

Company No.

457556	X
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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

STATUTORY FINANCIAL STATEMENTS

31 DECEMBER 2017

Company No.

457556

X

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT

The Directors are pleased to submit their report to the member together with the audited financial statements of the Company for the financial year ended 31 December 2017.

PRINCIPAL ACTIVITY

The principal activity of the Company is the underwriting of all classes of life insurance business, including investment-linked business. There has been no significant change in the nature of this activity during the financial year.

FINANCIAL RESULTS

	RM'000
Net profit for the financial year	<u>82,455</u>

DIVIDENDS

The amount of dividend declared and paid by the Company since the end of the previous financial year was as follows:

	RM'000
In respect of the financial year ended 31 December 2016:	
Final single tier dividend of 2.21 sen per ordinary shares, paid on 22 June 2017	<u>5,000</u>

As at 16 March 2018, the Directors have not recommended any final dividend for the financial year ended 31 December 2017.

SHARE CAPITAL

There was no issuance of new ordinary shares during the financial year.

RESERVES AND PROVISIONS

All material transfers to or from reserves or provisions during the financial year are disclosed in the financial statements.

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DIRECTORS' REPORT (CONTINUED)

BAD AND DOUBTFUL DEBTS

Before the financial statements of the Company were prepared, the Directors took reasonable steps to ascertain that action had been taken in relation to the writing off of bad debts and the making of allowance for doubtful debts, and satisfied themselves that all known bad debts had been written off and adequate allowance had been made for doubtful debts.

At the date of this report, the Directors of the Company are not aware of any circumstances which would render the amounts written off for bad debts or the amounts of the allowance for doubtful debts in the financial statements of the Company inadequate to any substantial extent.

CURRENT ASSETS

Before the financial statements of the Company were prepared, the Directors took reasonable steps to ensure that any current assets other than debts, which were unlikely to be realised in the ordinary course of business, including the value of current assets as shown in the accounting records of the Company have been written down to an amount which the current assets might be expected to realise.

At the date of this report, the Directors are not aware of any circumstances which would render the values attributed to the current assets in the financial statements of the Company misleading.

VALUATION METHODS

At the date of this report, the Directors are not aware of any circumstances which have arisen which render adherence to the existing methods of valuation of assets or liabilities of the Company misleading or inappropriate.

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DIRECTORS' REPORT (CONTINUED)

ITEMS OF AN UNUSUAL NATURE

The results of the operations of the Company for the financial year were not, in the opinion of the Directors, substantially affected by any item, transaction or event of a material and unusual nature.

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the Directors, to affect substantially the results of the operations of the Company for the financial year in which this report is made.

CORPORATE GOVERNANCE DISCLOSURE

A. BOARD OF DIRECTORS

The Directors in office during the financial year and during the period from the end of the financial year to the date of the report are:

Tan Sri Dato' Dr Yahya Bin Awang
Leong Kam Weng
Chuah Sue Yin
Tang Loo Chuan
Lee King Chi Arthur

Chairman, Independent Director
Independent Director
Independent Director
Non-Independent Non-Executive Director
Non-Independent Non-Executive Director
(resigned on 20 September 2017)

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

The Board of Directors ("Board") has the overall responsibility for promoting sustainable growth and financial soundness of the Company, and for ensuring reasonable standards of fair dealing, without undue influence from any party. This includes a consideration of the long-term implications of the Board's decisions on the Company and its customers, officers and the general public.

The Board is responsible for:

- (a) reviewing and approving the strategic plan for the Company;
- (b) reviewing and approving the Company's overall risk strategy, including the risk appetite and oversee its implementation;
- (c) identifying principal risks and ensure the implementation of appropriate systems to manage these risks, including application of immediate remedial measures should the need arise;
- (d) ensuring the Company maintains an appropriate level and quality of capital for its risk profile and business plan;
- (e) overseeing the conduct of the Company's business, including that of Participating business, to ensure sound management by the senior management and to evaluate whether the business is properly managed towards achieving corporate objectives, and that the Company's dealings with shareholders, policyholders, claimants and creditors are conducted in a fair and equitable manner;
- (f) safeguarding the integrity and credibility of the Company, including ensuring that the senior management and all levels of employees conduct business with highest level of moral behavior and in a manner that instills public confidence;
- (g) providing a clear framework of objectives and policies for the senior management to operate, including the setting of authority limits and reporting lines;
- (h) reviewing and be responsible for the adequacy and integrity of the Company's internal control systems and management information systems, including policies and procedures for compliance with applicable laws, regulations, rules, directives and guidelines;

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

- (i) developing, implementing and maintaining an effective communications policy that enables both the Board and the senior management to communicate effectively with its shareholders, stakeholders and public;
- (j) safeguarding the interests of policyholders and shareholders with trustworthy, prudent, efficient and able administration; and
- (k) adhering to sound corporate governance principles in the appointment or reappointment of Directors, Chief Executive Officer and Company Secretary, the structure and composition of the Board and the individual Board committees as well as relevant disclosures.

The detailed responsibilities of the Board is set out in the Board Charter, which is available at the website, www.tokiomarine.com.

A1 Composition of the Board

The Board is made up of 3 Independent Non-Executive Directors and 1 Non-Independent Non-Executive Director. The appointments and re-appointments of all Board members were approved by BNM.

The Board comprises members from diverse backgrounds and qualifications and bring a wide range of financial and commercial experience to the Board. Collectively, they provide the necessary business acumen, knowledge, capabilities and competencies to the Company. This composition is the right mix for proper governance of the Company.

All members of the Board complied with BNM's requirements on the minimum criteria of "A Fit and Proper Person" as prescribed under the Financial Services Act, 2013 ("FSA 2013").

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows:

Tan Sri Dato' Dr Yahya Bin Awang – Chairman, Independent Director

Working experience:

Tan Sri Yahya was appointed as Chairman and Director of our Company on 3 July 2007. He is a member of the Audit Committee, Nominating Committee, Remuneration Committee and Risk Management and Compliance Committee.

Tan Sri Yahya graduated from Monash University, Australia with a Bachelor of Medicine and Bachelor of Surgery degree in December 1974.

After completing his housemanship in Hospital Sultanah Aminah in Johor Bahru in December 1975, Tan Sri Yahya became a Medical Officer in Kota Tinggi District Hospital from January 1976 to April 1976, and subsequently, a Medical Officer in Hospital Sultanah Aminah from May 1976 to December 1978. He then took on the position of Senior Medical Officer in the Department of Surgery in Kuala Lumpur General Hospital in January 1979. In January 1980, Tan Sri Yahya joined the Fellowship of the Royal College of Surgeons and Physicians of Glasgow, Scotland, United Kingdom as a training surgeon until June 1981. Thereafter, in July 1981, Tan Sri Yahya joined the Department of Cardiothoracic Surgery at Brompton Hospital, London, United Kingdom as a Senior Surgical Resident, and became the Surgical Registrar there from January 1983 to November 1983. He subsequently returned to Malaysia and joined the Kuala Lumpur General Hospital as a Cardiothoracic Surgeon in December 1983, before becoming a Consultant Surgeon between July 1985 and September 1998. During his tenure there, he was also the Head of Department of Cardiothoracic Surgery between July 1985 and June 1992. From October 1998 to October 2002, Tan Sri Yahya took on the position as the Medical Director and Head and Senior Consultant Cardiothoracic Surgeon at the National Heart Institute and subsequently as the Medical Director and acting Chief Executive Officer of the National Heart Institute from November 2002 until February 2004.

From February 2004 until December 2017, Tan Sri Yahya was a Consultant Cardiothoracic Surgeon at the Damansara Specialist Hospital Sdn Bhd. Between August 2006 and August 2015, Tan Sri Yahya was also the visiting Consultant Cardiothoracic Surgeon at the Selangor Specialist Hospital Sdn Bhd.

Since December 2017, he has been a Consultant Cardiothoracic Surgeon at the Cardiac Vascular Sentral (Kuala Lumpur) Sdn Bhd. He is currently also a visiting Consultant Cardiothoracic Surgeon at Damansara Specialist Hospital Sdn Bhd (since January 2018) and Prince Court Medical Centre Sdn Bhd (since April 2016).

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows: (continued)

Tan Sri Dato' Dr Yahya Bin Awang – Chairman, Independent Director (continued)

Working experience: (continued)

Further, since April 1993, Tan Sri has been the Chairman and a committee member of the Malaysian Board of Cardiothoracic Surgery and a member of the Malaysian Association of Thoracic & Cardiovascular Surgery. From July 2011 until October 2016, he was the Pro-Chancellor of Universiti Teknologi Malaysia. Since September 2005, he is a member and Chairman of the Board of Governors of International Medical University Malaysia.

In 2013, Tan Sri Yahya was awarded the Merdeka Award for his contribution to pioneering the development of clinical research and cardiac surgery in Malaysia and for his instrumental role in the establishment of The National Heart Institute of Malaysia.

Tan Sri Yahya currently holds directorships in a number of public and private companies and foundations, including MPHB Capital Berhad, EWT Transformer Sdn Bhd, Hertz Surgery Sdn Bhd, Newfields Advisors Sdn Bhd, Novabrite Lighting Sdn Bhd, SH Derm Sdn Bhd, Ivolis Sdn Bhd, Cardiac Vascular Sentral (Kuala Lumpur) Sdn Bhd, Cardiac Vascular Sentral Holdings (Malaysia) Sdn Bhd, Perikatan Asia Sdn Bhd, Yayasan Wah Seong and RHB Foundation.

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CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows: (continued)

Leong Kam Weng – Independent Director

Working experience:

Mr. Leong was appointed as a Director of our Company on 1 July 2015. He is the chairman of the Audit Committee, Nominating Committee and Remuneration Committee and a member of the Risk Management and Compliance Committee.

Mr. Leong graduated with a Bachelor of Economics degree and a Bachelor of Laws degree from Monash University, Australia in April 1986 and May 1988 respectively. He is a Chartered Accountant of the Malaysian Institute of Accountants from October 2004 and a Fellow of CPA Australia from September 2013. He was called to the Malaysian Bar in January 1989 and is a certified mediator on the panel of the Malaysian Mediation Centre, Bar Council Malaysia.

Mr. Leong was practising as an advocate and solicitor in Chooi & Co from January 1989 to January 1992, after which he joined TA Securities Sdn Bhd as the Manager of the legal department to manage and oversee the legal affairs for the TA Enterprise Berhad and TA Global Berhad group of companies in February 1992. He became the Senior Manager / Head of the Legal Department in July 1993. Between November 1993 and October 1995, he was also made the Vice President of the International Division of TA Enterprise Berhad where his responsibilities include the identification of investment opportunities in the Asia Pacific region, and the negotiation and implementation of such investments. Mr. Leong subsequently took on the position of General Manager cum Executive Director in Credit Leasing Corporation Sdn Bhd (which was, at the time, a wholly-owned subsidiary of TA Enterprise Berhad) from November 1995 to February 1997, where he oversaw and managed the operations of the company. From March 1997 to June 1998, he joined TA Bank of Philippines Inc as an Executive Director where he assisted the Chief Executive Officer in the management of the bank, in particular in relation to corporate finance matters. He was also a member of the bank's Assets and Lending Committee which oversees the approval of loans and the determination of lending policies and interest rates. He returned to Malaysia and became the Chief Executive Officer of TA Securities Berhad from June 1998 to July 1999. Since July 1999, he has been practising as an advocate and solicitor in Malaysia, and has been the Joint Managing Partner of Messrs Iza Ng, Yeoh & Kit since January 2017.

Mr. Leong currently holds directorships in a number of public and private companies, including TA Enterprise Berhad, TA Global Berhad, Asian Outreach (Malaysia) Bhd, Xin Hwa Holdings Berhad, Pecca Group Berhad, Riang Satria Sdn Bhd and Keep Linked Sdn Bhd.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows: (continued)

Chuah Sue Yin – Independent Director

Working experience:

Ms. Chuah was appointed as a Director of our Company on 8 May 2016. She is the chairperson of the Risk Management and Compliance Committee and a member of the Audit Committee, Nominating Committee and Remuneration Committee.

Ms. Chuah graduated with a Bachelor of Science with Honours in Management Science from the University of Warwick, United Kingdom in July 1994. She is a Chartered Accountant of the Malaysian Institute of Accountants since April 1999 and a Fellow member of the Institute of Chartered Accountants in England & Wales since April 2012. She has also been an associate of the Malaysian Institute of Taxation (now known as Chartered Tax Institute of Malaysia) since August 2007.

Further, Ms. Chuah is an approved company auditor under the Companies Act, 1965 (which has since been repealed by the Companies Act, 2016), Registered Auditor of Public Interest Entity under the Securities Commission Malaysia Act, 1993, Auditor of Co-operative Societies under the Co-operatives Societies Act, 1993, a tax agent under the Income Tax Act, 1967 and the Goods and Services Tax Act, 2014.

Ms. Chuah began her career in September 1994 as a Senior Accountant in Coopers & Lybrand Birmingham, United Kingdom where she performed and managed various audit assignments. Thereafter, she joined PricewaterhouseCoopers London, United Kingdom as the Supervisor of the Risk Assurance Division from September 1997 to December 1998 where she performed and managed various risk management and computer audit assignments. She subsequently returned to Malaysia and joined PCCO PLT as a Senior Manager from January 1999 to April 2004. She became a Partner of PCCO PLT in April 2004 and since April 2007, she has been the Managing Partner of PCCO PLT. She oversees the finance and operations of the firm and manages the financial accounting and reporting, internal and external audits and due diligence portfolio of PCCO PLT.

She has also been the Director of PCCO Management Services Sdn Bhd ("PCCO Management") since January 1999 and PCCO Tax Services Sdn Bhd ("PCCO Tax") since April 2004. Further, she has been the Managing Director of PCCO Tax and PCCO Management since April 2007, where she oversees the finance and operations of the companies, manages tax and GST portfolio of PCCO Tax and manages the financial accounting and reporting, internal audit, due diligence and human resource functions of PCCO Management.

Ms. Chuah currently holds directorships in a number of public and private companies including BP Plastics Holding Bhd, JF Apex Securities Berhad, PCCO Management and PCCO Tax.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows: (continued)

Tang Loo Chuan – Non-Independent Non-Executive Director

Working experience:

Mr. Tang was appointed as a Director of our Company on 8 May 2016. He is a member of the Nominating Committee, Remuneration Committee and Risk Management and Compliance Committee.

Mr. Tang graduated from Nanyang Technological University, Singapore with a Bachelor of Business (specialising in Actuarial Science) in May 1994. Since July 2003, he is a Fellow of the Institute of Actuaries, United Kingdom (now known as Institute & Faculty of Actuaries).

He began his career in May 1994 as a Senior Actuarial Assistant in the Insurance Corporation of Singapore Limited where he oversaw product pricing and valuation functions as well as the customisation of actuarial valuation software. He subsequently joined The Asia Life Assurance Society Limited (Singapore) as the Actuarial Manager from May 1997 to May 2002 where he oversaw product pricing, product development and stress test reporting. He then took on the position of an Actuarial Manager in John Hancock Life Assurance Company Limited from May 2002 to May 2004 where he oversaw product pricing, product development, stress test reporting and experience studies. Mr. Tang subsequently joined Manulife (Singapore) Pte Limited (following the merger of Manulife (Singapore) Pte Ltd and John Hancock Life Assurance Company Ltd in 2004) as the Vice President and Appointed Actuary, from May 2004 to May 2008, where he was the head of pricing and local risk-based capital reporting. From June 2008 to March 2010, Mr. Tang was the Appointed Actuary of UOB Life Assurance Ltd (now Pru Life Assurance Ltd) where he oversaw product pricing, product development, local risk-based capital framework, stress test reporting, reinsurance and participating fund governance. He was also a member of the company's investment committee and bancassurance committee. He subsequently joined AXA Life Insurance Singapore Pte Ltd from June 2010 to September 2011 as the Chief Actuary and Appointed Actuary where he similarly oversaw product pricing, local risk-based capital framework, stress test reporting, reinsurance, par fund governance and asset liability management. He was also a member the Agency Compensation Review Workgroup and the Local Investment Committee of AXA Life Insurance Singapore Pte Ltd. He then joined Aviva Ltd from October 2011 to January 2015 as an Appointed Actuary, where he was also the deputy to the chief financial officer and oversaw product pricing, local risk-based capital framework, capital management, stress test reporting, reinsurance, participating fund governance, asset liability management and experience studies.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A1 Composition of the Board (continued)

The profiles of the existing Board members are as follows: (continued)

Tang Loo Chuan – Non-Independent Non-Executive Director (continued)

Working Experience: (continued)

Since January 2015, he has been the Senior Vice President of the Life Actuarial Department of Tokio Marine Asia Pte. Ltd. ("TMA"). He is also a corporate representative of Tokio Marine Life Insurance Singapore Ltd ("TMLS") in the Company. Mr. Tang oversees, among other things, product pricing, capital management policy, investment policy, participating fund governance and experience studies. He is a member of the executive committee of TMA, and investment committee of TMLS. He also plays a regional role in establishing the business strategies for the Tokio Marine Group engaged in life insurance business.

