



Sagicor Group Jamaica

Q3 2023

**PERFORMANCE
REPORT**

DIRECTORS' STATEMENT

On behalf of the Board of Directors of Sagicor Group Jamaica Limited (SGJ or the Group) we present our performance report for the period ended September 2023.

OVERVIEW –

The Group recorded a net profit attributable to shareholders of \$10.07 billion against the comparative period's restated loss of \$0.53 billion. Upon the adoption of IFRS 17, the prior year's restated results now include the impact of increases in interest rates and the volatility of security prices in the profit or loss statement. The Insurance Service result improved by 101% and investment income net of insurance finance charges showed an improvement of 222% compared to prior year. The Group's insurance sales continue to show growth along most of its product lines, particularly within its corporate client portfolios during the current quarter. The Commercial Banking segment saw an expansion in its loan and card payment portfolios contributing to the Group's improved year over year results. The Investment Banking business continues to face challenges with unfavourable capital market conditions and declining net interest income due to elevated liability costs.

The Group ended the quarter with earnings per share of \$2.58 (2022: -\$0.13) and an improved Return on Equity of 16% (2022: -1%).

FINANCIAL PERFORMANCE

The Group continued to see strong growth in its core operating revenues with year over year growth in Net insurance service results, Net investment income and Fee income. Both

HIGHLIGHTS

	September 2023 Unaudited	(Restated) September 2022 Unaudited	% Change
OPERATING RESULTS (INCOME STATEMENT DATA):			
Net Profit, Attributable to Stockholders - J\$ billions	10.07	-0.53	2012%
Insurance Service Results - J\$ billions	5.11	2.55	101%
Contractual Service Margin (CSM) - J\$ billions	4.08	3.15	29%
FINANCIAL POSITION & STRENGTH (BALANCE SHEET DATA):			
Total Assets of Sagicor Group Jamaica - J\$ billions	541.66	499.96	8%
Total Assets Under Management - J\$ billions	966.53	913.78	6%
Stockholders' Equity - J\$ billions	89.15	71.01	26%
Adjusted Stockholders' Equity (+ CSM) - J\$ billions	132.43	105.26	26%
PROFITABILITY:			
Return on Average Stockholders' Equity (ROE)	16%	-1%	17%
Earnings Per Share (EPS) - J\$	2.58	-0.13	2085%
OTHER MARKET INFORMATION:			
SGJ Share Price - J\$	48.48	53.99	-10%
Market Capitalization - J\$ billions	189.35	210.87	-10%

NET PROFIT ATTRIBUTABLE TO STOCKHOLDERS

\$10.07_B
▲ 2012%

INSURANCE SERVICE RESULT

\$5.11_B
▲ 101%

TOTAL ASSETS

\$541.66_B
▲ 8%

ADJUSTED STOCKHOLDERS' EQUITY

\$132.43_B
▲ 26%

CONTRACTUAL SERVICE MARGIN

\$4.08_B
▲ 29%

EARNINGS PER SHARE

\$2.58
▲ 2085%

Long-term and Short-term insurance lines experienced strong new business sales. Net investment income of \$15.46 billion improved significantly over the prior year due to the growth in interest earning assets. A 5% increase in Fee income was primarily a result of growth in commercial banking activities.

Shareholders' Equity grew by 7% in the current period ending at \$89.15 billion (December 2022: \$83.01 billion). Total assets grew by 5% to end at \$541.66 billion (December 2022: \$515.94 billion) largely driven by a \$13.89 billion increase in financial investments and \$8.82 billion growth in the Bank's loan portfolio. The growth in assets was largely funded by increased deposit and security liabilities of \$12.84 billion and growth in Insurance liabilities of \$4.42 billion.

Long-Term Insurance

The segment includes products whose contract boundaries exceed one year in duration and are measured using the General Measurement Model (GMM) and Variable Fee Approach (VFA) under IFRS 17. The segment continues to report strong core insurance results; through the release of CSM (Contractual Service Margin) of \$4.08 billion (2022: \$3.15 billion) and by generating new business CSM of \$3.78 billion (2022: \$3.80 billion). The segment also experienced improvement in investment income net of finance expenses. Net profit for the segment was negatively impacted by exchange rate fluctuations, recording unrealised foreign currency translation losses of \$0.40 billion compared to gains of \$0.04 billion in the prior year.

