

Wise Financial Thinking for Life

SAGICOR FINANCIAL CORPORATION FINANCIAL RESULTS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2014

CHAIRMAN'S REVIEW

The Sagicor Group recorded net income of US \$39.0 million for the nine months to September 30, 2014 compared to a loss of US \$1.9 million for the same period of 2013. The Group's continuing operations recorded net income of US \$39.6 million for 2014, compared to US \$39.3 million for the corresponding period in 2013.

Net income from continuing operations attributable to shareholders was US \$22.4 million, compared to the prior year result of US \$23.8 million. Earnings per common share from continuing operations was US 7.2¢, and represented an annualised return on common shareholders' equity of 6.0%.

Continuing operations comprising our businesses in the Caribbean and in the USA closed the period with total revenue amounting to US \$751.4 million, and was US \$39.2 million below the corresponding period in 2013. Net premium revenue stood at US \$457.2 million, compared to US \$506.1 for the same period in the prior year. The lower premium income resulted from a decision to reinsure a significant portion of new annuity business in our USA segment, together with the fact that single premium annuity business was higher in 2013, when compared to 2014. Net investment income and other income closed the period at US \$294.2 million, and was an improvement over the prior year amount of US \$284.5 million.

Total benefits amounted to US \$423.5 million for the period and this fell below the comparative amount for the previous year by US \$56.2 million. This reduction in benefits is as a result of the lower single premium annuity business written in 2014 when compared to 2013. Total expenses amounted to US \$276.7 million (US \$258.8 million for 2013), and included US \$6.0 million in restructuring costs, along with operating expenses now incurred within the banking division, following the acquisition of RBC Royal Bank's Jamaica banking operations.

Total comprehensive income was significantly improved when compared to the same period in the prior year. Other comprehensive income showed a positive result of US \$4.8 million compared to a loss of US \$59.2 million for the same period in 2013. Included in comprehensive income were net gains on financial assets of US \$20.1 million. A decline in the Jamaica dollar against the US dollar contributed to currency retranslation losses of US \$15.1 million. The Jamaican dollar depreciated against the US dollar by 6% for the first nine months of 2014, compared to 11% for 2013. With the continued improvement in the Jamaican economy, we have seen the currency stabilise against the US dollar and expect further depreciation to be lower than previous years.

On June 26, 2014, the Group completed the acquisition of RBC Royal Bank's Jamaica banking operations and rebranded the business as Sagicor Bank. Acquired assets and liabilities are included in these financial statements at their carrying values. The Group is still in the process of fair valuing the acquired balance sheet and, as a result, any resulting goodwill/negative goodwill will be reflected in the 4th quarter results.

The discontinued operation represents our UK business which was sold on December 23, 2013. The terms of the sale required the Sagicor Group to retain an interest in the 2013 and prior underwriting years of account. Although actuarial reserves are established to cover best estimates of this liability, exposure to any fluctuations in experience continues until 2018. As part of our 2014 review of the discontinued business, we have decided to explore the purchase of reinsurance to cover this residual exposure. If successful, this would effectively transfer any retained risk to the reinsurer and would effectively close this discontinued line at the end of 2014. The cost of this reinsurance, together with any reserve movement for 2014, will be accounted for during the 4th quarter of 2014.

In the statement of financial position as at September 30, 2014, assets amounted to US \$5.9 billion, an increase of US \$0.6 billion over the amount of US \$5.3 billion at December 2013. Similarly, liabilities closed at US \$5.2 billion

Amounts expressed in US \$000	Sept 30	Sept 30	Dec 3
	2014	2013	2013
	(unaudited)	(unaudited)	(audited
ASSETS			
Financial investments	4,641,174	4,108,093	4,191,766
Other investments and assets	1,293,827	942,563	1,105,986
Assets of discontinued operation	-	730,718	-
Total assets	5,935,001	5,781,374	5,297,752
LIABILITIES			
Policy liabilities	3,063,946	2,870,766	2,885,754
Other liabilities	2,096,419	1,547,792	1,631,788
Liabilities of discontinued operation	20,365	632,633	55,024
Total liabilities	5,180,730	5,051,191	4,572,566
EQUITY			
Shareholders' equity	534,439	527,734	512,097
Participating accounts	(7,593)	(18,981)	(5,662)
Minority interest	227,425	221,430	218,751
Total equity	754,271	730,183	725,186
Total liabilities and equity	5,935,001	5,781,374	5,297,752

These financial statements have been approved for issue by the Board of Directors on November 10, 2014.