Mr. Tang currently holds directorships in a number of life insurance companies, namely PT Tokio Marine Life Insurance Indonesia, Tokio Marine Life Insurance (Thailand) Public Company Limited and Edelweiss Tokio Life Insurance Company Limited.

None of the Directors hold any share in the Company.

All Directors had attended the in-house orientation and education programmes within 3 months from his/her date of appointment and the Financial Institutions Directors' Education Programme developed by BNM and Perbadanan Insurans Deposit Malaysia in collaboration with the International Centre for Leadership in Finance within one year from his/her date of appointment.

In order to keep the Directors abreast with the dynamic and complex business environments as well as new statutory and regulatory requirements, all Directors had attended the briefing on Malaysian Financial Reporting Standards ("MFRS") 9 and MFRS 17 for insurers organised by the Company during the financial year.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A2 Board Meetings

The Board held six (6) meetings during the financial year and the attendance of the existing Board members was as follows:

<u>Board of Directors</u>	<u>Number of meetings attended</u>
Tan Sri Dato' Dr Yahya Bin Awang	6/6
Leong Kam Weng	6/6
Chuah Sue Yin	6/6
Tang Loo Chuan	6/6

A3 Board Committees

The Board has established the following four (4) Board Committees operating on the terms of reference approved by the Board, to assist the Board in the execution of its responsibilities.

Nominating Committee ("NC")

The composition of the NC as at the date of this report are as follows:

Leong Kam Weng	Chairman, Independent Director
Tan Sri Dato' Dr Yahya Bin Awang	Independent Director
Chuah Sue Yin	Independent Director
Tang Loo Chuan	Non-Independent Non-Executive Director

The NC is responsible for:

- (a) establishing mechanisms for the assessment on the effectiveness of the Board as a whole, the contribution by each Director, the contribution of the Board's various communities, and the performance of the Chief Executive Officer;
- (b) establishing the minimum requirements for the Board and the Chief Executive Officer to perform their responsibilities effectively;
- (c) recommending and assessing the nominees for directorship, the Directors to fill the Board Committees, as well as nominees for the Chief Executive Officer position. This includes assessing Directors and the Chief Executive Officer proposed for re-appointment, before an application for approval is submitted to BNM;

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A3 Board Committees (continued)

Nominating Committee ("NC") (continued)

The NC is responsible for: (continued)

- (d) recommending to the Board the removal of Directors, Chief Executive Officer and key senior officers if they are found to be ineffective, errant or negligent in discharging their duties;
- (e) ensuring Directors, Chief Executive Officer and Company Secretary are assessed under the Fit and Proper requirements at time of appointment, on an annual basis or as and when circumstance changed that may affect the ability to meet the minimum requirements;
- (f) assisting the Board in regular review of succession plans for the Board and Board Committees; and
- (g) ensuring that all Directors undergo appropriate induction programmes and receive continuous training.

The detailed terms of reference of the NC is set out in the Board Charter, which is available at the website, www.tokiomarine.com.

The NC held three (3) meetings during the financial year and the attendance of the existing NC members was as follows:

<u>Members of the NC</u>	<u>Number of meetings attended:</u>
Leong Kam Weng	3/3
Tan Sri Dato' Dr Yahya Bin Awang	3/3
Chuah Sue Yin	3/3
Tang Loo Chuan	3/3

Remuneration Committee ("RC")

The composition of the RC as at the date of this report are as follows:

Leong Kam Weng	Chairman, Independent Director
Tan Sri Dato' Dr Yahya Bin Awang	Independent Director
Chuah Sue Yin	Independent Director
Tang Loo Chuan	Non-Independent Non-Executive Director

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CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A3 Board Committees (continued)

Remuneration Committee ("RC") (continued)

The RC is responsible for:

- (a) recommending and periodically review the remuneration of directors on the Board, particularly on whether the remuneration remains appropriate to each director's contribution, taking into account the level of expertise, commitment and responsibilities undertaken; and
- (b) recommending and periodically review the remuneration framework for the Company, where the framework should:
 - be in line with the business and risk strategies, corporate values and long-term interests of the Company;
 - promote prudent risk-taking behaviour and encourage individuals to act in the interests of the Company as a whole, taking into account the interests of customers; and
 - be designed and implemented with input from the control functions and the Risk Management and Compliance Committee to ensure that risk exposures and risk outcomes are adequately considered.

The detailed terms of reference of the RC is set out in the Board Charter, which is available at the website, www.tokiomarine.com.

The RC held three (3) meeting during the financial year and the attendance of the existing RC members was as follows:

<u>Members of the RC</u>	<u>Number of meetings attended</u>
Leong Kam Weng	3/3
Chuah Sue Yin	3/3
Tang Loo Chuan	3/3
Tan Sri Dato' Dr Yahya Bin Awang	3/3

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A3 Board Committees (continued)

Audit Committee ("AC")

The composition of the AC as at the date of this report are as follows:

Leong Kam Weng	Chairman, Independent Director
Tan Sri Dato' Dr Yahya Bin Awang	Independent Director (appointed on 28 September 2017)
Chuah Sue Yin	Independent Director

The AC is established pursuant to the requirements of BNM/RH/PD/029-9: Guidelines on Corporate Governance to assist the Board in fulfilling its oversight responsibilities by reviewing the financial information that will be provided to stakeholders, the system of internal controls that the management and the Board have established and the audit processes. In doing so, the AC is providing an avenue for external and internal auditors to effectively voice their findings.

The AC is responsible for:

- (a) appointing the external auditors having regarded their independence, nature and scope of audit, as well as approving any provision of non-audit services by them where required;
- (b) reviewing the financial statements of the Company, including the discussion of the results and findings arising from the external audits;
- (c) considering any related-party transactions that may arise within the Company or Tokio Marine group of companies;
- (d) reviewing the adequacy of the scope, functions and resources of internal audit function, including assessing the necessary authority and performance of its members; and
- (e) reviewing the internal audit programme and findings of the internal audit process and where necessary, ensuring that appropriate actions are taken on the recommendations of internal audit function.

The detailed terms of reference of the AC is set out in the Board Charter, which is available at the website, www.tokiomarine.com.

The AC held four (4) meetings during the financial year and the attendance of the existing AC members was as follows:

<u>Members of the AC</u>	<u>Number of meetings attended</u>
Leong Kam Weng	4/4
Chuah Sue Yin	4/4
Tan Sri Dato' Dr Yahya Bin Awang	2/2*

* 2 out of 2 meetings held after his appointment as a member of the AC on 28 September 2017.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A3 Board Committees (continued)

Risk Management and Compliance Committee ("RMCC")

The composition of the RMCC as at the date of this report are as follows:

Chuah Sue Yin	Chairperson, Independent Director
Tan Sri Dato' Dr Yahya Bin Awang	Independent Director
Leong Kam Weng	Independent Director
Tang Loo Chuan	Non-Independent Non-Executive Director

The RMCC is responsible for:

- (a) reviewing and recommending risk management strategies, policies, risk appetite and risk tolerance for the Board's approval;
- (b) reviewing and assessing the adequacy of risk management policies and framework for identifying, measuring, monitoring and controlling risks as well as to the extent to which these are operating effectively;
- (c) reviewing reports from management on risk exposure, risk portfolio composition and risk management activities and ensure that these are within the risk appetite set by the Board;
- (d) reviewing and evaluating the adequacy of the compliance management framework in the Company;
- (e) reviewing the management of any compliance incidents reported to and managed by the management as well as to provide oversight on compliance reporting requirements; and
- (f) ensuring that adequate infrastructure, resources and systems are in place for effective compliance management and risk management. This includes ensuring that the staff responsible for managing compliance and risk management are duly empowered to perform their responsibilities independently.

The detailed terms of reference of the RMCC is set out in the Board Charter, which is available at the website, www.tokiomarine.com.

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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

A. BOARD OF DIRECTORS (CONTINUED)

A3 Board Committees (continued)

Risk Management and Compliance Committee ("RMCC") (continued)

The RMCC held four (4) meetings during the financial year and the attendance of the existing RMCC members was as follows:

<u>Members of the RMCC</u>	<u>Number of meetings attended</u>
Chuah Sue Yin	4/4
Tan Sri Dato' Dr Yahya Bin Awang	4/4
Leong Kam Weng	4/4
Tang Loo Chuan	4/4

The RMCC is supported by the Company's Senior Management, the Compliance Department and the Risk Management Department.

B. INTERNAL CONTROL FRAMEWORK

B1 Responsibility

The Board is responsible for the adequacy and integrity of the Company's risk management and internal control framework, including policies and procedures for compliance with applicable laws, regulations, rules, directives and guidelines. The framework is established to manage rather than eliminate risks and is designed to provide reasonable assurance against any occurrence of loss or non-compliances.

At the Board level, the responsibilities for the oversight of the risk management and internal control framework have been delegated to the Board RMCC and Board AC. The responsibilities are clearly defined in the respective committees' Terms of Reference.

B2 Authority & Responsibility

The Management Committee of the Company, led by the Chief Executive Officer, is responsible for implementation of the risk management and internal control framework. The Company has clearly defined lines of authority to supervise and monitor the business operations of the Company. Limits of authority have been established and approved by the Board. Various sub-committees have been formed to manage specific areas such as Asset & Liability Management, Claims, Underwriting, Information Technology ("IT") and Business Continuity. Roles and responsibilities for each committee are clearly defined in the respective committees' terms of reference.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

B. INTERNAL CONTROL FRAMEWORK (CONTINUED)

B3 Planning, Monitoring & Reporting

The Company undergoes a strategic planning and budgeting process to establish the annual business plan and performance targets which is recommended to the Board for approval. The Management Committee is responsible for ensuring the targets are met as well as adherence to established policies and procedures. Financial and operational reports are reviewed by the Management Committee on a monthly basis to allow timely response and actions to mitigate any potential risks. Reports are tabled and presented to the Board at least quarterly highlighting the performance of the Company as well as any updates on risk management, compliance and audit matters.

B4 Policies & Procedures

Policies and procedures have been established to ensure adequacy of internal controls as well as compliance with relevant laws and regulations. These policies and procedures are reviewed periodically to ensure the documents continue to be updated and aligned with business strategies and processes. The effectiveness in implementation of the policies and procedures is regularly reviewed by the governance functions of the Company. Key policies that have been established for the purpose of governance include the Risk Management Framework and Compliance Policy.

The key policies and procedures for:

(i) Risk Management function

- Risk Management Framework ("RMF");
- Risk Appetite Framework ("RAF");
- Internet Insurance Risk Management Framework ("IIRMF");
- Operational Risk Management Framework ("ORMF"); and
- Business Continuity Management related policies and procedures ("BCM Documents").

These frameworks/policies are reviewed annually or from time to time to ensure continued relevance and to reflect latest regulatory and group requirements.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

B. INTERNAL CONTROL FRAMEWORK (CONTINUED)

B4 Policies & Procedures (continued)

(i) Risk Management function (continued)

During the financial year, the following key changes were made:

- For RMF, the operational risk management roles and responsibilities for Board, Senior Management, Risk Management Department and Internal Audit were updated as specified by BNM Policy Document on Operational Risk which will take effect from May 2018;
- For RAF, the Appendix 1 (Rationale for Risk Tolerance Limits) was updated with the latest statistic in order to ensure all the risk appetites and tolerance limits remain relevant;
- For IIRMF, revision was made to incorporate the risk management framework of e-Project, Super App, e-Claims module of customer portal and TMLM Internet Insurance Portal/Apps;
- ORMF was added as a complement to RMF and for compliance to BNM Policy Document on Operational Risk which will take effect from May 2018 ; and
- For BCM Documents, the Non-IT Recovery Procedures was separated into 27 Departmental BCP/DRP and with greater details;

The revised frameworks/policies were tabled to the Risk Management & Compliance Committee for endorsement before the Board's approval.

(ii) Compliance function

- Compliance Policy;
- Anti-Money Laundering Counter Financing of Terrorism Procedural Manual;
- Anti-Bribery and Corruption Policy;
- Personal Data Protection Policy;
- Fit & Proper Policy; and
- Whistleblowing Policy

These frameworks/policies are reviewed annually or from time to time to ensure continued relevance and to reflect latest regulatory and group requirements. These will be tabled to the Risk Management & Compliance Committee for endorsement before the Board's approval.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

B. INTERNAL CONTROL FRAMEWORK (CONTINUED)

B5 Three Lines of Defense

In accordance with the Company's Risk Management Framework, the Company uses the three lines of defense model to ensure the effectiveness of the risk management and internal control framework. The three lines of defense model provides clarity on roles and responsibilities as well as accountability in management of risk.

Line of Defense	Financial Segregation	Responsibilities
First Line	Risk taking units: Senior Management Business Units	<ul style="list-style-type: none"> Day-to-day management of risks inherent in their business decisions and activities; and Putting in place tools and techniques, including monitoring and reporting, for managing risks in their activities.
Second Line	Independent risk oversight and control units that oversee and review the first line's activities: <ul style="list-style-type: none"> Risk Management Compliance 	<p>Risk Management:</p> <ul style="list-style-type: none"> Responsible for developing the risk management framework, setting policies and methodologies for risk management process. <p>Compliance:</p> <ul style="list-style-type: none"> Responsible for developing and implementing the compliance framework, policies and methodologies for managing compliance risk.
Third Line	Internal Audit	Responsible for providing the Board with independent assurance on the adequacy and effectiveness of risk management process of the first line and risk and compliance functions of the second line.

B6 Internal Audit

Continuous review and assessment of the effectiveness and adequacy of internal controls, which include an independent examination of controls by the Internal Audit function, and ensure corrective action where necessary, is taken on a timely manner.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

C. REMUNERATION POLICY

The Remuneration Policy forms a key component of the governance and incentive structure. This covers all the employees in the Company at the headquarter and branches.

The objectives of the Policy are to:

- serve as a guide for the performance assessment and compensation matters of the employee through which the Board ensures the remuneration is aligned with the culture, objectives and strategy of the Company; and
- attract, develop and retain high performing and motivated employees.

The overall Remuneration Policy for the Company is set to:

- be in line with the business and risk strategies, corporate values and long-term interests of the Company;
- promote prudent risk-taking behaviour and encourage individuals to act in the interests of the Company as a whole, taking into account the interests of its customers; and
- take into account any input from the control functions and the Board RMCC to ensure that risk exposures and risk outcomes are adequately considered.

At the start of the year, the Board reviews, considers and approves the Corporate Key Performance Indicators ("KPI") and performance bonus pool for the year. The KPI is set by taking into account the business and risk strategies, long-term interest, time horizon of risks and corporate values of the Company and the performance bonus pool will depend on the actual achievement rate after the year concluded. The KPI set is measured by financial metrics linked to business growth, distribution strategies and value creation and non-financial metrics linked to customers' (including employees, customers and intermediaries) engagement. In the financial year ended 31 December 2017, new metrics introduced included those linked to capital management, expense management and corporate governance.

Subsequent to the Board's approval, the Chief Executive Officer will cascade the KPI to the direct reports; who then cascade to their respective departments. The KPI shall be set in accordance to the level of accountability, roles and responsibilities of the individual employee.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

C. REMUNERATION POLICY (CONTINUED)

After the financial year ended, the Management will present the performance of the Company against the Corporate KPIs set and the resulting performance bonus pool. Performance bonus is not guaranteed and shall be subject to the performance of the Company, the department and the individual employees. If the Company's performance metrics are weak compared to the Corporate KPIs set, the adjustments will be made accordingly to the performance bonus pool. Staff is appraised against the KPIs set for them. Performance Bonus is linked to the contribution of the department and the individual staff to the overall performance of the Company.

To safeguard the independence and authority of individuals engaged in control functions, the remuneration of such individuals is based principally on the achievement of control functions objectives, and determined in a manner that is independent from the business lines. KPIs of the Appointed Actuary, the Head of Internal Audit, the Head of Risk Management and the Head of Compliance are based on the functions' objectives.

The Company remunerates the staff in the form of cash where the components comprised of fixed salary and variable performance bonus. The variable performance bonus is not guaranteed and is subject to the performance of the Company, the department and the individual employee.

The Company continues to review its Remuneration Policy on an ongoing basis taking into consideration current market practices as well as the guidelines issued by the regulators. There is no change to the Remuneration Policy for the financial year ended 31 December 2017.