Short-Term Insurance

This segment includes products whose contract boundaries are less than one year and are measured using the Premium Allocation Approach (PAA) under IFRS 17. The segment reported a profit of \$1.43 billion, an improvement over the prior period's loss of \$1.26 billion. The increase over prior year is due primarily to improved loss ratios within the health insurance portfolios despite the steady rise in drug prices and other medical costs. The segment continues to show growth with new business sales of \$1.60 billion for Group health and life products, primarily within its corporate client portfolios.

Commercial Banking

The Commercial Banking segment produced net profit of \$2.14 billion (2022: \$2.34 billion). The segment recorded an 11% increase in revenues, due to greater volumes on its card payments portfolios and growth in net interest income. Loan portfolios continue to exhibit growth with new loans written of \$26.15 billion (2022: \$25.25 billion), contributing to a \$2.06 billion increase in interest income. The loan portfolio quality improved year over year with the provision coverage ratio ending at 2.12% (2022: 2.29%). Deposit and other funding liabilities grew by \$11.06 billion (2022: \$6.01 billion) during the nine-month period; this growth along with increases in the cost of funds resulted in a 66% increase in interest expense.

Investment Banking

The Investment Banking segment recorded net profit of \$0.80 billion (2022: \$1.20 billion). The increases in interest rates have fuelled a significant increase in funding costs, leading to a decline in net interest income for the Jamaican operations. The

segment's Cayman operation continued its growth trajectory, recording year over year increases in revenue and net profit.

LIQUIDITY AND SOLVENCY

Cash and Cash Equivalents at the end of the period were \$45.11 billion (2022: \$34.97 billion). The Group's net cash used in operating activities of \$7.05 billion included interest received of \$23.64 billion. The Group raised funding for loan and securities growth through an increase of \$12.45 billion in deposits and securities liabilities.

Regulatory capital requirements continue to be exceeded across all operating entities.

CAPITAL RATIOS				
Regulated Entities	Key Regulatory Ratios	Minimum Statutory Requirements	September 30, 2023	September 30, 2022
Sagicor Life Jamaica Limited	Minimum continuing capital and surplus requirements ratio (MCCSR)	150.0%	275.3%	185.0%
Sagicor Bank Jamaica Limited	Regulatory capital to risk weighted assets ratio	10.0%	13.25%	13.1%
Sagicor Investments Jamaica Limited	Regulatory capital to risk weighted assets ratio	10.0%	14.80%	12.5%
Sagicor Life of the Cayman Islands Limited	Minimum capital requirement (MCR)	125.0%	371.7%	235%
Advantage General Insurance Company Limited	Minimum capital test ratio (MCT)	150.0%	290.82%	300.3%

OUTLOOK

Cuts in supply coordinated by the Organization of the Petroleum Exporting Countries (OPEC+) along with a rise in global tensions resulted in a sharp increase in the price of crude oil (\$96.55 USD per barrel from \$74.65 USD per barrel at the start of the quarter), which in turn curtailed the extent of the fall in inflation as a result of reductions in most other segments of the US basket. US inflation is now trending up slightly from last quarter to 3.7% in September 2023. The stickiness of higher inflation has prompted the Federal Reserve (Fed) to hold policy rates at their current levels with an outlook for further rises if this phenomenon persists, suggesting that the 'higher for longer' interest rate regime is more likely to prevail. Given the close coupling of Jamaica's economy to our main trading partner, we believe that the Bank of Jamaica (BoJ) will adopt a similar stance to the Fed and that current conditions will continue for some time, despite some modulation in local inflation to the higher end (5.9%) of BoJ's range.

During the quarter, Jamaica received a ratings upgrade from Standard and Poor's (S&P), with the country's long term foreign and local currency sovereign credit ratings improving from B+ to BB-, with a stable outlook. We commend the policy makers for their close adherence to the country's fiscal framework, which



1. Contractors are hard at work to repair the roof of the Irish Pen Basic School as part of Sagicor Foundation's Adopt-A-School Programme.