Director

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compared to US 4.6 billion. an increase of US \$0.6 billion. The increase in assets and liabilities largely reflects the acquisition of RBC Royal Bank's Jamaica banking operations. Sagicor's Group equity totalled US \$754.3 million. The Group's debt, which is included in other liabilities, totalled US \$300.4 million. The resulting debt to equity ratio was 39.8%.

In summary, our operations in the USA, Trinidad and Tobago and Jamaica are performing according to expectation. The Jamaican Government's economic performance, compared to targets established under the International Monetary Fund (IMF) Stabilisation Programme agreed in April 2013, reveals continuing improvement in prospects that is being widely recognised. With completion of the acquisition of the RBC Royal Bank's operations in Jamaica, we expect Sagicor Bank to produce positive benefits for shareholders and customers alike. The economies of Barbados and the OECS countries are under stress, but we continue to pursue strategies to mitigate the impact on the conservation of our business and the sale of new policies in these territories. Against this background, the performance of our continuing operations has been creditable.

During the course of the current financial year, the Group commenced an initiative to examine and streamline its processes across entities in different jurisdictions. We expect this important and far-reaching exercise to generate synergies that will improve our cost base, as well as our service to customers. We will provide updates on this initiative as it progresses.

On behalf of the Board of Sagicor, I wish to thank our Shareholders and Customers for their continued support.

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Stephen McNamara Chairman November 10, 2014

FINANCIAL HIGHLIGHTS (in US currency except percentages)	NINE months ended SEPTEMBER 30			
	2014	2013		
Total revenue	\$751.4m	\$790.6m		
Group net income from continuing operations	\$39.6m	\$39.3rr		
Group net loss from discontinued operations	(\$0.6m)	(\$41.2m)		
Overall Group net income/(loss)	39.0m	(\$1.9m		
Shareholders' net income from continuing operations	\$22.4m	\$23.8n		
Shareholders' net (loss) from discontinued operations	(\$0.6m)	(\$41.2m)		
Overall Shareholders' net income/(loss)	\$21.8m	(\$17.4m		
Net income allocated to non-controlling interests	\$18.8m	\$21.3n		
Total equity	\$754.3m	\$730.2n		
Ratio of Debt to Equity	39.8%	34.29		
Earnings per common share from continuing operations	7.2¢	7.6		
Annualised return of continuing operations on common shareholders' equity	6.0%	6.19		

	D STATEMENT OF INCO		-	
Amounts expressed in US \$000		Nine months to Sept 30 2014 2013		o Sept 30
	2014	2013	2014	2013
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
REVENUE				
Net premium revenue	457,196	506,077	148,353	191,426
Net investment and other income	294,192	284,542	101,357	100,520
Total revenue	751,388	790,619	249,710	291,946
BENEFITS AND EXPENSES				
Benefits	423,496	479,730	134,570	191,605
Expenses	276,711	258,752	101,622	85,161
Total benefits and expenses	700,207	738,482	236,192	276,766
INCOME BEFORE TAXES	51,181	52,137	13,518	15,180
Income taxes	(11,562)	(12,800)	(1,588)	(4,240)
NET INCOME FROM CONTINUING OPERATIONS	39,619	39,337	11,930	10,940
Net (loss) /Income from discontinued operation	(558)	(41,211)	903	455
NET INCOME FOR THE PERIOD	39,061	(1,874)	12,833	11,395
NET INCOME ATTRIBUTABLE TO:				
Common Shareholders				
From continuing operations	22,401	23,766	7,929	4,467
From discontinued operation	(558)	(41,211)	903	455
	21,843	(17,445)	8,832	4,922
Participating policyholders	(1,629)	(5,778)	(954)	(1,958)
Minority interest	18,847	21,349	4,955	8,431
	39,061	(1,874)	12,833	11,395
Basic earnings per common share:				
From continuing operations	7.2 cents	7.6 cents	2.6 cents	1.5 cents
From discontinued operation	(0.2) cents	(13.6) cents	0.3 cents	0.1 cents
	7.0 cents	(6.0) cents	2.9 cents	1.6 cents
Fully diluted earnings per common share:				
From continuing operations	6.6 cents	7.5 cents	2.2 cents	1.5 cents
From discontinued operation	(0.2) cents	(13.5) cents	0.2 cents	0.1 cents
	6.4 cents	(6.0) cents	2.4 cents	1.6 cents