As of 31 December 2017, the Company has seventeen (17) (2016: 18) Senior Management members comprising of Chief Executive Officer and his direct reports. No other material risk takers have been identified. The quantitative remuneration disclosure for the Senior Management members for the financial year ended 31 December 2017 is shown in the table below. All the Senior Management members received variable remuneration for the financial year; none of the members receive any guaranteed bonus, severance payments or sign-on award during the financial year. Sign-on award of RM11,010 was awarded to a member for the financial year ended 31 December 2016.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT (CONTINUED)

CORPORATE GOVERNANCE DISCLOSURE (CONTINUED)

C. REMUNERATION POLICY (CONTINUED)

Total value of remuneration awards for the financial year 2017 (RM)		
	Unrestricted	Deferred
Fixed remuneration		
Cash-based	8,869,021	-
Shares and share-linked instruments	-	-
Other	-	-
Variable remuneration		
Cash-based	4,570,619	-
Shares and share-linked instruments	-	-
Other	-	-

Total value of remuneration awards for the financial year 2016 (RM)		
	Unrestricted	Deferred
Fixed remuneration		
Cash-based	8,645,409	-
Shares and share-linked instruments	-	-
Other	-	-
Variable remuneration		
Cash-based	6,432,242 (*)	-
Shares and share-linked instruments	-	-
Other	-	-

* Includes one-off payment of RM2,576,000 to Chief Executive Officer as retention-based payment for 5 years of service.

The quantitative remuneration disclosure for the Chief Executive Officer is shown in Note 21(i) of the financial statements.

FINANCIAL REPORTING

The Board has the overall responsibilities to ensure that accounting records are properly kept and that the Company's financial statements are prepared in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 2016 in Malaysia. The Company meets all prescriptive requirements under this section relating to proper records, annual reports, public disclosure and statutory reporting.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

DIRECTORS' REPORT (CONTINUED)

SUBSIDIARIES

The Company does not have any subsidiaries.

DIRECTORS' INTERESTS IN SHARES

According to the Register of Directors' Shareholdings required to be kept under Section 59 of the Companies Act, 2016, none of the Directors who held office at the end of the financial year held any shares or debentures in the Company or its holding company or subsidiaries of the holding company during the financial year.

DIRECTORS' BENEFITS

During and at the end of the financial year, no arrangements subsisted to which the Company is a party, with the object or objects of enabling Directors of the Company to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate.

Since the end of the previous financial year, no Director of the Company has received or become entitled to receive any benefit (other than Directors' remuneration disclosed in Note 21 to the financial statements) by reason of a contract made by the Company or a related corporation with the Director or with a firm of which the Director is a member, or with a company in which the Director has a substantial financial interest.

DIRECTORS' REMUNERATION

The Directors' remuneration is disclosed in Notes 21 and Notes 27(iii) to the financial statements.

INDEMNITY TO DIRECTORS AND OFFICERS

During the financial year, the total amount of indemnity coverage and insurance premium paid for the Directors and certain officers of the Company were RM10,000,000 and RM20,000 respectively.

IMMEDIATE AND ULTIMATE HOLDING CORPORATION

The Directors regard Tokio Marine Life Insurance Singapore Ltd., a company incorporated in Singapore, as the Company's immediate holding company and Tokio Marine Holdings, Inc., a company incorporated in Japan, as the ultimate holding company.

AUDITORS' REMUNERATION

Details of auditors' remuneration are disclosed in Note 21 to the financial statements. There is no indemnity given or insurance effected for any auditor of the Company.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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DIRECTORS' REPORT (CONTINUED)

AUDITORS

The auditors, PricewaterhouseCoopers PLT (LLP0014401-LCA & AF 1146), have expressed their willingness to continue in office.

PricewaterhouseCoopers PLT (LLP0014401-LCA & AF 1146) was registered on 2 January 2018 and with effect from that date, PricewaterhouseCoopers (AF 1146), a conventional partnership was converted to a limited liability partnership.

This report was approved by the Board of Directors on 16 March 2018. Signed on behalf of the Board of Directors:

LEONG KAM WENG
DIRECTOR

CHUAH SUE YIN
DIRECTOR

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

**STATEMENT BY DIRECTORS
PURSUANT TO SECTION 251(2) OF THE COMPANIES ACT, 2016**

We, Leong Kam Weng and Chuah Sue Yin, two of the Directors of Tokio Marine Life Insurance Malaysia Bhd., state that, in the opinion of the Directors, the financial statements set out on pages 31 to 120 are drawn up so as to give a true and fair view of the financial position of the Company as at 31 December 2017 and financial performance of the Company for the financial year ended 31 December 2017 in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 2016 in Malaysia.

Signed on behalf of the Board of Directors in accordance with their resolution dated 16 March 2018.

LEONG KAM WENG
DIRECTOR

CHUAH SUE YIN
DIRECTOR

**STATUTORY DECLARATION
PURSUANT TO SECTION 251(1)(b) OF THE COMPANIES ACT, 2016**

I, Toi See Jong, the officer primarily responsible for the financial management of Tokio Marine Life Insurance Malaysia Bhd., do solemnly and sincerely declare that the financial statements set out on pages 31 to 120 are, in my opinion, correct, and I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.

TOI SEE JONG

Subscribed and solemnly declared by the abovenamed Toi See Jong at Kuala Lumpur in Malaysia on 16 March 2018.

Before me:

COMMISSIONER FOR OATH

**INDEPENDENT AUDITORS' REPORT
TO THE MEMBER OF TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.**
(Incorporated in Malaysia)
(Company No. 457556-X)

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

Our opinion

In our opinion, the financial statements of Tokio Marine Life Insurance Malaysia Bhd. (“the Company”) give a true and fair view of the financial position of the Company as at 31 December 2017, and of its financial performance and its cash flows for the financial year then ended in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 2016 in Malaysia.

What we have audited

We have audited the financial statements of the Company, which comprise the statement of financial position as at 31 December 2017, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the financial year then ended, and notes to the financial statements, including a summary of significant accounting policies, as set out on pages 31 to 120.

Basis for opinion

We conducted our audit in accordance with approved standards on auditing in Malaysia and International Standards on Auditing. Our responsibilities under those standards are further described in the “Auditors’ responsibilities for the audit of the financial statements” section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence and other ethical responsibilities

We are independent of the Company in accordance with the By-Laws (on Professional Ethics, Conduct and Practice) of the Malaysian Institute of Accountants (“By-Laws”) and the International Ethics Standards Board for Accountants’ Code of Ethics for Professional Accountants (“IESBA Code”), and we have fulfilled our other ethical responsibilities in accordance with the By-Laws and the IESBA Code.

**INDEPENDENT AUDITORS' REPORT
TO THE MEMBER OF TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(CONTINUED)
(Incorporated in Malaysia)
(Company No. 457556-X)**

REPORT ON THE FINANCIAL STATEMENTS (CONTINUED)

Information other than the financial statements and auditors' report thereon

The Directors of the Company are responsible for the other information. The other information comprises Directors' Report, but does not include the financial statements of the Company and our auditors' report thereon.

Our opinion on the financial statements of the Company does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements of the Company, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements of the Company or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Directors for the financial statements

The Directors of the Company are responsible for the preparation of the financial statements of the Company that give a true and fair view in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 2016 in Malaysia. The Directors are also responsible for such internal control as the Directors determine is necessary to enable the preparation of financial statements of the Company that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements of the Company, the Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

INDEPENDENT AUDITORS' REPORT
TO THE MEMBER OF TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(CONTINUED)
(Incorporated in Malaysia)
(Company No. 457556-X)

REPORT ON THE FINANCIAL STATEMENTS (CONTINUED)

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements of the Company as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with approved standards on auditing in Malaysia and International Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with approved standards on auditing in Malaysia and International Standards on Auditing, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- (a) Identify and assess the risks of material misstatement of the financial statements of the Company, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- (b) Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- (c) Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors.
- (d) Conclude on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements of the Company or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- (e) Evaluate the overall presentation, structure and content of the financial statements of the Company, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

**INDEPENDENT AUDITORS' REPORT
TO THE MEMBER OF TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(CONTINUED)
(Incorporated in Malaysia)
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REPORT ON THE FINANCIAL STATEMENTS (CONTINUED)

Auditors' responsibilities for the audit of the financial statements (continued)

We communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

OTHER MATTERS

This report is made solely to the members of the Company, as a body, in accordance with Section 266 of the Companies Act, 2016 in Malaysia and for no other purpose. We do not assume responsibility to any other person for the content of this report.

PRICEWATERHOUSECOOPERS PLT
LLP0014401-LCA & AF 1146
Chartered Accountants

MANJIT SINGH A/L HAJANDER SINGH
02954/03/2019 J
Chartered Accountant

Kuala Lumpur
16 March 2018

Company No.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2017

	<u>Note</u>	<u>2017</u> RM'000	<u>2016</u> RM'000
ASSETS			
Property, plant and equipment	3	167,493	163,228
Investment properties	4	148,408	149,599
Intangible assets	5	69,443	97,711
Financial investments			
Available-for-sale ("AFS") financial assets	6a	5,489,109	5,016,202
Fair value through profit or loss ("FVTPL") financial assets	6b	813,666	643,610
Held-to-maturity ("HTM") financial assets	6c	961,325	931,497
Loans and receivables ("LAR")	6d	477,247	508,383
Insurance receivables	7	31,252	43,323
Other receivables	8	19,670	7,051
Cash and cash equivalents		302,254	318,198
TOTAL ASSETS		<u>8,479,867</u>	<u>7,878,802</u>
EQUITY, POLICYHOLDERS' FUNDS AND LIABILITIES			
Share capital	9	226,000	226,000
Retained earnings	10	570,809	493,354
Available-for-sale reserve		13,782	(536)
Asset revaluation reserve		3,296	2,889
TOTAL EQUITY		<u>813,887</u>	<u>721,707</u>
Insurance contract liabilities	11	6,908,297	6,449,420
Insurance payables	12	474,768	473,479
Other payables	13	61,967	53,308
Provision for agency long association benefits	14	28,529	27,486
Current tax liabilities		6,434	6,363
Deferred tax liabilities	15	185,985	147,039
TOTAL POLICYHOLDERS' FUNDS AND LIABILITIES		<u>7,665,980</u>	<u>7,157,095</u>
TOTAL EQUITY, POLICYHOLDERS' FUNDS AND LIABILITIES		<u>8,479,867</u>	<u>7,878,802</u>

The accompanying notes form an integral part of these financial statements.

Company No.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

STATEMENT OF COMPREHENSIVE INCOME
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2017

	<u>Note</u>	<u>2017</u> RM'000	<u>2016</u> RM'000
Gross earned premium revenue		1,148,877	1,086,768
Premiums ceded to reinsurers		(78,729)	(73,134)
Net earned revenue		<u>1,070,148</u>	<u>1,013,634</u>
Investment income	16	330,493	305,005
Net realised gains	17	33,979	18,943
Net fair value gains	18	88,474	31,416
Fee income	19	-	48
Other income		<u>452,946</u>	<u>355,412</u>
Gross benefits and claims paid		(928,873)	(870,027)
Claims ceded to reinsurers		64,161	66,662
Gross change to insurance contract liabilities		(255,573)	(175,652)
Net insurance benefits and claims		<u>(1,120,285)</u>	<u>(979,017)</u>
Commission and agency expenses		(108,958)	(114,797)
Management expenses	21	(162,040)	(155,554)
Other operating (expenses)/income – net	20	(2,688)	172
Other expenses		<u>(273,686)</u>	<u>(270,179)</u>
Profit before taxation		129,123	119,850
Taxation	22	(46,668)	(44,485)
Net profit for the financial year		<u><u>82,455</u></u>	<u><u>75,365</u></u>

The accompanying notes form an integral part of these financial statements.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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STATEMENT OF COMPREHENSIVE INCOME
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

	<u>Note</u>	<u>2017</u> RM'000	<u>2016</u> RM'000
Other comprehensive income:			
<u>Items that will be reclassified subsequently to profit or loss</u>			
Fair value change on available-for-sale financial assets:			
Net gains arising during the financial year		242,982	22,851
Realised gains transferred to profit or loss		(44,057)	(27,033)
Impairment losses transferred to profit or loss		15,427	16,536
Tax effects thereon		(17,315)	(915)
		<hr/>	<hr/>
Fair value gains, net of tax		197,037	11,439
Change in insurance contract liabilities arising from net fair value gains	11	(182,719)	(7,541)
		<hr/>	<hr/>
Net fair value change		14,318	3,898
		<hr/>	<hr/>
<u>Items that will not be reclassified subsequently to profit or loss</u>			
Asset revaluation reserve:			
Gross asset revaluation surplus	3	5,668	-
Tax effects thereon		(453)	1,732
		<hr/>	<hr/>
Asset revaluation surplus, net of tax		5,215	1,732
Change in insurance contract liabilities arising from net asset revaluation surplus	11	(4,808)	(1,642)
		<hr/>	<hr/>
Net asset revaluation surplus		407	90
		<hr/>	<hr/>
Total other comprehensive income		14,725	3,988
		<hr/>	<hr/>
Total comprehensive income for the financial year		97,180	79,353
		<hr/> <hr/>	<hr/> <hr/>
Basic earnings per share (sen)	23	36.48	33.35
		<hr/> <hr/>	<hr/> <hr/>

The accompanying notes form an integral part of these financial statements.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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STATEMENT OF CHANGES IN EQUITY
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2017

	Note	Number of shares '000	Nominal value RM'000	Available -for-sale reserve RM'000	Asset revaluation reserve RM'000	Retained earnings* RM'000	Total RM'000
Issued and fully paid ordinary shares: At 1 January 2016		226,000	226,000	(4,434)	2,799	417,989	642,354
Total comprehensive income for the financial year		-	-	3,898	90	75,365	79,353
At 31 December 2016		<u>226,000</u>	<u>226,000</u>	<u>(536)</u>	<u>2,889</u>	<u>493,354</u>	<u>721,707</u>
			Share capital RM'000	Available -for-sale reserve RM'000	Asset revaluation reserve RM'000	Retained earnings* RM'000	Total RM'000
Issued and fully paid ordinary shares: At 1 January 2017			226,000	(536)	2,889	493,354	721,707
Total comprehensive income for the financial year			-	14,318	407	82,455	97,180
Dividend paid	24		-	-	-	(5,000)	(5,000)
At 31 December 2017			<u>226,000</u>	<u>13,782</u>	<u>3,296</u>	<u>570,809</u>	<u>813,887</u>

* Included in the retained earnings as at 31 December 2017 is unallocated surplus in the non-discretionary participation features ("non-DPF") fund (net of deferred tax) of RM540,994,000 (2016: RM479,678,000). These amounts are only distributable upon the actual recommended transfer from non-DPF fund to the Shareholders' Fund by the Appointed Actuary.

The accompanying notes form an integral part of these financial statements.

Company No.

457556

X

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

STATEMENT OF CASH FLOWS
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2017

	<u>2017</u>	<u>2016</u>
	RM'000	RM'000
CASH FLOWS FROM OPERATING ACTIVITIES		
Net profit for the financial year	82,455	75,365
Adjustments:		
Investment income	(330,493)	(305,005)
Realised gains of AFS financial assets	(48,823)	(35,479)
Fair value gains of FVTPL financial assets	(88,837)	(21,784)
Fair value losses/(gains) of investment properties	335	(9,662)
Loss on early redemption of HTM financial assets	28	30
Depreciation of property, plant and equipment	4,706	4,871
Write-offs of property, plant and equipment	96	12
Gain on disposal of property, plant and equipment	(118)	-
Gain on disposal of investment properties	(465)	-
Amortisation of intangible assets	31,671	29,624
Impairment of AFS financial assets	15,427	16,536
Write-back of impairment of insurance receivables	(1,739)	(752)
Write-offs of loan receivables	3,001	-
Write-offs of insurance receivables	-	349
Write-offs of other receivables	7	-
Impairment loss of other receivables	1,322	587
Provision for agency long association benefits	5,249	4,227
Taxation	46,668	44,485
Changes in working capital:		
Purchases of financial assets	(1,444,004)	(1,397,463)
Proceeds from maturity or disposal of financial assets	1,108,463	1,084,213
Decrease in fixed and call deposits	-	17,899
Decrease/(increase) in loans	28,135	(364)
Decrease/(increase) in insurance receivables	13,810	(13,346)
(Increase)/decrease in other receivables	(1,135)	3,134
Increase in insurance contract liabilities	271,352	201,141
Increase in insurance payables	1,289	35,411
(Decrease)/increase in other payables	(577)	3,205
	<u>(302,177)</u>	<u>(262,766)</u>
Dividend income received	61,807	52,597
Interest income received	262,957	265,615
Rental income received	1,723	3,110
Agency long association benefits paid	(4,206)	(4,625)
Income tax paid	(25,418)	(22,956)
	<u>(5,314)</u>	<u>30,975</u>
Net cash (outflows)/inflows from operating activities	<u>(5,314)</u>	<u>30,975</u>

Company No.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

STATEMENT OF CASH FLOWS
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

	<u>Note</u>	<u>2017</u> RM'000	<u>2016</u> RM'000
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(4,473)	(7,699)
Proceeds from disposal of property, plant and equipment		1,341	-
Proceeds from disposal of investment properties		961	-
Purchase of intangible assets		(3,459)	(14,769)
Purchase of investment properties		-	(1,290)
		<hr/>	<hr/>
Net cash outflows from investing activities		(5,630)	(23,758)
		<hr/>	<hr/>
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividends paid	24	(5,000)	-
		<hr/>	<hr/>
Net cash outflows from financing activities		(5,000)	-
		<hr/>	<hr/>
Net (decrease)/increase in cash and cash equivalents		(15,944)	7,217
Cash and cash equivalents at 1 January		318,198	310,981
		<hr/>	<hr/>
Cash and cash equivalents at 31 December		302,254	318,198
		<hr/> <hr/>	<hr/> <hr/>
Cash and cash equivalents comprise:			
Cash and bank balances		33,450	38,870
Fixed and call deposits with maturity of less than three months		268,804	279,328
		<hr/>	<hr/>
		302,254	318,198
		<hr/> <hr/>	<hr/> <hr/>

The accompanying notes form an integral part of these financial statements.

