414)$ |
| $2,124,761$ | $2,193,188$ | $2,113,274$ |
| $2,991,177$ | $3,161,676$ | $3,627,120$ |
| 99,009 | 101,659 | 61,025 |
| $3,090,186$ | $3,263,335$ | $3,688,145$ |
|  |  |  |
| $12,201,529$ | $12,152,363$ | $12,404,193$ |
| $4,833,691$ | $4,978,739$ | $5,478,072$ |
| 355,360 | 386,585 | 480,837 |
| 71,743 | 71,673 | 58,069 |
| - | - | 189,357 |
| 218,185 | 216,842 | 244,276 |
| 66,300 | 76,436 | 149,743 |
| 818,136 | 787,598 | 935,728 |
| $18,564,944$ | $18,670,236$ | $19,940,275$ |
| $21,655,130$ | $21,933,571$ | $23,628,420$ |

Consolidated Statement of Comprehensive Income

|  | Unaudited 3-Months Mar 2009 TTS'000 | Unaudited 3-Months Mar 2008 TT\$'000 | Unaudited 12-Months Dec 2008 TTS'000 |
| :---: | :---: | :---: | :---: |
| Profit for the year | 16,410 | 50,619 | 204,320 |
| Other comprehensive (loss) / income: |  |  |  |
| Exchange differences on translating foreign operations | $(106,431)$ | 56,668 | $(515,013)$ |
| Gains on property revaluation |  | - | 20,818 |
| Other reserve movements | $(10,098)$ | 100 | $(13,455)$ |
| Other comprehensive (loss) / income for the period, net of tax | $(116,529)$ | 56,768 | $(507,650)$ |
| Total comprehensive (loss) / income for the period | $(100,119)$ | 107,387 | $(303,330)$ |
| Total comprehensive (loss) / income attributable to: |  |  |  |
| - Owners of the parent | $(97,469)$ | 102,995 | $(305,164)$ |
| - Non-controlling interests | $(2,650)$ | 4,392 | 1,834 |
|  | $(100,119)$ | 107,387 | $(303,330)$ |


|  | Unaudited Mar 2009 TTS'000 | Audited Dec 2008 TT\$'000 | Unaudited <br> Mar 2008 TT\$'000 (Restated) |
| :---: | :---: | :---: | :---: |
| Balance at the beginning of the year | 3,263,335 | 3,628,077 | 3,628,077 |
| Total comprehensive (loss) / income for the period | ( 100,119 ) | $(303,330)$ | 107,387 |
| Issue of shares - minority interest | - | 43,889 | - |
| Share option scheme - issue of shares | - | 12,413 | - |
| Share option scheme - value of services provided | 3,343 | 14,276 | 3,106 |
| Repurchase of shares | $(1,529)$ | - | - |
| Dividends | $(74,844)$ | $(131,990)$ | $(50,425)$ |
| Balance at the end of the period | 3,090,186 | 3,263,335 | 3,688,145 |

## First Quarter Results to March 31, 2009

## Consolidated Cash Flow Statement

Profit before taxation
Adjustment for specific items included
on the accruals basis:

- Interest expense
- Investment income

Adjustments for non-cash items
interest and dividends received
Operating profit before changes
in operating assets / liabilities
Net increase in insurance liabilities
Net proceeds from sales / (purchases)
of financial assets
Net movement in other operating assets and liabilities
Cash used in operating activities
Interest paid
Net taxation received / (paid)
Net cash used in operating activities
Net cash (used in) / provided
by investing activities
Net cash provided by / (used in) financing activities
Net increase in cash and cash equivalents

| $(34,886)$ | 560,135 | $(34,473)$ |
| :---: | :---: | :---: |
| 33,436 | $(26,242)$ | 104,333 |
| $(251,820)$ | 173,363 | $(362,516)$ |

Notes:
a) These interim consolidated financial statements comply with Intermational Accounting Standard 34 - Interim Financial Reporting and follow the accounting policies used in the Group's most recent audited financial staterments for the year ended 31 December 2008. Comparative information has been adjusted in accordance
with Intermational Accounting Standard 8 .
(b) From this financial year the International Financial Reporting Standards require the Group to present (i) a new statement and (il) an adaifional disclosure in tis quartery publication. The new statement, in compliance with IAS 1 - Presentation of Financial Statements, is the Statement of Comprehensive Income which incorporates all nonowner changes in equity such as currency translation adjustments, surpluses on revaluation of properties, etc. These changes were previously presented separately in the Statement of Changes in Equity. The additional disclosure is on Segment Information in accordance with IFRS 8 - Operating Segments.

Segment Information


Operating profit / (loss) before
fair value losses
Fair value losses
Operating profit / (loss)

| 91,716 | 61,107 | 11,127 | $(8,362)$ | 155,588 |
| :---: | :---: | :---: | :---: | :---: |
| $(70,110)$ | $(5,564)$ | $(20,942)$ | $(1,155)$ | $(97,771)$ |
| 21,606 | 55,543 | $(9,815)$ | $(9,517)$ | 57,817 |

Three months ended 31 March 2008

| Total segment revenue | 555,776 | 804,841 | 19,963 | 90,702 | $1,471,282$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Inter-segment revenue | $(22,319)$ | $(2,761)$ | $(4,063)$ | $(81,190)$ | $(110,333)$ |
| Revenue from external customers | 533,457 | 802,080 | 15,900 | 9,512 | $1,360,949$ |
|  |  |  |  |  |  |

Operating profit / (loss)
before fair value losses
Fair value losses
Operating profit / (loss)

| 56,232 | 80,136 | 5,197 | $(19,158)$ | 122,407 |
| :---: | :---: | :---: | :---: | :---: |
| $(4,504)$ | $(18,571)$ | $(5,526)$ | 12,879 | $(15,722)$ |
| 51,728 | 61,565 | $(329)$ | $(6,279)$ | 106,685 |

Total assets

| 31 March 2009 | $11,526,969$ | $7,358,511$ | $1,597,862$ | $1,171,788$ | $21,655,130$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 31 December 2008 | $11,678,791$ | $7,274,518$ | $1,736,308$ | $1,243,954$ | $21,933,571$ |
| 31 March 2008 | $11,881,316$ | $7,889,178$ | $1,795,563$ | $2,062,363$ | $23,628,420$ |