CONSOLIDATED STATEMENT OF COMP	CONSOLIDATED STATEMENT OF CHANGES IN EQUITY										
Amounts expressed in US \$000	Nine month	s to Sept 30	Three month	ns to Sept 30	Amounts expressed in US \$000	Share		Retained	Participating	Minority	
	2014	2013	2014	2013	(unaudited)	Capital	Reserves	Earnings	Accounts	Interest	Total
	(unaudited)	(unaudited)	(unaudited)	(unaudited)							I
NET INCOME FOR THE PERIOD	39,061	(1,874)	12,833	11,395	Nine months to September 30, 2014:						l
		·			Balance, beginning of period	295,450	(4,825)	221,472	(5,662)	218,751	725,186
Items net of tax that may be reclassified subsequently to income:					Total comprehensive income from continuing operations	-	7,162	22,208	(1,755)	16,840	44,455
Available for sale financial assets:					Total comprehensive income from	_	_	(558)	_	_	(558)
Unrealised gains / (losses) arising on revaluation	47,216	(38,231)	(4,277)	(2,842)	discontinued operation	-	-	(330)	-	-	(556)
(Gains) / losses transferred to income	(5,928)	(19,538)	(957)	(6,799)	Transactions with holders of equity						l
Net change in actuarial liabilities	(21,183)	24,534	(1,586)	1,256	instruments:	539	-				520
Retranslation of foreign currency operations	(15,076)	(27,307)	(937)	(4,807)	Movements in treasury shares			-	-	-	539
Other items	(108)	-	-	-	Changes in reserve for equity compensation benefits	-	1,096	-	-	-	1,096
	4,921	(60,542)	(7,757)	(13,192)	Changes in ownership interests	-	-	1,510	-	(1,791)	(281)
Items net of tax that will not be reclassified subsequently to income:					Dividends declared	-	-	(9,918)	-	(6,375)	(16,293)
Unrealised gains arising on revaluation of owner occupied property	-	39	-	-	Transfers and other movements	-	(2,223)	2,526	(176)	-	127
(Losses) / gains on defined benefit plans	(85)	-	-	-	- Balance, end of period	295,989	1,210	237,240	(7,593)	227,425	754,271
OTHER COMPREHENSIVE INCOME FROM CONTINUING OPERATIONS	4,836	(60,503)	(7,757)	(13,192)	-						
Other Comprehensive Income from discontinued operation	-	1,313	-	399	Nine months to September 30, 2013:						I
OTHER COMPREHENSIVE INCOME FOR THE PERIOD	4,836	(59,190)	(7,757)	(12,793)	Balance, beginning of period	296,058	16.411	289.136	(10,333)	227,368	818.640
					Prior period adjustment	- 290,038	- 10,411	(14,868)	(10,555)	(1,310)	(16,178)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	43,897	(61,064)	5,076	(1,398)	Balance as restated	296,058	16,411	274,268	(10,333)	226,058	802,462
				<u> </u>	Total comprehensive income from	290,050	10,411	2/4,200	(· ·)		
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:					continuing operations	-	(35,692)	23,766	(8,468)	(772)	(21,166)
Common Shareholders					Total comprehensive income from discontinued operation	-	1,313	(41,211)	-	-	(39,898)
From continuing operations	29,370	(11,926)	2,757	(5,236)	Transactions with holders of equity						
From discontinued operation	(558)	(39,898)	903	854	instruments:						
	28,812	(51,824)	3,660	(4,382)	Allotment of common shares	-	-	-	-	(18)	(18)
Participating policyholders	(1,755)	(8,468)	(2,013)	(3,373)	Movements in treasury shares	7	-	-	-	-	7
Minority interest	16,840	(772)	3,429	6,357	Changes in reserve for equity	_	2,552		_	122	2,674
	43,897	(61,064)	5,076	(1,398)	compensation benefits		,	(0.018)	-		,
					Dividends declared	-	-	(9,918)	-	(3,960)	(13,878)
					Transfers and other movements	-	(3,166)	3,346	(180)	-	-
					Balance, end of period	296,065	(18,582)	250,251	(18,981)	221,430	730,183