Company No.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017

1 PRINCIPAL ACTIVITIES AND GENERAL INFORMATION

The Company is principally engaged in the underwriting of all classes of life insurance business, including investment-linked business. There were no significant change in the nature of this activity during the financial years relevant to these financial statements.

The Company is a public limited liability company, incorporated and domiciled in Malaysia. The registered office of the Company is located at Level 7, Menara Tokio Marine Life, 189 Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia. The principal place of business of the Company is located at Ground Floor, Menara Tokio Marine Life, 189 Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia.

The Directors regard Tokio Marine Life Insurance Singapore Ltd., a company incorporated in Singapore, as the Company's immediate holding company and Tokio Marine Holdings, Inc., a company incorporated in Japan, as the ultimate holding company.

2 SIGNIFICANT ACCOUNTING POLICIES

The following accounting policies have been used consistently in dealing with items which are considered material in relation to the financial statements.

2.1 Basis of Preparation

The financial statements of the Company have been prepared in accordance with Malaysian Financial Reporting Standards ("MFRS") and International Financial Reporting Standards ("IFRS").

Insurance liabilities have been computed in accordance with the valuation methods specified in the RBC Framework issued by BNM. The Company has met the minimum capital requirements as prescribed by the RBC Framework as at the date of the statement of financial position.

The preparation of financial statements in conformity with MFRS requires the Directors to exercise their judgement in the process of applying the Company's accounting policies. It also requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reported financial year. Although these estimates are based on the Directors' best knowledge of current events and actions, actual results could differ from those estimates. Critical accounting estimates and assumptions used that are significant to the financial statements, and areas involving a higher degree of judgement or complexity, are disclosed in Note 2.3 to the financial statements.

The financial statements are presented in Ringgit Malaysia ("RM") and all values are rounded to the nearest thousand ("RM'000") except when otherwise indicated.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2.2 Summary of Significant Accounting Policies

(a) Property, plant and equipment

Property, plant and equipment are initially stated at cost. Land and buildings are subsequently shown at fair value less accumulated depreciation and impairment losses. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the assets, and the net amount is restated to the revalued amount of the asset. All other property, plant and equipment are stated at cost less accumulated depreciation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to profit or loss during the financial year in which they are incurred.

Property, plant and equipment are initially stated at cost, net of the amount of goods and services tax ("GST"), except where the amount of GST incurred is not recoverable from the government. When the amount of GST incurred is not recoverable from the government, the GST is recognised as part of the cost of acquisition of the property, plant and equipment.

Surpluses arising on revaluation are credited to revaluation reserve. Any deficit arising from revaluation is charged against the revaluation reserve to the extent of a previous surplus held in the revaluation reserve for the same asset. In all other cases, a decrease in carrying amount is charged to profit or loss.

Freehold land is not depreciated as it has an infinite life. Depreciation is provided so as to write off the cost of other property, plant and equipment on a straight line basis to allocate their cost to their residual values over the expected useful lives of the assets. The expected useful lives of the assets are summarised as follows:

Motor vehicles	5 years
Office equipment, furniture and fittings	10 years
Computer equipment	4 years
Renovation	10 years
Leasehold land	Lease period ranging from 51 to 913 years
Leasehold buildings	Lease period subject to a maximum of 50 years
Freehold buildings	50 years

Company No.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
(Incorporated in Malaysia)

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(a) Property, plant and equipment (continued)

At each date of the statement of financial position, the Company assesses whether there is any indication of impairment. If such indications exist, an analysis is performed to assess whether the carrying amount of the asset is fully recoverable. A write down is made if the carrying amount exceeds the recoverable amount. See accounting policy Note 2.2(d) on impairment of non-financial assets.

Gains and losses on disposals are determined by comparing proceeds with carrying amounts and are credited or charged to profit or loss. On disposal of revalued assets, amounts in revaluation reserve relating to those assets are transferred to retained earnings.

(b) Investment properties

Investment properties, comprising principally land and buildings, are held for long-term rental yields or for capital appreciation or both, and are not occupied by the Company.

Investment properties are initially stated at cost including related and incidental expenditure incurred, and are subsequently carried at fair value, representing open market value determined by independent professional valuers. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. The fair values of investment properties are reviewed annually by an independent professional valuer. Valuations are performed as of the financial position date by professional valuers who hold recognised and relevant professional qualifications and have recent experience in the location and category of the investment property being valued. Changes in fair values are recognised in profit or loss.

On disposal of an investment property, or when it is permanently withdrawn from use and no future economic benefits are expected from its disposal, it shall be derecognised (eliminated from the statement of financial position). The difference between the net disposal proceeds and the carrying amount is recognised in profit or loss in the financial year of the retirement or disposal.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(c) Intangible assets

All intangible assets are stated at cost less accumulated amortisation and impairment losses.

(i) Computer software

Where computer software is not an integral part of a related item of computer hardware, the software is treated as an intangible asset. Capitalised internal-use software costs include external direct costs of materials and services consumed in developing or obtaining the software, payroll and payroll-related costs for employees who are directly associated with and who devote substantial time to the project. Capitalisation of these costs ceases no later than the point at which the project is substantially completed and ready for its intended purpose. These costs are amortised over their expected useful life of 4 years on a straight-line basis, with the useful lives being reviewed annually.

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Company are recognised as intangible assets when the following criteria are met:

- (i) it is technically feasible to complete the software product so that it will be available for use;
- (ii) management intends to complete the software product and use or sell it;
- (iii) there is an ability to use or sell the software product;
- (iv) it can be demonstrated how the software product will generate probable future economic benefits;
- (v) adequate technical, financial and other resources to complete the development and to use or sell the software product are available; and
- (vi) the expenditure attributable to the software product during its development can be reliably measured.

The assets are reviewed for impairment whenever events or changes in circumstances indicate the carrying amount may not be recoverable. See accounting policy Note 2.2(d) on impairment of non-financial assets.

(ii) Exclusive bancassurance agreement

The exclusive bancassurance agreement provides the Company with an exclusive right to the use of the bancassurance network of a bank. The fee for this right is amortised over its useful life of 5 years using the straight line method. The asset is reviewed for impairment whenever events or changes in circumstances indicate the carrying amount may not be recoverable. See accounting policy Note 2.2(d) on impairment of non-financial assets.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(d) Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment.

Assets that are subject to amortisation are reviewed for impairment losses, whenever events or changes in circumstances indicate that the carrying amount may be impaired. An impairment loss is recognised for the amount by which the carrying value of the asset exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and the value in use. Recoverable amount is estimated for an individual asset, or, if it is not possible, for the cash-generating unit. Assets that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

An impairment loss is charged to profit or loss immediately.

A subsequent increase in the recoverable amount of an asset is treated as reversal of the previous impairment loss and is recognised to the extent of the carrying amount of the asset that would have been determined (net of amortisation and depreciation) had no impairment loss been recognised. The reversal is recognised in profit or loss immediately.

(e) Financial investments

The Company classifies its investments into financial assets at FVTPL, HTM financial assets, LAR and AFS financial assets.

The classification depends on the purpose for which the investments were acquired or originated. Management determines the classification of its investments at initial recognition.

All regular way purchases and sales of financial assets are recognised on the trade date which is the date that the Company commits to purchase or sell the asset. Regular way purchases or sales of financial assets require delivery of assets within the period generally established by regulation or convention in the market place.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(e) Financial investments (continued)

(i) Financial assets at FVTPL

Financial assets at FVTPL include held-for-trading (“HFT”) financial assets and those designated at FVTPL at inception. Investments typically bought with the intention to sell in the near future are classified as HFT. For investments designated at FVTPL, the following criteria must be met:

- the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on a different basis, or
- the assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

These investments are initially recorded at fair value. Subsequent to initial recognition, these investments are remeasured at fair value. Fair value adjustments and realised gains and losses are recognised in profit or loss.

(ii) HTM financial assets

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as HTM when the Company has the positive intention and ability to hold until maturity. These investments are initially recognised at fair value. After initial measurement, HTM financial assets are measured at amortised cost, using the effective yield method, less impairment losses. Gains and losses are recognised in profit or loss when the investments are derecognised or impaired, as well as through the amortisation process.

(iii) LAR

LAR are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These investments are initially recognised at fair value. After initial measurement, LAR are measured at amortised cost, using the effective yield method, less impairment losses. Gains and losses are recognised in profit or loss when the investments are derecognised or impaired, as well as through the amortisation process.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(e) Financial investments (continued)

(iv) AFS financial assets

AFS financial assets are non-derivative financial assets that are designated as available-for-sale or are not classified in any of the three preceding categories. These investments are initially recorded at fair value. After initial measurement, AFS financial assets are remeasured at fair value.

Fair value gains and losses of monetary and non-monetary securities are reported as a separate component of equity until the investment is derecognised or investment is determined to be impaired. Fair value gains and losses of monetary securities denominated in a foreign currency are analysed between translation differences resulting from changes in amortised cost of the security and other changes in the carrying amount of the security. The translation differences on monetary securities are recognised in profit or loss; translation differences on non-monetary securities are reported as a separate component of equity until the investment is derecognised.

On derecognition or impairment, the cumulative fair value gains and losses previously reported in equity is transferred to profit or loss.

(f) Fair value of financial instruments

A financial instrument is any contract that gives rise to both a financial asset of one enterprise and a financial liability or equity instrument of another enterprise.

A financial asset is any asset that is cash, a contractual right to receive cash or another financial asset from another enterprise, a contractual right to exchange financial instruments with another enterprise under conditions that are potentially favourable, or an equity instrument of another enterprise.

A financial liability is any liability that is a contractual obligation to deliver cash or another financial asset to another enterprise, or to exchange financial instruments with another enterprise under conditions that are potentially unfavourable.

The fair value of financial instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices for assets and offer prices for liabilities, at the close of business on the date of the statement of financial position.

For investments in unit and real estate investment trusts, fair value is determined by reference to published bid values.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(f) Fair value of financial instruments (continued)

For financial instruments where there is not an active market, the fair value is determined by using valuation techniques. Such techniques include using recent arm's length transactions, reference to the current market value of another instrument which is substantially the same, discounted cash flow analysis and/or option pricing models making maximum use of market inputs and relying as little as possible on entity-specific inputs. For discounted cash flow techniques, estimated future cash flows are based on management's best estimates and the discount rate used is a market related rate for a similar instrument.

Certain financial instruments are valued using pricing models that consider, among other factors, contractual and market prices, co-relation, time value of money, credit risk, yield curve volatility factors and/or prepayment rates of the underlying positions. The use of different pricing models and assumptions could produce materially different estimates of fair values.

The fair value of floating rate and over-night deposits with financial institutions is their carrying value. The carrying value is the cost of the deposit/placement and accrued interest/profit. The fair value of fixed interest/yield-bearing deposits is estimated using discounted cash flow techniques. Expected cash flows are discounted at current market rates for similar instruments at the date of the statement of financial position.

If investment in equity instruments do not have a quoted market price in an active market and whose fair value cannot be measured reliably, these financial instruments are measured at cost, being the fair value of the consideration paid for the acquisition of the instrument or the amount received on issuing the financial liability. All transaction costs directly attributable to the acquisition of financial assets are also included in the cost of the financial assets except for FVTPL financial assets, where the transaction cost are expensed in profit or loss as they are incurred.

The carrying values of financial assets and financial liabilities with maturity period of less than one year are assumed to approximate their fair values.

(g) Offsetting of financial assets and financial liabilities

As at 31 December 2017, the Company does not offset its financial assets with financial liabilities.

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liability simultaneously. Income and expense will not be offset in profit or loss unless required or permitted by any accounting standard or interpretation, as specifically disclosed in the accounting policies of the Company.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(h) Impairment of financial instruments

The Company assesses at each date of the statement of financial position whether there is objective evidence that a security is impaired. A security is impaired and impairment losses are incurred if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the security that can be reliably estimated.

(i) Financial assets carried at amortised cost

If there is objective evidence that an impairment loss on assets carried at amortised cost has been incurred, the amount of the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not been incurred) discounted at the financial asset's original effective interest rate/yield. The carrying amount of the asset is reduced and the loss is recorded in profit or loss.

The Company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment. The impairment assessment is performed at each date of the statement of the financial position.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in profit or loss, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

(ii) Financial assets carried at fair value

If an AFS financial asset is impaired, an amount comprising the difference between its cost (net of any principal repayment and amortisation) and its current fair value, less any impairment loss previously recognised in profit or loss, is transferred from other comprehensive income to profit or loss. Reversals in respect of equity instruments classified as AFS are not recognised in profit or loss. Reversals of impairment losses on debt instruments classified as AFS are reversed through profit or loss if the increase in the fair value of the instruments can be objectively related to an event occurring after the impairment losses were recognised in profit or loss.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(i) Derecognition of financial assets

Financial assets are derecognised when the rights to receive cash flows from them have expired or where they have been transferred and the Company has also transferred substantially all risks and rewards of ownership.

(j) Insurance contracts

The Company issues contracts that transfer mainly insurance risk.

Insurance risk is the risk other than financial risk. Financial risk is the risk of a possible future change in one or more of a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of price or rate, credit rating or credit index or other variable, provided in the case of a non-financial variable that the variable is not specific to a party to the contract.

Insurance contracts are those contracts that transfer significant insurance risk. An insurance contract is a contract under which the Company (the insurer) has accepted significant insurance risk from another party (the policyholders) by agreeing to compensate the policyholders if a specified uncertain future event (the insured event) adversely affects the policyholders. Such contracts may also transfer financial risk. As a general guideline, the Company determines whether it has significant insurance risk, by comparing benefits paid with benefits payable if the insured event did not occur.

Investment contracts are those contracts that do not transfer significant insurance risk. Currently, the Company does not issue any investment contracts.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its life-time, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expired.

Insurance contracts are further classified as being either with or without discretionary participation features ("DPF"). DPF is a contractual right to receive, as a supplement to guaranteed benefits, additional benefits that are:

- likely to be a significant portion of the total contractual benefits;
- whose amount or timing is contractually at the discretion of the issuer; and
- that are contractually based on the:
 - (i) performance of a specified pool of contracts or a specified type of contract;
 - (ii) realised and/or unrealised investment returns on a specified pool of assets held by the issuer; or
 - (iii) the profit or loss of the Company, fund or other entity that issues the contract.

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(j) Insurance contracts (continued)

Local statutory regulations and the terms and conditions of these contracts set out the bases for the determination of the amounts on which the additional discretionary benefits are based (the DPF surplus) and within which the Company may exercise its discretion as to the quantum and timing of their payment to contract holders. At least 90% of the surplus must be attributed to the contract holders as a group (which can include future contract holders), while the amount and timing of the distribution to individual contract holders is at the discretion of the Company, approved by the Board of Directors based on the advice of the Appointed Actuary.

The recognition and measurement of the insurance contracts are set out in Note 2.2(l) and Note 2.2(n).

(k) Reinsurance

Contracts entered into by the Company with reinsurers under which the Company is compensated for losses on one or more contracts issued by the Company and that meet the classification requirements for insurance contracts in Note 2.2(j) to the financial statements are classified as ceded reinsurance contracts.

Premium ceded and claims reimbursed are recognised in the same accounting period as the original policies to which the reinsurance relates.

The benefits to which the Company is entitled under its reinsurance contracts are recognised as reinsurance assets. Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision or settled claims associated with the reinsurer's policies and are in accordance with the related reinsurance contracts.