2. 2023 Sagicor Foundation tertiary scholarship recipient D'Jonel Farquharson receives her certificate of award from Tracy-Ann Spence, Executive Vice President - Chief Investment Officer, Sagicor Group Jamaica.

has seen Debt to GDP fall to below 80%, in a time where many countries have had contrary experiences.

While we note these improvements in Jamaica's balance sheet, we remain alert to the impact of a tight monetary climate and its corollary effects of dampened demand for credit and an overall slowdown in economic activity, both of which will impact Sagicor Group's results in the medium term. As such, we are managing capital and liquidity prudently within this uncertain environment.

CORPORATE SOCIAL RESPONSIBILITY

In the third quarter of 2023, Sagicor Group Jamaica, through its charitable arm the Sagicor Foundation Jamaica, supported several corporate social responsibility (CSR) initiatives that directly impacted nation-building notably awarding over \$5M in new scholarships to 42 students at the tertiary and secondary levels in its 2023 Scholarship programme. Among those awarded were the three champion girls and the three champion boys of the Sagicor/JTA National Athletics Championship. To date, the Foundation has disbursed approximately \$400 million in scholarship renewals to past recipients facing financial hardships in pursuing their educational goals.

The Sagicor Foundation Adopt-A-School programme began major renovations on the institutions selected for the 2023 Adopt-a-School programme: Iron Gate Basic in Clarendon; Irish Pen Basic in Spanish Town, St Catherine; Freetown Basic in St Andrew; and Shrewsbury Basic in St Elizabeth. With the infrastructure improvements, these schools are now able to qualify as Early Childhood Learning Centers and receive support from the Early Childhood Commission. The Foundation also donated to Liberty Academy at the Priory to assist in providing a safe space for children with special learning needs.

It is with great sadness that we acknowledge the passing of the Foundation's Chairman and Director Emeritus of Sagicor Group Jamaica, the Hon. R Danny Williams. Danny, as he

was affectionately known to all, was a towering figure within Sagicor and a driving force behind the establishment of the Foundation. In that position, he guided our philanthropic pursuits over the many years, not just in directing our programmes but also in participating actively in many of our outreach efforts for those less fortunate in our society.

ACKNOWLEDGEMENTS

Our Team Members, Financial Advisors and Brokers are the heart and soul of Sagicor Group and we salute them for their tremendous contribution to our customers' experience of our company. To our customers, thank you for the trust and confidence you repose in us; we are Sagicor Strong in our commitment to help you navigate these challenging times. Thanks to our supportive business partners and to our stockholders for the continued support and not least, our Directors for their diligence, wise counsel and continued guidance.

On behalf of The Board of Directors:


 PETER MELHADO
 Chairman


 CHRISTOPHER ZACCA, C.D., J.P.
 President & CEO

3rd November 2023

Explanatory Notes

1. Identification and Principal Activities

Sagicor Group Jamaica Limited (SGJ, the company) is incorporated and domiciled in Jamaica and is listed on the Jamaica Stock Exchange. It is 32.45% (2021 – 32.45%) owned by LOJ Holdings Limited (LOJH) which is also incorporated and domiciled in Jamaica and 16.66% owned by Sagicor Life Inc. (SLI) which is domiciled in Barbados. Both LOJH and SLI are wholly owned by Sagicor Financial Company Limited (Sagicor), the ultimate parent company, which is incorporated and domiciled in Bermuda. Sagicor has an overall interest of 49.11% (2021 – 49.11%) in the company. The other significant shareholder in SGJ is PanJam Investment Limited with a 30.21% (2021 – 30.21%) holding.

The registered office of the Sagicor Group Jamaica Limited is located at 28 - 48 Barbados Avenue, Kingston 5, Jamaica.

Sagicor Group Jamaica comprises many companies offering a wide range of financial products and services. These include life and health insurance; property and casualty insurance; annuities; pensions administration; investment services; commercial banking; investments banking; captives management; property management; real estate sales and rentals; and remittance and cambio.

2. Basis of Preparation

These condensed consolidated interim financial statements have been prepared in accordance with IAS 34 “Interim Financial Reporting”, unless otherwise noted. The condensed consolidated interim financial statements should be read in conjunction with the accounting policies as set out in Note 2 of the audited financial statements for the year ended 31 December 2022.