Amounts expressed in US \$000		onths to nber 30
	2014	2013
	(unaudited)	(unaudited)
CASH FLOWS		
Operating activities:		
Cash from income, interest and taxation	87,222	168,260
Net increase in investments and operating assets	(52,347)	(263,877)
Net change in operating liabilities	1,182	102,251
	36,057	6,634
ivesting activities	22,937	19,304
inancing activities	(17,290)	(14,319)
ffects of exchange rate changes	5,783	956
let change in cash and cash equivalents - continuing operations	47,487	12,575
let change in cash and cash equivalents - discontinued operation	(35,239)	(18,117)
ash and cash equivalents, beginning of period	258,600	213,564
Cash and cash equivalents, end of period	270,848	208,022

NOTES TO THE FINANCIAL STATEMENTS

1. BASIS OF PREPARATION

These condensed interim financial statements have been prepared in accordance with the accounting policies set out in note 2 of the December 31, 2013 audited financial statements.

Amounts expressed in US \$000		r	Nine months to Se	ptember 30, 2014		
(unaudited)	Sagicor Life	Sagicor Jamaica	Sagicor Life USA	Head Office and other	Inter-segment eliminations	Total
Total revenue	267,261	344,990	104,664	57,870	(23,397)	751,388
Total benefits and expenses	230,569	304,842	100,008	53,602	11,186	700,207
INCOME BEFORE TAXES	36,692	40,148	4,656	4,268	(34,583)	51,181
Income taxes	(5,271)	(4,882)	(630)	(779)	-	(11,562)
NET INCOME FROM CONTINUING OPERATIONS	31,421	35,266	4,026	3,489	(34,583)	39,619
Net income / (loss) attributable to shareholders from continuing operations	33,050	17,375	4,026	(14,800)	(17,250)	22,401
Total Comprehensive income / (loss) attributable to shareholders from continuing operations	35,822	14,477	10,995	(14,776)	(17,148)	29,370

			Nine months to Se	ptember 30, 2013		
	Sagicor Life	Sagicor Jamaica	Sagicor Life USA	Head Office and other	Inter-segment eliminations	Total
NET INCOME / (LOSS) FROM CONTINUING OPERATIONS	23,536	38,471	5,647	(7,844)	(20,473)	39,337
Net income / (loss) attributable to shareholders from continuing operations	29,314	19,181	5,647	(23,813)	(6,563)	23,766
Total Comprehensive income / (loss) attributable to shareholders from continuing operations	21,476	(2,528)	(312)	(24,062)	(6,500)	(11,926)

	STATEMENT OF FINANCIAL POSITION BY SEGMENT							PRODUCTS AND SERVICES					
Amounts expressed in								Total external revenues relating to the Group's products and services are summarised as	ollows:				
US \$000			5-	ptember 30, 2014				Amounts expressed in US \$000	Nine mo	onths to			
(unaudited)		Cariana			Constan				Septem	ber 30			
	Sagicor Life	Sagicor Jamaica	Sagicor Life USA	and other	Sagcior Europe		Total		2014	2013			
Total assets	1,761,018	2,337,883	1,661,448	324,449	-	(149,797)	5,935,001		(unaudited)	(unaudited)			
Total liabilities	1,310,232	1,960,466	1,461,919	597,910	-	(149,797)	5,180,730	Life, health and annuity insurance contracts issued to individuals	427,077	457,444			
Net assets	450,786	377,417	199,529	(273,461)	-	-	754,271	Life, health and annuity insurance and pension administration contracts issued to groups	208,928	230,809			
								Property and casualty insurance	26,347	24,779			
			Se	ptember 30, 2013				Banking, investment management and other financial services	78,842	68,777			
	Sagicor Life	Sagicor	Sagicor Life	Head Office	Sagcior	Inter-segment	Total	Farming and unallocated revenues	10,194	8,810			
	Savicor Litte		-										

		September 30, 2013							
	Sagicor Life	Sagicor Jamaica	Sagicor Life USA	Head Office and other	Sagcior Europe	Inter-segment eliminations	Total		
Net assets	393,417	364,934	187,942	(314,195)	98,085	-	730,183		