Ceded reinsurance arrangements do not relieve the Company from its obligations to policyholders. Premiums and claims are presented on a gross basis for both ceded and assumed reinsurance.

Reinsurance assets are reviewed for impairment at each reporting date or more frequently when an indication of impairment arises during the reporting period. An allowance for impairment loss is established using the same method used for all financial assets carried at amortised cost. These processes are described in Note 2.2(h) to the financial statements.

Reinsurance assets or liabilities are derecognised when the contractual rights are extinguished or expired or when the contract is transferred to another party.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(l) Life insurance contracts

Premiums

Premium income is recognised as soon as the amount of the premium can be reliably measured. First premium is recognised from inception date and subsequent premium is recognised when it is due.

At the end of the financial year, all due premiums are accounted for to the extent that they can be reliably measured.

Premium income of the investment-linked funds is in respect of the net creation of units which represents premiums paid by policyholders as payment for a new contract or subsequent payments to increase the amount of that contract. Net creation of units is recognised on a receipt basis.

Reinsurance premiums

Gross reinsurance premiums are recognised as an expense when payable or on the date which the policy is effective.

Commission and agency expenses

Commission and agency expenses, which are costs directly incurred in securing premium on insurance policies, net of income derived from reinsurers in the course of ceding of premium to reinsurers, are charged to profit or loss in the financial year in which they are incurred.

Benefits, claims and expenses

Benefits and claims that are incurred during the financial year are recognised when a claimable event occurs and/or the insurer is notified.

Benefits and claims arising on life insurance policies including settlement costs, less reinsurance recoveries, are accounted for using the case basis method and for this purpose, the benefits payable under a life insurance policy are recognised as follows:

TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(l) Life insurance contracts (continued)

- (i) maturity or other policy benefit payments due on specified dates are treated as claims payable on the due dates;
- (ii) death, surrender and other benefits without due dates are treated as claims payable, on the date of receipt of intimation of death of the assured or occurrence of contingency covered;
- (iii) benefits payable under investment-linked contract include net cancellation of units and are recognised as surrender; and
- (iv) bonus on DPF policy upon its declaration.

Insurance fund

The surplus transferable from the life fund to the shareholders' fund is based on the surplus determined by an annual actuarial valuation of the long term liabilities to policyholders. In the event the actuarial valuation indicates that a transfer is required from the shareholders' fund, the transfer from the shareholders' fund to the life insurance fund is made in the financial year of the actuarial valuation.

(m) Insurance receivables

Insurance receivables are recognised when due and measured on initial recognition at fair value. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the effective yield method.

If there is objective evidence that the insurance receivable is impaired, the Company reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in profit or loss. The Company gathers the objective evidence that an insurance receivable is impaired using the same process adopted for financial assets carried at amortised cost. The impairment loss is calculated under the same method used for these financial assets. These processes are described in Note 2.2(h) to the financial statements.

Insurance receivables are derecognised when the derecognition criteria for financial assets, as described in Note 2.2(i) to the financial statements, have been met.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(n) Life insurance contract liabilities

Life insurance contract liabilities are recognised when contracts are entered into and premiums are charged.

Life insurance contract liabilities comprise (i) provision for outstanding claims, (ii) actuarial liabilities, (iii) unallocated surplus, (iv) AFS fair value adjustment, (v) asset revaluation surplus adjustment and (vi) net asset value attributable to unitholders.

(i) Provision for outstanding claims

Provision for outstanding claims represent the amounts payable under a life insurance policy in respect of claims including settlement costs, are accounted for using the case-by-case method as set out above under benefits, claims and expenses.

(ii) Actuarial liabilities

These liabilities are measured by using a prospective actuarial valuation method. The liability is determined as the sum of the present value of future guaranteed and, in the case of a participating life policy, appropriate level of non-guaranteed benefits, and the expected future management and distribution expenses, less the present value of future gross considerations arising from the policy discounted at the appropriate risk discount rate. The liability is based on best estimate assumptions and with due regard to significant recent experience. An appropriate allowance for provision of risk margin for adverse deviation from expected experience is made in the valuation of non-participating life policies, the guaranteed benefits liabilities of participating life policies, and non-unit liabilities of investment-linked policies. The valuation basis, including the determination of the appropriate risk discount rate, is in accordance with Appendix VII: Valuation Basis for Life Insurance Liabilities of the RBC Framework, and any related circulars issued by BNM relevant to the guidelines.

The reinsurance recoverable of the liabilities is insignificant and hence is not accounted for in the measurement of the liabilities.

The liability in respect of policies of a participating insurance fund shall be taken as the higher of the guaranteed benefits liabilities or the total benefits liabilities at the fund level (derived in the method as stated in the above paragraph) as stipulated under paragraph 3.2, Appendix VII of the RBC Framework.

In the case of a life policy where a part of, or the whole of the premiums are accumulated in a fund, the accumulated amount, as declared to the policy owners, are set as the liabilities if the accumulated amount is higher than the figure as calculated using the prospective actuarial valuation method.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(n) Life insurance contract liabilities (continued)

(ii) Actuarial liabilities (continued)

Where policies or extensions of a policy are collectively treated as an asset at the fund level under the valuation method adopted, the value of such asset is eliminated through zerorisation.

In the case of a 1-year life policy or a 1-year extension to a life policy covering contingencies other than death or survival, the liability for such life insurance contracts comprises the provision for unearned premiums and unexpired risks, as well as for claims outstanding, which includes an estimate of the incurred claims that have not yet been reported to the Company.

Adjustments to the liabilities at each reporting date are recorded in profit or loss. Profits originated from margins of adverse deviations on run-off contracts, are recognised in profit or loss over the life of the contract, whereas losses are fully recognised in profit or loss during the first year of run-off.

The liability is derecognised when the contract expires, is discharged or is cancelled.

At each reporting date, an assessment is made of whether the recognised actuarial liabilities are adequate, by using an existing liability adequacy test based on the RBC Framework.

(iii) Unallocated surplus

Surpluses in the DPF are distributable to policyholders and shareholders in accordance with the relevant terms under the insurance contracts. The Company, however, has the discretion over the amount and timing of the distribution of these surpluses to policyholders and shareholders. Unallocated surpluses of the DPF where the amount of surplus allocation to either policyholders or shareholders has yet to be determined by the end of the financial year is held within insurance contract liabilities.

(iv) AFS fair value adjustment

Where unrealised fair value gains and losses arise on AFS financial assets of the DPF fund, the adjustment to the life insurance contract liabilities equal to the effect that the realisation of those gains or losses at the end of the reporting period would have on those liabilities is recognised directly in other comprehensive income.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(n) Life insurance contract liabilities (continued)

(v) Asset revaluation surplus adjustment

Where asset revaluation surplus arises on the self-occupied properties of the DPF fund, the adjustment to the life insurance contract liabilities equal to the effect that the realisation of those surpluses at the end of the reporting period would have on those liabilities is recognised directly in other comprehensive income.

The surpluses arising from the revaluation of the DPF's assets may be distributed by way of bonuses to life policyholders, subject to the limit that the amount distributed should not be more than 30% of the addition to revaluation surplus of 10% of the market value of the revalued property, whichever is lower.

(vi) Net asset value attributable to unitholders

The unit liability of investment-link contract is equal to the net asset value of the investment-linked funds, which represents net premium received and investment returns credited to the policy less deduction for mortality and morbidity costs and expense charges.

(o) Other revenue recognition

Interest income for all interest-bearing financial instruments including financial instruments measured at FVTPL, are recognised within investment income in profit or loss using the effective interest rate method. When a receivable is impaired, the Company reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument, and continues unwinding the discount as interest income.

Rental income from investment properties is recognised on an accrual basis.

Dividend income is recognised when the right to receive payment is established.

Gains or losses arising on disposal of investments are credited or charged to profit or loss.

Insurance contract policyholders are charged for policy administration services, investment management services, surrenders and other contract fees. These fees are recognised as revenue over the period in which the related services are performed. If the fees are for services to be provided in future periods, they are deferred and recognised over those future periods.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(p) Operating leases

Leases of assets where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to profit or loss on the straight line basis over the lease period.

When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

(q) Income taxes

Current tax expense is determined according to the tax laws of the jurisdiction in which the Company operates and include all taxes based upon the taxable profits. The tax expense on the Life Fund is based on the method prescribed under the Income Tax Act, 1967 for life insurance business. Current tax is recognised in profit or loss.

Deferred tax is recognised in full, using the liability method, on temporary differences arising between the amounts attributed to assets and liabilities for tax purpose and their carrying amounts in the financial statements. However, deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss.

Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences or unused tax losses can be utilised.

Deferred tax is determined using tax rates (and tax laws) that have been enacted or substantially enacted by the date of the statement of financial position and are expected to apply when the related deferred tax assets is realised or the deferred tax liability is settled.

Deferred tax is recognised in profit or loss except when it arises from a transaction which is recognised in other comprehensive income, in which case, the deferred tax is also charged or credited to other comprehensive income.

The Company presumed investment property measured at fair value will be recovered entirely through sale. Accordingly, deferred tax assets or liabilities arising on such investment property are measured at the tax rate of 8% when the Company sells the property.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(r) Foreign currencies

Items included in the financial statements of the Company are measured using the currency of the primary economic environment in which the entity operates (the “functional currency”). The financial statements are presented in RM, which is the Company’s functional and presentation currency.

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

(s) Employee benefits

(i) Short term employee benefits

Wages, salaries, paid annual leave and bonuses are accrued in the financial year in which the associated services are rendered by employees of the Company.

(ii) Post-employment benefits

Defined contribution plan

The Company’s contributions to the Employees’ Provident Fund (“EPF”), the national defined contribution plan, are charged to profit or loss in the financial year to which they relate. Once the contributions have been paid, the Company has no further payment obligations.

(t) Contingent liabilities and contingent assets

The Company does not recognise a contingent liability but discloses its existence in the financial statements. A contingent liability is a possible obligation that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company or a present obligation that is not recognised because it is not probable that an outflow of resources will be required to settle the obligation. A contingent liability also arises in the extremely rare case where there is a liability that cannot be recognised because it cannot be measured reliably.

A contingent asset is a possible asset that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company. The Company does not recognise contingent assets but discloses their existence where inflows of economic benefits are probable, but not virtually certain.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.2 Summary of Significant Accounting Policies (continued)

(u) Dividends

Dividends are recognised as liabilities when the obligation to pay is established in which the dividends are declared and approved by the Company's shareholders and the regulator. No provision is made for a proposed dividend.

(v) Provisions

Provisions for agency long association benefits is recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made.

(w) Insurance payables and other payables

Insurance payables and other payables are recognised when due and measured on initial recognition at the fair value less directly attributable transaction costs. Subsequent to initial recognition, they are measured at amortised cost using the effective yield method.

(x) Cash and cash equivalents

Cash and cash equivalents consist of cash and bank balances, and fixed and call deposits with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value. It excludes deposits which are held for investment purpose.

(y) Statement of cash flows

The Company classifies the cash flows for the purchase and disposal of financial investments as operating cash flows, as the purchases are funded from cash flows associated with the origination of insurance contracts, net of cash flows for payments of benefits and claims incurred for insurance contracts, which are respectively treated under operating activities.

(z) Share capital

Ordinary shares are classified as equity. Incremental costs that are directly attributable to the issuance of new shares are recognised as equity, net of tax.

(aa) Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker.

The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Chief Executive Officer that makes strategic decisions.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.3 Significant Accounting Judgements, Estimates and Assumptions

The preparation of the Company's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenue, expenses, assets and liabilities and the disclosure of contingent liabilities, at the reporting date. However, uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the asset or liability affected in the future. These factors could include:

(a) Critical judgements in applying the Company's accounting policies

In determining and applying accounting policies, judgement is often required in respect of items where the choice of specific policy could materially affect the reported results and financial position of the Company. However, the Directors are of the opinion that there are currently no accounting policies which require significant judgement to be exercised.

(b) Key sources of estimation, uncertainty and assumptions

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, rarely equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below.

Actuarial liabilities of life policyholders' fund

The principles on which the valuation of the actuarial liabilities of life insurance contracts was determined by the Appointed Actuary having regard to the statutory requirements determined by BNM.

The actuarial valuation was carried out using a prospective cash flow method, known as gross premium valuation method. The policy liabilities are determined first by projecting future cash flows using realistic assumptions and then discounting these cash flow streams at appropriate interest rates. For participating policies, the policy liability includes provision for future payments arising for both guaranteed and non-guaranteed benefits. Additional provision may be required in the valuation assumptions to allow for any adverse deviation from the best estimate experience and to reflect the inherent uncertainty of the best estimate of the actuarial liabilities held.

The Company conducted a sensitivity analysis on the gross premium actuarial liabilities as at 31 December 2017, based on the change in one specific assumption while holding all other assumptions constant as disclosed in Note 30 to the financial statements.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company

(a) The Company has applied the following amendments for the first time for the financial year beginning on 1 January 2017:

- Amendments to MFRS 107 'Statement of Cash Flows – Disclosure Initiative'
- Amendments to MFRS 112 'Income Taxes – Recognition of Deferred Tax Assets for Unrealised Losses'

The adoption of the Amendments to MFRS 107 has required additional disclosure of changes in liabilities arising from financing activities. Other than that, the adoption of these amendments did not have any impact on the current period or any prior period and is not likely to affect future periods.

(b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years:

Financial year beginning on/after 1 January 2018

- Amendments to MFRS 4 – Applying MFRS 9 'Financial Instruments' with MFRS 4 'Insurance Contracts' effective for annual periods beginning on or after 1 January 2018.

The amendments allow entities to avoid temporary volatility in profit or loss that might result from adopting MFRS 9 "Financial Instruments" before the forthcoming new insurance contracts standard. This is because certain financial assets have to be measured at fair value through profit or loss under MFRS 9; whereas, under MFRS 4 'Insurance Contracts', the related liabilities from insurance contracts are often measured on amortised cost basis.

The amendments provide 2 different approaches for entities: (i) a temporary exemption from MFRS 9 for entities that meet specific requirements; and (ii) the overlay approach. Both approaches are optional.

The temporary exemption enables eligible entities to defer the implementation date of MFRS 9 for annual periods beginning before 1 January 2021 at the latest. An entity may apply the temporary exemption from MFRS 9 if its activities are predominantly connected with insurance whilst the overlay approach allows an entity to adjust profit or loss for eligible financial assets by removing any accounting volatility to other comprehensive income that may arise from applying MFRS 9.

An entity can apply the temporary exemption from MFRS 9 from annual periods beginning on or after 1 January 2018. An entity may start applying the overlay approach when it applies MFRS 9 for the first time.

The Company's business activity is predominately insurance and hence, qualifies for the temporary exemption approach. Consequently, management has decided to apply the temporary exemption from MFRS 9 from its annual period beginning 1 January 2018 and will adopt MFRS 9 for its annual period beginning 1 January 2021.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company (continued)

- (b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years: (continued)

Financial year beginning on/after 1 January 2018 (continued)

- IC Interpretation 22 'Foreign Currency Transactions and Advance Consideration' (effective from 1 January 2018) applies when an entity recognises a non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. MFRS 121 requires an entity to use the exchange rate at the 'date of the transaction' to record foreign currency transactions.

IC Interpretation 22 provides guidance how to determine 'the date of transaction' when a single payment/receipt is made, as well as for situations where multiple payments/receipts are made.

The date of transaction is the date when the payment or receipt of advance consideration gives rise to the non-monetary asset or non-monetary liability when the entity is no longer exposed to foreign exchange risk.

If there are multiple payments or receipts in advance, the entity should determine the date of the transaction for each payment or receipt.

An entity has the option to apply IC Interpretation 22 retrospectively or prospectively.

- MFRS 9 'Financial Instruments' will replace MFRS 139 'Financial Instruments: Recognition and Measurement'.

MFRS 9 retains but simplifies the mixed measurement model in MFRS 139 and establishes three primary measurement categories for financial assets: amortised cost, fair value through profit or loss and fair value through other comprehensive income ("OCI"). The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are always measured at fair value through profit or loss with an irrevocable option at inception to present changes in fair value in OCI (provided the instrument is not held for trading). A debt instrument is measured at amortised cost only if the entity is holding it to collect contractual cash flows and the cash flows represent principal and interest.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company (continued)

- (b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years: (continued)

Financial year beginning on/after 1 January 2018 (continued)

- MFRS 9 'Financial Instruments' will replace MFRS 139 'Financial Instruments: Recognition and Measurement'. (continued)

For liabilities, the standard retains most of the MFRS 139 requirements. These include amortised cost accounting for most financial liabilities, with bifurcation of embedded derivatives. The main changes are:

- For financial liabilities classified as FVTPL, the fair value changes due to own credit risk should be recognised directly to OCI. There is no subsequent recycling to profit or loss.
- When a financial liability measured at amortised cost is modified without this resulting in derecognition, a gain or loss, being the difference between the original contractual cash flows and the modified cash flows discounted at the original effective interest rate, should be recognised immediately in profit or loss.