3. Accounting estimates and judgements

Certain amounts recorded in these unaudited consolidated financial statements reflect estimates and assumptions made by management about insurance liability reserves, investment valuations, interest rates and other factors. Actual results may differ from the estimates and assumptions made. Interim results are not necessarily indicative of full year results.

4. Changes in significant accounting policies

The Group has initially applied IFRS 17 and IFRS 9, including any consequential amendments to other standards, from 1 January 2023. These standards have brought significant changes to the accounting for insurance and reinsurance contracts and financial instruments. As a result, the Group has restated certain comparative amounts and presented a statement of financial position as at 1 January 2022.

IFRS 17 - Insurance Contracts.

IFRS 17 became effective on January 1, 2023 and brings significant changes to the accounting for insurance and reinsurance contracts. The Group has restated the comparative periods in accordance with IFRS 17.

The standard introduces three measurement approaches that will be used to measure insurance contracts: the General Measurement Model (GMM), Variable Fee approach (VFA) and Premium Allocation approach (PAA). These are summarised as follows:

- GMM measures groups of insurance contracts based on estimates of the present value of future cash flows that are expected to arise as the Group fulfils the contracts. An explicit risk adjustment is applied that reflects the compensation that the Group requires for bearing the uncertainty about the amount and timing of the cash flows from non-financial risk. The Contractual Service Margin (CSM) is a component of the carrying amount of the asset or liability for a group of insurance contracts that represents the unearned profit that the Group will recognise as obligations are fulfilled under the insurance contracts..

At initial recognition, the positive CSM on a group of insurance contracts is recorded as a liability and is subsequently amortised to future income. When the calculation of present value of expected future cash

flows results in a net cash outflow, the insurance contracts are classified as “Onerous” and the negative CSM is immediately recognised in income.

- The VFA applies to insurance contracts issued with direct participation features, which are substantially investment-related service contracts under which the policyholder is promised an investment return based on underlying items, such as segregated funds and certain participating insurance contracts. The key difference between the VFA and the GMM is only evident at subsequent measurement, the transitional and at inception CSM is the same under both models. This difference is the ability to bring economic movements into the CSM each period as compared to income under the GMM..
- PAA is applied to short duration contracts where the policy’s contract boundary is one year or less. Under PAA, insurance contract results are measured .

Measurement Model	Contracts Issued
General Measurement Model	<ul style="list-style-type: none"> • Traditional Life contracts • Universal Life contracts • Living Benefits • Single Premium Health and Creditor ILife • Annuities
Variable Fee Approach	<ul style="list-style-type: none"> • Universal Life contract with direct participating features • Variable Endowments with direct participating features
Premium Allocation Approach	<ul style="list-style-type: none"> • Group Life and Health contracts • General Insurance- Accident, Liability, Marine, Property, Motor

The Group uses different measurement approaches, depending on the portfolio of contract issued, as follows:

For underlying direct insurance contracts measured under GMM or VFA, the corresponding reinsurance contract portfolios are measured using GMM. For underlying direct insurance contracts measured under PAA, the corresponding reinsurance contract portfolios are measured using PAA.

IFRS 9 Financial Instruments

IFRS 17 allows a change in election of IFRS 9 accounting treatment for assets supporting liabilities. The Group has elected to designate these financial assets, previously held at amortised cost and fair value through OCI (FVTOCI), as Fair Value through Profit and Loss (FVTPL). IFRS 9 – Financial instruments (“IFRS 9”) was previously implemented by the Group on January 1, 2018. The Group has restated prior periods to reflect changes in designation of its financial assets held in respect of activities connected with contracts within the scope of IFRS 17 effective January 1, 2022. The group recognised the difference between the previous carrying amount of those financial assets and the carrying amounts of those financial assets at 1 January 2022 by an adjustment to Retained Earnings.

Transition

The Group adopted IFRS 17 retrospectively, applying alternative transition methods where the full retrospective approach was impracticable. The full retrospective approach was mostly applied to the insurance contracts in force at the transition date that were originated less than 3-5 years prior to transition. Where the full retrospective approach was determined to be impracticable, the fair value approach was applied.

The effects of adopting IFRS 17 on the consolidated financial statements at January 1, 2022 are presented in the statement of changes in equity.