The new impairment model requires the recognition of impairment provisions based on expected credit losses ("ECL") rather than only incurred credit losses as is the case under MFRS 139. It applies to financial assets classified at amortised cost, debt instruments measured at FVOCI, contract assets under MFRS 15 'Revenue from Contracts with Customers', lease receivables, loan commitments and certain financial guarantee contracts.

- Amendments to MFRS 140 'Transfer of Investment Properties' clarify that to transfer to, or from investment properties there must be a change in use. A change in use would involve an assessment of whether a property meet, or has ceased to meet, the definition of investment property. The change must be supported by evidence that the change in use has occurred and a change in management's intention in isolation is not sufficient to support a transfer of property.

The amendments also clarify the same principle applies to assets under construction.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company (continued)

- (b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years: (continued)

Financial year beginning on/after 1 January 2018 (continued)

- MFRS 15 'Revenue from Contracts with Customers'

MFRS 15 'Revenue from Contracts with Customers' replaces MFRS 118 'Revenue' and MFRS 111 'Construction Contracts' and related interpretations. The core principle in MFRS 15 is that an entity recognises revenue to depict the transfer of promised goods or services to the customer in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

Revenue is recognised when a customer obtains control of goods or services, i.e. when the customer has the ability to direct the use of and obtain the benefits from the goods or services.

A new five-step process is applied before revenue can be recognised:

- (i) identify contracts with customers;
- (ii) identify the separate performance obligations;
- (iii) determine the transaction price of the contract;
- (iv) allocate the transaction price to each of the separate performance obligations; and
- (v) recognise the revenue as each performance obligation is satisfied.

Key provisions of the new standard are as follows:

- (i) Any bundled goods or services that are distinct must be separately recognised, and any discounts or rebates on the contract price must generally be allocated to the separate elements.
- (ii) If the consideration varies (such as for incentives, rebates, performance fees, royalties, success of an outcome etc.), minimum amounts of revenue must be recognised if they are not at significant risk of reversal.
- (iii) The point at which revenue is able to be recognised may shift: some revenue which is currently recognised at a point in time at the end of a contract may have to be recognised over the contract term and vice versa.
- (iv) There are new specific rules on licenses, warranties, non-refundable upfront fees, and consignment arrangements, to name a few.
- (v) As with any new standard, there are also increased disclosures.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company (continued)

- (b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years: (continued)

Financial year beginning on/after 1 January 2019

- MFRS 16 'Leases' supersedes MFRS 117 'Leases' and the related interpretations.

Under MFRS 16, a lease is a contract (or part of a contract) that conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

MFRS 16 eliminates the classification of leases by the lessee as either finance leases (on balance sheet) or operating leases (off balance sheet). MFRS 16 requires a lessee to recognise a "right-of-use" of the underlying asset and a lease liability reflecting future lease payments for most leases.

The right-of-use asset is depreciated in accordance with the principle in MFRS 116 'Property, Plant and Equipment' and the lease liability is accreted over time with interest expense recognised in profit or loss.

For lessors, MFRS 16 retains most of the requirements in MFRS 117. Lessors continue to classify all leases as either operating leases or finance leases and account for them differently.

Financial year beginning on/after 1 January 2021

- MFRS 17 "Insurance Contracts (effective from 1 January 2021) replaces MFRS 4 "Insurance Contracts".

MFRS 17 applies to insurance contracts issued, to all reinsurance contracts and to investment contracts with discretionary participating features if an entity also issues insurance contracts. For fixed-fee service contracts whose primary purpose is the provision of services, an entity has an accounting policy choice to account for them in accordance with either MFRS 17 or MFRS 15 "Revenue". An entity is allowed to account financial guarantee contracts in accordance with MFRS 17 if the entity has asserted explicitly that it regarded them as insurance contracts. Insurance contracts, (other than reinsurance) where the entity is the policyholder are not within the scope of MFRS 17. Embedded derivatives and distinct investment and service components should be 'unbundled' and accounted for separately in accordance with the related MFRSs. Voluntary unbundling of other components is prohibited.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2.4 Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company (continued)

- (b) The Company will apply the new standards, amendments to published standards and interpretations that are issued but not yet effective in the following financial years: (continued)

Financial year beginning on/after 1 January 2021 (continued)

- MFRS 17 “Insurance Contracts (effective from 1 January 2021) replaces MFRS 4 “Insurance Contracts”. (continued)

MFRS 17 requires a current measurement model where estimates are remeasured at each reporting period. The measurement is based on the building blocks of discounted, probability-weighted cash flows, a risk adjustment and a contractual service margin (“CSM) representing the unearned profit of the contract. An entity has a policy choice to recognise the impact of changes in discount rates and other assumptions that related to financial risks either in profit or loss or in other comprehensive income.

Alternative measurement models are provided for the different insurance coverages:

- Simplified Premium Allocation Approach if the insurance coverage period is a year or less
- Variable Fee Approach should be applied for insurance contracts that specify a link between payments to the policyholder and the returns on the underlying items

The requirements of MFRS 17 align the presentation of revenue with other industries. Revenue is allocated to the periods in proportion to the value of the expected coverage and other services that the insurer provides in the period, and claims are presented when incurred. Investment components are excluded from revenue and claims.

Insurers are required to disclose information about amounts, judgements and risks arising from insurance contracts.

The Company has not fully assessed the impact of MFRS 17 on its financial statements.

Other than MFRS 9 and MFRS 17, the above standards, amendments to published standards and interpretations to existing standards are not anticipated to have any significant impact on the financial statements of the Company in the year of initial application.

The Company has yet to assess the full impact of MFRS 9 and MFRS 17 onto the Company’s accounting policies and will complete the process prior to the adoption of the standard.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

3 PROPERTY, PLANT AND EQUIPMENT

	Motor vehicles	Office equipment, furniture and fittings	Computer equipment	Renovation	Work-in- progress	Freehold land	Leasehold land	Freehold buildings	Leasehold buildings	Total
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
<u>Cost/Valuation</u>										
At 1 January 2017	1,367	5,839	10,363	17,675	-	77,046	6,495	68,428	2,748	189,961
Additions	358	564	489	934	2,128	-	-	-	-	4,473
Disposals	(287)	(174)	-	(1,615)	-	-	-	-	-	(2,076)
Write-offs	-	(405)	(2,314)	-	-	-	-	-	-	(2,719)
Transferred (to)/from investment properties (Note 4)	-	-	-	-	-	(246)	587	(45)	(9)	287
Transferred from intangible assets (Note 5)	-	-	77	-	-	-	-	-	-	77
Reclassification	-	260	-	(149)	(111)	-	-	-	-	-
Transferred to other receivables	-	-	-	-	-	-	(138)	-	(56)	(194)
Revaluation (deficit)/surplus for the financial year	-	-	-	-	-	(1,469)	(837)	7,565	409	5,668
Elimination of accumulated depreciation arising from revaluation	-	-	-	-	-	-	(109)	(4,017)	(68)	(4,194)
At 31 December 2017	1,438	6,084	8,615	16,845	2,017	75,331	5,998	71,931	3,024	191,283
Cost	1,438	6,084	8,615	16,845	2,017	-	-	-	-	34,999
Valuation	-	-	-	-	-	75,331	5,998	71,931	3,024	156,284
At 31 December 2017	1,438	6,084	8,615	16,845	2,017	75,331	5,998	71,931	3,024	191,283

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

3 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

	Motor vehicles	Office equipment, furniture and fittings	Computer equipment	Renovation	Work-in- progress	Freehold land	Leasehold land	Freehold buildings	Leasehold buildings	Total
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
<u>Accumulated depreciation</u>										
At 1 January 2017	669	3,427	7,115	13,333	-	-	56	2,098	35	26,733
Charge for the financial year (Note 21)	500	515	1,299	387	-	-	53	1,919	33	4,706
Disposals	(239)	(14)	-	(600)	-	-	-	-	-	(853)
Write-offs	-	(313)	(2,310)	-	-	-	-	-	-	(2,623)
Transferred from intangible assets (Note 5)	-	-	21	-	-	-	-	-	-	21
Reclassification	-	62	-	(62)	-	-	-	-	-	-
Elimination of accumulated depreciation arising from revaluation	-	-	-	-	-	-	(109)	(4,017)	(68)	(4,194)
At 31 December 2017	930	3,677	6,125	13,058	-	-	-	-	-	23,790
<u>Net book value</u>										
At 31 December 2017	508	2,407	2,490	3,787	2,017	75,331	5,998	71,931	3,024	167,493

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

3 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

	Motor vehicles	Office equipment, furniture and fittings	Computer equipment	Renovation	Work-in- progress	Freehold land	Leasehold land	Freehold buildings	Leasehold buildings	Total
<u>Cost/Valuation</u>	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
At 1 January 2016	1,372	5,198	16,075	15,828	-	76,635	4,929	68,266	1,950	190,253
Additions	-	768	1,649	1,847	-	-	2,439	-	996	7,699
Disposals	(5)	-	-	-	-	-	-	-	-	(5)
Write-offs	-	(127)	(182)	-	-	-	-	-	-	(309)
Transferred from/(to) investment properties (Note 4)	-	-	-	-	-	411	(873)	162	(198)	(498)
Transferred to intangible assets (Note 5)	-	-	(7,179)	-	-	-	-	-	-	(7,179)
At 31 December 2016	1,367	5,839	10,363	17,675	-	77,046	6,495	68,428	2,748	189,961
Cost	1,367	5,839	10,363	17,675	-	-	-	-	-	35,244
Valuation	-	-	-	-	-	77,046	6,495	68,428	2,748	154,717
At 31 December 2016	1,367	5,839	10,363	17,675	-	77,046	6,495	68,428	2,748	189,961

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

3 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

	Motor vehicles RM'000	Office equipment, furniture and fittings RM'000	Computer equipment RM'000	Renovation RM'000	Work-in- progress RM'000	Freehold land RM'000	Leasehold land RM'000	Freehold buildings RM'000	Leasehold buildings RM'000	Total RM'000
<u>Accumulated depreciation</u>										
At 1 January 2016	535	3,050	9,817	12,306	-	-	-	-	-	25,708
Charge for the financial year (Note 21)	138	492	1,025	1,027	-	-	56	2,098	35	4,871
Disposals	(4)	-	-	-	-	-	-	-	-	(4)
Write-offs	-	(115)	(182)	-	-	-	-	-	-	(297)
Transferred to intangible assets (Note 5)	-	-	(3,545)	-	-	-	-	-	-	(3,545)
At 31 December 2016	669	3,427	7,115	13,333	-	-	56	2,098	35	26,733
<u>Net book value</u>										
At 31 December 2016	698	2,412	3,248	4,342	-	77,046	6,439	66,330	2,713	163,228

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3 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

The net book value of revalued land and buildings, had these assets been carried at cost less accumulated depreciation is as follows:

	<u>Freehold land</u> RM'000	<u>Leasehold land</u> RM'000	<u>Freehold buildings</u> RM'000	<u>Leasehold buildings</u> RM'000	<u>Total</u> RM'000
At 31 December 2017	15,733	3,565	56,492	2,545	78,335
At 31 December 2016	15,351	3,102	58,304	2,409	79,166

The fair value hierarchy of the self-occupied properties is as follows:

	<u>Level 1</u> RM'000	<u>Level 2</u> RM'000	<u>Level 3</u> RM'000	<u>Total</u> RM'000
At 31 December 2017				
Recurring fair value measurements				
- Freehold land	-	-	75,331	75,331
- Leasehold land	-	-	5,998	5,998
- Buildings	-	-	74,955	74,955
	-	-	156,284	156,284
At 31 December 2016				
Recurring fair value measurements				
- Freehold land	-	-	77,046	77,046
- Leasehold land	-	-	6,439	6,439
- Buildings	-	-	69,043	69,043
	-	-	152,528	152,528

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

3 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

The Company engages external, independent and qualified valuer to determine the fair value of the Company's land and buildings annually. As at 31 December 2017, the fair values of the self-occupied properties have been determined by Stocker & Roberts Gupta Sdn. Bhd.

The main level 3 inputs used by the Company are term yield and reversionary yield derived and evaluated by Stocker & Roberts Gupta Sdn. Bhd. based on comparable transactions and industry data.

The self-occupied properties of the Company were valued by an independent professional valuer based on the following parameters:

Description	Fair value (RM'000)	Valuation technique	Unobservable Inputs	Input	Sensitivity in term yield and reversionary yield +/- 25 basis point (RM'000)
<u>31 December 2017</u>					
Self-occupied properties	156,284	Investment method and comparison method	Term yield Reversionary yield	6.00% 6.50%	+391 -391
<u>31 December 2016</u>					
Self-occupied properties	152,528	Investment method and comparison method	Term yield Reversionary yield	6.00% 6.50%	+381 -381

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

4 INVESTMENT PROPERTIES

	RM'000
At 1 January 2017	149,599
Transferred to property, plant and equipment (Note 3)	(287)
Transferred to other receivables	(73)
Disposals	(496)
Fair value changes for the financial year (Note 18)	(335)
	<hr/>
At 31 December 2017	148,408
	<hr/> <hr/>
At 1 January 2016	138,149
Transferred from property, plant and equipment (Note 3)	498
Additions	1,290
Fair value changes for the financial year (Note 18)	9,662
	<hr/>
At 31 December 2016	149,599
	<hr/> <hr/>

The fair value hierarchy of the investment properties is as follows:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
	RM'000	RM'000	RM'000	RM'000
At 31 December 2017				
Recurring fair value measurements				
- Freehold land	-	-	94,137	94,137
- Leasehold land	-	-	6,333	6,333
- Buildings	-	-	47,938	47,938
	<hr/>	<hr/>	<hr/>	<hr/>
	-	-	148,408	148,408
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
At 31 December 2016				
Recurring fair value measurements				
- Freehold land	-	-	92,773	92,773
- Leasehold land	-	-	7,196	7,196
- Buildings	-	-	49,630	49,630
	<hr/>	<hr/>	<hr/>	<hr/>
	-	-	149,599	149,599
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

4 INVESTMENT PROPERTIES (CONTINUED)

The Company engages external, independent and qualified valuers to determine the fair value of the Company's land and buildings annually. As at 31 December 2017, the fair values of the investment properties have been determined by Stocker & Roberts Gupta Sdn. Bhd.

The main level 3 inputs used by the Company are term yield and reversionary yield derived and evaluated by Stocker & Roberts Gupta Sdn. Bhd. based on comparable transactions and industry data.

The investment properties of the Company were valued by an independent professional valuer based on the following parameters:

Description	Fair value (RM'000)	Valuation technique	Unobservable Inputs	Input	Sensitivity in term yield and reversion yield +/- 25 basis point (RM'000)	Sensitivity in average price per square feet +/- 5% (RM'000)
<u>31 December 2017</u> Investment properties	148,408	Comparison method	Term yield	6.00%	+371	-
			Reversionary yield	6.50%	-371	
			Average price per square feet	187 – 1,549	-	+7,420 -7,420
<u>31 December 2016</u> Investment properties	149,599	Comparison method	Term yield	6.00%	+374	-
			Reversionary yield	6.50%	-374	
			Average price per square feet	187 – 1,549	-	+7,480 -7,480

The rental income and direct operating expenses arising from investment properties that have been recognised in profit or loss during the financial year are as follows:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Rental income	9,679	10,249
Direct operating expenses	(6,823)	(7,662)
	<u>2,856</u>	<u>2,587</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

5 INTANGIBLE ASSETS

	Bancassurance fee RM'000	Computer software RM'000	Total RM'000
<u>Net book value</u>			
<u>2017</u>			
At 1 January 2017	75,748	21,963	97,711
Additions	-	3,459	3,459
Transferred to property, plant and equipment (Note 3)	-	(56)	(56)
Amortisation charged to profit or loss (Note 21)	(25,249)	(6,422)	(31,671)
At 31 December 2017	<u>50,499</u>	<u>18,944</u>	<u>69,443</u>
Cost	186,647	36,318	222,965
Accumulated amortisation	(136,148)	(17,374)	(153,522)
At 31 December 2017	<u>50,499</u>	<u>18,944</u>	<u>69,443</u>
<u>2016</u>			
At 1 January 2016	100,997	7,935	108,932
Additions	-	14,769	14,769
Transferred from property, plant and equipment (Note 3)	-	3,634	3,634
Amortisation charged to profit or loss (Note 21)	(25,249)	(4,375)	(29,624)
At 31 December 2016	<u>75,748</u>	<u>21,963</u>	<u>97,711</u>
Cost	186,646	32,961	219,607
Accumulated amortisation	(110,898)	(10,998)	(121,896)
At 31 December 2016	<u>75,748</u>	<u>21,963</u>	<u>97,711</u>

Included in the net book value of computer software, there are software under development phase amounting to RM2,835,000 as at 31 December 2017 (2016: RM1,103,000).

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS

	<u>2017</u> RM'000	<u>2016</u> RM'000
Malaysian government securities	471,492	466,205
Malaysian government guaranteed bonds	1,277,550	1,139,612
Government investment issues	238,083	187,215
Corporate debt securities	2,983,159	2,830,186
Equity securities	1,755,784	1,520,166
Collective investment schemes	536,573	445,147
Investment-linked funds	1,459	2,778
Loans	477,247	508,383
	<u>7,741,347</u>	<u>7,099,692</u>

The Company's financial investments are summarised by the following categories:

AFS financial assets	5,489,109	5,016,202
FVTPL financial assets	813,666	643,610
HTM financial assets	961,325	931,497
Loans and receivables	477,247	508,383
	<u>7,741,347</u>	<u>7,099,692</u>

6a AFS FINANCIAL ASSETS

At fair value:

Malaysian government securities	209,345	185,004
Malaysian government guaranteed bonds	843,361	765,217
Government investment issues	120,873	90,344
Corporate debt securities	2,590,743	2,464,955
Equity securities	1,603,550	1,389,608
Collective investment schemes	119,778	118,296
Investment-linked funds	1,459	2,778
	<u>5,489,109</u>	<u>5,016,202</u>
Current	375,096	171,631
Non-current	5,114,013	4,844,571
	<u>5,489,109</u>	<u>5,016,202</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6a AFS FINANCIAL ASSETS (continued)

Movement in impairment allowance accounts:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Provision for impairment loss:		
At 1 January	50,081	55,161
Transferred to realised gain upon disposal	(15,711)	(21,616)
Impairment loss during the financial year	15,427	16,536
At 31 December	<u>49,797</u>	<u>50,081</u>

The impairment losses arose on equity securities for which there have been significant or prolonged decline in fair value.

6b FVTPL FINANCIAL ASSETS

	<u>2017</u> RM'000	<u>2016</u> RM'000
At fair value:		
Malaysian government securities	30,382	49,569
Government investment issues	40,177	19,758
Corporate debt securities	174,078	116,874
Equity securities	152,234	130,558
Collective investment schemes	416,795	326,851
	<u>813,666</u>	<u>643,610</u>
Current	10,187	9,984
Non-current	803,479	633,626
	<u>813,666</u>	<u>643,610</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6c HTM FINANCIAL ASSETS

	<u>2017</u> RM'000	<u>2016</u> RM'000
At amortised cost:		
Malaysian government securities	231,765	231,632
Malaysian government guaranteed bonds	434,189	374,395
Government investment issues	77,033	77,113
Corporate debt securities	218,338	248,357
	<u>961,325</u>	<u>931,497</u>
Current	25,392	45,430
Non-current	935,933	886,067
	<u>961,325</u>	<u>931,497</u>
At fair value:		
Malaysian government securities	236,686	230,912
Malaysian government guaranteed bonds	437,487	371,558
Government investment issues	76,673	75,996
Corporate debt securities	222,396	251,463
	<u>973,242</u>	<u>929,929</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6d LOANS AND RECEIVABLES

	<u>2017</u> RM'000	<u>2016</u> RM'000
At amortised cost:		
Secured:		
Policy loans*	475,984	506,910
Mortgage loans	1,183	1,088
Other loans	80	385
	<u>477,247</u>	<u>508,383</u>

*Accrued interest income is included at fixed rate

The carrying values of loans and receivables approximate the fair values at the date of the statement of financial position.

	<u>2017</u> RM'000	<u>2016</u> RM'000
Current	-	-
Non-current	477,247	508,383
	<u>477,247</u>	<u>508,383</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6e MOVEMENTS IN THE CARRYING VALUES OF FINANCIAL INSTRUMENTS

	<u>AFS</u> RM'000	<u>FVTPL</u> RM'000	<u>HTM</u> RM'000	<u>LAR</u> RM'000	<u>Total</u> RM'000
At 1 January 2016	4,705,320	543,507	967,525	540,333	6,756,685
Purchases	1,042,659	335,367	20,000	-	1,398,026
Maturities	(473,412)	(64,830)	(56,000)	-	(594,242)
Disposals	(298,076)	(192,963)	-	-	(491,039)
Increase in loans	-	-	-	364	364
Decrease in fixed and call deposits	-	-	-	(17,899)	(17,899)
Movement of investment income accrued	2,546	745	(387)	(14,415)	(11,511)
Fair value gains/(losses) recorded in:					
- Profit or loss	18,943	21,784	(30)	-	40,697
- Other comprehensive income	12,354	-	-	-	12,354
Amortisation adjustment (Note 16)	5,868	-	389	-	6,257
At 31 December 2016	<u>5,016,202</u>	<u>643,610</u>	<u>931,497</u>	<u>508,383</u>	<u>7,099,692</u>
Purchases	1,148,556	222,200	75,079	-	1,445,835
Maturities	(513,748)	(14,950)	(46,000)	-	(574,698)
Disposals	(418,357)	(126,734)	-	-	(545,091)
Decrease in loans	-	-	-	(31,136)	(31,136)
Movement of investment income accrued	3,440	703	502	-	4,645
Fair value gains/(losses) recorded in:					
- Profit or loss	33,396	88,837	(28)	-	122,205
- Other comprehensive income	214,352	-	-	-	214,352
Amortisation adjustment (Note 16)	5,268	-	275	-	5,543
At 31 December 2017	<u><u>5,489,109</u></u>	<u><u>813,666</u></u>	<u><u>961,325</u></u>	<u><u>477,247</u></u>	<u><u>7,741,347</u></u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6f FAIR VALUES OF FINANCIAL INSTRUMENTS

The following tables show financial investments recorded at fair value analysed by the different basis of fair values as follows:

	<u>AFS</u> RM'000	<u>FVTPL</u> RM'000	<u>HTM</u> RM'000	<u>Total</u> RM'000
<u>31 December 2017</u>				
Level 1	1,641,734	152,234	-	1,793,968
Level 2	3,839,116	661,432	973,242	5,473,790
Level 3	8,259	-	-	8,259
	<u>5,489,109</u>	<u>813,666</u>	<u>973,242</u>	<u>7,276,017</u>
<u>31 December 2016</u>				
Level 1	1,429,133	130,558	-	1,559,691
Level 2	3,578,810	513,052	929,929	5,021,791
Level 3	8,259	-	-	8,259
	<u>5,016,202</u>	<u>643,610</u>	<u>929,929</u>	<u>6,589,741</u>

Level 1 financial instruments are measured in whole or in part by reference to published quotes in an active market. A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, secondary market via dealer and broker, pricing service or regulatory agency and those prices represent actual and regularly occurring market transactions on an arm's length basis.

Level 2 financial instruments are measured using a valuation technique based on assumptions that are supported by prices from observable current market transactions that are instruments for which pricing is obtained via pricing services but where prices have not been determined in an active market, instruments with fair values based on broker quotes, investment in unit and property trusts with fair values obtained via fund managers and instruments that are valued using the Company's own models whereby the majority of assumptions are market observable.

Level 3 financial instruments are determined in whole or in part using a valuation technique based on assumptions that are neither supported by prices from observable current market transactions in the same instrument nor are they based on available market data. The main asset class in this category are unquoted equity securities. Valuation techniques are used to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the instrument at the measurement date. However, the fair value measurement objective remains the same, that is, an exit price from the perspective of the Company. Therefore, unobservable inputs reflect the Company's own assumptions about the assumptions that market participants would use in pricing the instrument (including assumptions about risk). These inputs are developed based on the best information available, which might include the Company's own data.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

6 FINANCIAL INVESTMENTS (CONTINUED)

6f FAIR VALUES OF FINANCIAL INSTRUMENTS (CONTINUED)

The following table presents the changes in Level 3 instruments:

	<u>2017</u> RM'000	<u>AFS</u> <u>2016</u> RM'000
At the beginning and at the end of the financial year	8,259	8,259

7 INSURANCE RECEIVABLES

	<u>2017</u> RM'000	<u>2016</u> RM'000
Due premiums including agents/brokers balances	28,922	37,162
Due from reinsurers and cedants	3,805	9,375
	<u>32,727</u>	<u>46,537</u>
Accumulated impairment loss (Note 31)	(1,475)	(3,214)
	<u>31,252</u>	<u>43,323</u>

The carrying values disclosed above approximate the fair values at the date of the statement of financial position, and are receivable within one year.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

8 OTHER RECEIVABLES

	<u>2017</u> RM'000	<u>2016</u> RM'000
Amount due from related parties (Note 27)	29	258
Investment income receivable	3,479	2,843
Outstanding proceeds from sale of investments	11,326	1,068
Prepayment of expenses	597	183
Deposits	1,420	1,767
Others	4,728	1,519
	<hr/>	<hr/>
	21,579	7,638
Accumulated impairment loss (Note 31)	(1,909)	(587)
	<hr/>	<hr/>
	<u>19,670</u>	<u>7,051</u>

The carrying values of financial receivables disclosed above approximate the fair values at the date of the statement of financial position, and are receivable within one year.

9 SHARE CAPITAL

	<u>2017</u>	
	<u>Number of shares</u> '000	RM'000
Issued and fully paid up ordinary shares:		
At the beginning of the financial year	226,000	226,000
Transition to non-par value regime on 31 January 2017 under the Companies Act, 2016	-	-
	<hr/>	<hr/>
At the end of the financial year	<u>226,000</u>	<u>226,000</u>
	<u>2016</u>	
	<u>Number of shares</u> '000	RM'000
Issued and fully paid up ordinary shares:		
At the beginning and end of the financial year	226,000	226,000
	<hr/>	<hr/>

The new Companies Act, 2016 which came into operation on 31 January 2017, abolished the concept of authorised share capital and par value of share capital.

The holders of ordinary shares are entitled to receive dividends or declared from time-to-time and are entitled to one vote per share at general meetings of the Company.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

10 RETAINED EARNINGS

Under the single-tier system which came into effect from the year of assessment 2008 onwards, companies are not required to have tax credits under Section 108 of the Income Tax Act, 1967 for dividend payment purposes. Dividends paid under this system will be tax exempt in the hands of shareholders.

The Company may distribute single tier exempt dividend to its shareholders out of its retained earnings. Pursuant to Section 51(1) of the Financial Services Act, 2013, the Company is required to obtain BNM's written approval prior to declaring or paying any dividend. Pursuant to the RBC Framework for Insurers, the Company shall not pay dividends if its Capital Adequacy Ratio position is less than its internal target capital level or if the payment of dividend would impair its Capital Adequacy Ratio position to below its internal target.

11 INSURANCE CONTRACT LIABILITIES

	<u>2017</u> Gross RM'000	<u>2016</u> Gross RM'000
Life insurance contract liabilities	6,908,297	6,449,420

The life insurance contract liabilities and the movements are further analysed as follows:

	<u>2017</u> Gross RM'000	<u>2016</u> Gross RM'000
Actuarial liabilities	5,448,324	5,382,259
Unallocated surplus	465,968	379,529
Provision for outstanding claims	102,587	86,810
Available-for-sale fair value adjustment	576,535	393,816
Asset revaluation surplus adjustment	36,221	31,413
Net asset value attributable to unitholders (Note 33)	278,662	175,593
	<u>6,908,297</u>	<u>6,449,420</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

11 INSURANCE CONTRACT LIABILITIES (CONTINUED)

	With DPF RM'000	Without DPF RM'000	Gross Total RM'000
At 1 January 2017	5,594,836	854,584	6,449,420
Premiums received	449,474	699,403	1,148,877
Liabilities paid for death, maturities, surrenders, benefits and claims	(651,773)	(277,100)	(928,873)
Net investment income	322,567	65,844	388,411
Benefits and claims experience variation	(51,082)	(135,651)	(186,733)
Fees deducted	(78,244)	(196,334)	(274,578)
Net other (expenses)/income	(3,302)	1,817	(1,485)
Adjustments due to changes in assumptions:			
Mortality/morbidity	-	18,600	18,600
Lapse and surrender rates	-	84	84
Expenses	-	10,966	10,966
Discount rate	86	24,949	25,035
Others	(54,973)	(1,371)	(56,344)
Movement in unallocated surplus	86,439	-	86,439
Available-for-sale fair value adjustment	182,719	-	182,719
Net asset value attributable to unitholders	-	25,174	25,174
Movement in provision for outstanding claims	12,058	3,719	15,777
Asset revaluation surplus adjustment	4,808	-	4,808
At 31 December 2017	<u>5,813,613</u>	<u>1,094,684</u>	<u>6,908,297</u>
At 1 January 2016	5,488,800	750,297	6,239,097
Premiums received	551,961	534,807	1,086,768
Liabilities paid for death, maturities, surrenders, benefits and claims	(622,918)	(247,109)	(870,027)
Net investment income	271,529	45,106	316,635
Benefits and claims experience variation	4,002	(75,255)	(71,253)
Fees deducted	(99,245)	(178,491)	(277,736)
Net other (expenses)/income	(4,611)	1,593	(3,018)
Adjustments due to changes in assumptions:			
Mortality/morbidity	-	2,258	2,258
Lapse and surrender rates	-	(474)	(474)
Expenses	-	(218)	(218)
Discount rate	73,343	7,708	81,051
Others	81,915	(360)	81,555
Movement in unallocated surplus	(175,946)	-	(175,946)
Available-for-sale fair value adjustment	7,541	-	7,541
Net asset value attributable to unitholders	-	6,057	6,057
Movement in provision for outstanding claims	16,823	8,665	25,488
Asset revaluation surplus adjustment	1,642	-	1,642
At 31 December 2016	<u>5,594,836</u>	<u>854,584</u>	<u>6,449,420</u>

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12 INSURANCE PAYABLES

	<u>2017</u> RM'000	<u>2016</u> RM'000
Due to agents, brokers and insureds	110,654	135,569
Due to reinsurers and cedants	9,202	10,848
Cash bonus and interest outstanding	354,912	327,062
	<u>474,768</u>	<u>473,479</u>

The carrying values disclosed above approximate the fair values at the date of the statement of financial position, and are payable within one year.

13 OTHER PAYABLES

	<u>2017</u> RM'000	<u>2016</u> RM'000
Amount due to related parties (Note 27)	1,350	1,186
Outstanding payable on purchases of investment securities	1,831	563
Tenant deposits	2,643	3,243
Staff related accrued expenses	21,351	21,094
Other accrued expenses	18,854	16,997
Other payables	15,938	10,225
	<u>61,967</u>	<u>53,308</u>

The carrying values disclosed above approximate the fair values at the date of the statement of financial position, and are payable within one year.

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14 PROVISION FOR AGENCY LONG ASSOCIATION BENEFITS

	<u>2017</u> RM'000	<u>2016</u> RM'000
At 1 January	27,486	27,884
Charged to profit or loss	5,249	4,227
Paid during the financial year	(4,206)	(4,625)
At 31 December	<u>28,529</u>	<u>27,486</u>
Payable within 12 months	6,616	7,630
Payable after 12 months	21,913	19,856
	<u>28,529</u>	<u>27,486</u>

15 DEFERRED TAX LIABILITIES

	<u>2017</u> RM'000	<u>2016</u> RM'000
At 1 January	147,039	129,160
Recognised in:		
Profit or loss (Note 22)	21,178	18,696
Other comprehensive income	17,768	(817)
At 31 December	<u>185,985</u>	<u>147,039</u>

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when the deferred taxes relate to the same tax authority.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

15 DEFERRED TAX LIABILITIES (CONTINUED)

	<u>Unallocated surplus arising from non-DPF</u> RM'000	<u>Property, plant and equipment</u> RM'000	<u>Self- occupied properties</u> RM'000	<u>Investment properties</u> RM'000	<u>Financial investments</u> RM'000	<u>Total</u> RM'000
At 1 January 2016	75,942	414	2,983	9,129	40,692	129,160
Recognised in:						
Profit or loss (Note 22)	12,478	1,559	1,732	2,130	797	18,696
Other comprehensive (loss)/income	-	-	(1,732)	-	915	(817)
At 31 December 2016	88,420	1,973	2,983	11,259	42,404	147,039
Recognised in:						
Profit or loss (Note 22)	15,328	(483)	-	(27)	6,360	21,178
Other comprehensive income	-	-	453	-	17,315	17,768
At 31 December 2017	<u>103,748</u>	<u>1,490</u>	<u>3,436</u>	<u>11,232</u>	<u>66,079</u>	<u>185,985</u>

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16 INVESTMENT INCOME

	<u>2017</u> RM'000	<u>2016</u> RM'000
Rental income from investment properties (Note 4)	2,856	2,587
FVTPL financial assets		
Interest	9,244	6,048
Dividend	6,987	3,725
AFS financial assets		
Interest	166,868	155,756
Dividend	55,038	45,040
Accretion of discounts – net (Note 6e)	5,268	5,868
HTM financial assets		
Interest	46,036	46,187
Accretion of discounts – net (Note 6e)	275	389
Interest from loans	34,391	34,500
Interest from fixed and call deposits	10,936	10,893
	<u>337,899</u>	<u>310,993</u>
Less: Investment expenses	(7,406)	(5,988)
	<u><u>330,493</u></u>	<u><u>305,005</u></u>

17 NET REALISED GAINS

	<u>2017</u> RM'000	<u>2016</u> RM'000
Realised gains/(losses):		
AFS financial assets		
- Equity securities	46,250	33,861
- Debt securities	2,573	1,712
- Other securities	-	(94)
	<u>48,823</u>	<u>35,479</u>
Impairment loss of AFS financial assets	(15,427)	(16,536)
	<u>33,396</u>	<u>18,943</u>
Net gain on disposal of AFS financial assets	33,396	18,943
Gain on disposal of property, plant and equipment	118	-
Gain on disposal of investment properties	465	-
	<u><u>33,979</u></u>	<u><u>18,943</u></u>

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18 NET FAIR VALUE GAINS

	<u>2017</u> RM'000	<u>2016</u> RM'000
Investment properties – fair value (Note 4)	(335)	9,662
FVTPL financial assets (Note 6e)	88,837	21,784
Early redemption of HTM financial assets by issuers (Note 6e)	(28)	(30)
	<u>88,474</u>	<u>31,416</u>

19 FEE INCOME

	<u>2017</u> RM'000	<u>2016</u> RM'000
Management service charges	-	48
	<u>-</u>	<u>48</u>

20 OTHER OPERATING (EXPENSES)/INCOME - NET

	<u>2017</u> RM'000	<u>2016</u> RM'000
Write-back of impairment of insurance receivables	1,739	752
Impairment loss of other receivables	(1,322)	(587)
Write-offs of insurance receivables	-	(349)
Write-offs of loan receivables	(3,001)	-
Write-offs of other receivables	(7)	-
Write-offs of property, plant and equipment	(95)	(12)
Realised net foreign exchange gain	2	5
Others	(4)	363
	<u>(2,688)</u>	<u>172</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

21 MANAGEMENT EXPENSES

	<u>2017</u> RM'000	<u>2016</u> RM'000
Staff salaries and bonuses	52,232	51,164
Contribution to Employees' Provident Fund	7,862	8,867
Others	2,610	1,787
	<hr/>	<hr/>
Staff costs	62,704	61,818
	<hr/>	<hr/>
Non-Executive Directors		
- fees and other emoluments	427	423
	<hr/>	<hr/>
Directors' remuneration (Note 27(iii))	427	423
	<hr/>	<hr/>
Depreciation of property, plant and equipment (Note 3)	4,706	4,871
Amortisation of intangible assets (Note 5)	31,671	29,624
Auditors' remuneration		
- statutory audit	458	577
- other audit services	9	9
- non-audit services	-	131
Printing and stationery	1,682	1,950
Postage, telephone and telex	1,279	1,481
EDP expenses	3,857	4,400
Advertising and marketing expenses	1,248	2,408
Rental of properties	449	399
Management fees	2,209	2,995
Training related expenses	2,010	2,059
Distribution related expenses	26,026	24,738
Others	23,305	17,671
	<hr/>	<hr/>
	98,909	93,313
	<hr/>	<hr/>
Total	<u>162,040</u>	<u>155,554</u>

Included in staff costs are the remuneration, including benefits-in-kind, attributable to the Chief Executive Officer of the Company during the financial year which amounted to RM4.83 million (2016: RM6.70 million).

Certain Directors also received remunerations from related entities as full time employee.

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21 MANAGEMENT EXPENSES (CONTINUED)

(i) The total remuneration of the Chief Executive Officer during the financial year is as follows:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Salaries and other remuneration	2,560	2,070
Benefits-in-kind	34	40
Bonus	2,233	4,591
	<u>4,827</u>	<u>6,701</u>

(ii) The details of remuneration of the Directors during the financial year are as follows:

	<u>Fees</u> RM'000	<u>Other</u> <u>emoluments</u> RM'000	<u>Total</u> RM'000
<u>At 31 December 2017</u>			
Non-executive Directors:			
- Tan Sri Dato' Dr Yahya Bin Awang	159	6	165
- Leong Kam Weng	130	6	136
- Chuah Sue Yin	120	6	126
	<u>409</u>	<u>18</u>	<u>427</u>

<u>At 31 December 2016</u>			
Non-executive Directors:			
- Tan Sri Dato' Dr Yahya Bin Awang	154	6	160
- Leong Kam Weng	129	6	135
- Chuah Sue Yin	80	4	84
- Yip Jian Lee	42	2	44
	<u>405</u>	<u>18</u>	<u>423</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

22 TAXATION

	<u>2017</u> RM'000	<u>2016</u> RM'000
Current tax	25,490	25,789
Deferred tax (Note 15)	21,178	18,696
	<u>46,668</u>	<u>44,485</u>
 <u>Current tax</u>		
Current financial year	29,264	29,797
Over-provision in prior financial years	(3,774)	(4,008)
	<u>25,490</u>	<u>25,789</u>
 <u>Deferred tax</u>		
Origination and reversal of temporary differences (Note 15)	21,178	18,696
	<u>46,668</u>	<u>44,485</u>

The explanation of the relationship between taxation, and profit before taxation and change in insurance contract liabilities is as follows:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Profit before taxation	<u>129,123</u>	<u>119,850</u>
Tax calculated at the Malaysian tax rate of 24% (2016: 24%)	30,990	28,764
Tax effects of:		
- Tax on investment income of policyholders' and unitholder funds	30,985	30,639
- Tax rate differential in respect of unallocated surplus	(3,016)	(2,681)
- Expenses not deductible for tax purposes	271	562
- Section 110B tax credit	(1,447)	(1,760)
- Income not subject to tax	(7,341)	(7,031)
- Over-provision of tax in prior financial years	(3,774)	(4,008)
	<u>46,668</u>	<u>44,485</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

22 TAXATION (CONTINUED)

The tax expense of the Life Fund is based on the method prescribed under the Income Tax Act, 1967 for the life business, where the income tax in the Life Fund is calculated at 8% on investment income. The income tax for the Shareholders' Fund is calculated based on the tax rate of 24% (2016: 24%) of the estimated assessable profit for the financial year.

In 2008, the Ministry of Finance has gazetted an order on the allowance of income tax set-off/credit for the tax charged on the surplus transferred from the Life Fund to the Shareholders' Fund with effect from year of assessment 2008 under Section 110B of the Income Tax Act, 1967.

23 BASIC EARNING PER SHARE

The earnings per share has been calculated based on the net profit for the financial year of RM82,455,000 (2016: RM75,365,000) and the weighted average number of ordinary shares of the Company in issue during the financial year of 226,000,000 (2016: 226,000,000) shares.

There have been no other transactions involving ordinary shares between the reporting date and the date of completion of these financial statements.

24 DIVIDENDS PAID

	<u>2017</u> RM'000	<u>2016</u> RM'000
In respect of the financial year ended 31 December 2016:		
Final single tier dividend of 2.21 sen per ordinary shares, paid on 22 June 2017	5,000	-
	<u>5,000</u>	<u>-</u>

The Directors have not recommended any final dividend for the financial year ended 31 December 2017.

25 CAPITAL COMMITMENTS

Capital expenditure not provided for in the financial statements are as follows:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Authorised and contracted for:		
- Computer hardware and software	2,300	3,391
- Renovation	2,306	68
- Bancassurance fee	84,000	84,000
	<u>88,606</u>	<u>87,459</u>

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26 OPERATING LEASE COMMITMENTS

	<u>2017</u> RM'000	<u>2016</u> RM'000
Commitments under non-cancellable operating leases where the Company is a lessee:		
Payable within one year	305	286
Payable after one year	379	624
	<u>684</u>	<u>910</u>
Commitments under non-cancellable operating leases where the Company is a lessor:		
Receivable within one year	6,494	6,510
Receivable after one year	8,154	1,487
	<u>14,648</u>	<u>7,997</u>

27 RELATED PARTY DISCLOSURES

The related parties of, and their relationship with the Company, are as follows:

	<u>Country of incorporation</u>	<u>Relationship</u>
Tokio Marine Holdings, Inc. ("TMH")	Japan	Ultimate holding corporation
Tokio Marine & Nichido Life Insurance Co., Ltd. ("TMNL")	Japan	Subsidiary of ultimate holding corporation
Tokio Marine & Nichido Fire Insurance Co., Ltd. ("TMNF")	Japan	Subsidiary of ultimate holding corporation
Tokio Marine Life Insurance Singapore Ltd. ("TMLIS")	Singapore	Holding corporation
Tokio Marine Asia Pte. Ltd. ("TMAP")	Singapore	Subsidiary of ultimate holding corporation
Tokio Marine Asset Management International Pte. Ltd. ("TMAMI")	Singapore	Subsidiary of ultimate holding corporation
Tokio Marine Insurans (Malaysia) Berhad ("TMIM")	Malaysia	Subsidiary of ultimate holding corporation
Key management personnel	-	Key management personnel includes the Directors, Chief Executive Officer ("CEO") and senior management who report directly to the CEO

In the normal course of business, the Company undertakes at agreed terms and prices, various transactions with its holding and ultimate holding corporations and other corporations deemed related parties by virtue of them being members of Tokio Marine Holdings, Inc. group of corporations.

The related party balances as at the date of the statement of financial position and significant related party transactions arising from normal business transactions during the financial year are set out below.

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27 RELATED PARTY DISCLOSURES (CONTINUED)

(i) Related party balances

	<u>2017</u> RM'000	<u>2016</u> RM'000
<u>Other receivables (Note 8)</u>		
Amount from ultimate holding		
Amount due from TMH	-	10
	-	10
Amount from other related parties		
Amount due from TMNF	-	7
Amount due from TMIM	29	241
	29	248
	29	258
<u>Other payables (Note 13)</u>		
Amount due to TMAP	1,350	1,186
<u>Financial investments</u>		
Investment in TMAMI's funds	371,418	294,976
<u>Due to reinsurers and cedants</u>		
Amount due to TMNL	363	186
(ii) <u>Significant related party transactions</u>		
Transactions with TMAMI:		
Cost of purchase of financial investments	(13,919)	(9,315)
Proceeds from disposal of financial investments	2,798	4,958
Transactions with TMIM:		
Management fee receivable	-	9
Premiums payable – Non-life insurance	(517)	(486)
Premiums receivable – Group insurance	280	336
Office rental received	329	326

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

27 RELATED PARTY DISCLOSURES (CONTINUED)

	<u>2017</u> RM'000	<u>2016</u> RM'000
(ii) <u>Significant related party transactions (continued)</u>		
Transactions with TMAP:		
Management fee payable	(1,668)	(1,465)
	<u> </u>	<u> </u>
Transactions with TMNL:		
Reinsurance arrangements	(627)	(281)
	<u> </u>	<u> </u>
(iii) <u>Key management compensation</u>		
Salaries and bonuses	11,246	12,737
Directors' remuneration (Note 21)	427	423
Contribution to Employees' Provident Fund	1,663	1,890
Other allowances	404	324
Benefits-in-kind	127	127
	<u> </u>	<u> </u>
	<u>13,867</u>	<u>15,501</u>

28 RISK MANAGEMENT FRAMEWORK

The Company being a member of the Tokio Marine Holdings, Inc. Group of Companies takes into consideration the risk management philosophy and business strategy of Tokio Marine Group when managing the risk of the Company. The Company aims to assume risks that are consistent with maintaining its solvency and supporting its business objectives. The Company is selective in its approach to risk taking, striking a balance between risk accepted and the reward it can derive from accepting that risk.

The Board of Directors is responsible for the overall establishment, supervision and review of all risk management processes in the Company. The Board is assisted by the Company's Risk Management and Compliance Committee in the identification, evaluation and assessment of risks in the Company.

The compositions, functions and the responsibilities of Risk Management and Compliance Committee are explained in the Directors' Report.

The Company's risk management strategy includes maintaining sound, robust and effective risk management processes which are appropriate to the nature, scale and complexity of the Company's life insurance business to safeguard the interests of Company's shareholders as well as to protect the Company's policyholders' interests. The risks are classified into broad categories to streamline the risk management processes and are not meant to be restrictive as to the risk identification and evaluation process.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

28 RISK MANAGEMENT FRAMEWORK (CONTINUED)

The following are the three broad categories of risks faced by the Company:

A. Business Risks

Business risks arise from the Company's business strategy, the environment in which the Company operates, and its ability to provide suitable products and services to customers. The Company provides insurance protection against risks such as mortality and morbidity risks.

Within the business risks, insurance risk has significant impact on business results. Insurance risks arise with respect to the adverse change in the value of insurance liabilities, resulting from changes in the level, trend, or volatility of a number of insurance risk drivers. This includes adverse mortality, longevity, morbidity, persistency and expense experience. The definition and management of insurance risks are explained in Note 30 to the financial statements.

The Company has in place various risk management techniques to control and optimise the Company's exposure to business risks in pursuit of the Company's business objectives. New risks are assessed before they are considered for acceptance.

B. Financial Risks

Financial risks pertain to credit risks, liquidity risks and market risks. Credit risks is the risk of loss for the Company's business, or of adverse change in the financial situation resulting from fluctuations in the credit standing of issuers of securities, counterparties and any debtors in the form of default or other significant credit event.

Liquidity risk refers to the possibility of the Company having insufficient cash resources to meet its financial obligations as they fall due under business as usual and stress scenarios.

The Company is exposed to market risk arising from its investment in debt securities, equities and properties. Changes in interest rates, foreign exchange rates, and equity prices will impact the financial position of the Company as any reaction to market changes will affect the present and future earnings of the Company for the life insurance operations and shareholders' equity.

The definition and management of financial risks are explained in Note 31 to the financial statements.

C. Operational Risks

Operational risks may arise from inadequate or failed internal processes and controls, from personnel and systems, or from external events such as sudden disasters crippling the operations of the Company. Such risks, although difficult to quantify, have the potential to impose significant costs and disruption to the financial soundness and ongoing business of the Company. Business continuity risks are the risks of not being able to resume normal business operations in view of disruption which include civil, economic, natural disasters, etc. Such risks may cause the Company to be unable to continue business as a going concern due to significant financial losses or the destruction of lives and infrastructures arising from natural catastrophes. The Company has put in place measures to control and minimise the Company's exposure to operational risks.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

29 CAPITAL MANAGEMENT

The Company's capital management objective is to maintain a strong capital position with optimum buffer to meet obligations towards policyholders and to comply with the required capital requirements.

A. Investment Management

The investment portfolio of the Company which forms the largest asset pool is managed by an investment team through setting of investment policy and strategic asset allocation. The investment limits are set and monitored at various levels to ensure that all investment activities are within the guidelines set by the local statutory requirements governed by BNM.

B. Regulatory Capital Framework

Regulatory capital is the minimum amount of assets that must be held throughout the financial year to meet statutory solvency requirements governed under the RBC Framework. As part of the statutory requirements, the Company is required to provide its capital position on a quarterly basis to BNM.

The capital structure of the Company, consisting of all funds, as at the date of statements of financial position, as prescribed under the RBC Framework is provided below:

	<u>Note</u>	<u>2017</u> RM'000	<u>2016</u> RM'000
Eligible Tier 1 Capital			
Share capital (paid-up)	9	226,000	226,000
Reserves, including retained earnings		1,991,556	1,896,495
Tier 2 Capital		629,832	427,582
Amount deducted from capital		(69,443)	(97,711)
Total capital available		<u>2,777,945</u>	<u>2,452,366</u>

The Company has met both the minimum and internal capital requirements specified in the RBC Framework for the financial years ended 31 December 2016 and 31 December 2017.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

30 INSURANCE RISKS

The risk under any one life insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the nature of an insurance contract, this risk is random and therefore unpredictable.

For a portfolio of insurance contracts where the theory of probability is applied to pricing and provisioning, the principal risk that the Company faces under its insurance contracts is that the actual claims and benefit payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims and benefits will vary from year to year from the estimate. A more diversified portfolio is less likely to be affected across the board by a change in any subset of the portfolio. Stress testing on the financial condition is conducted regularly to assess its ability to withstand adverse deviations in various assumptions. A dynamic solvency testing is performed annually to monitor its solvency position.

Concentration of life insurance contract liabilities

The table below shows the concentration of life insurance contract liabilities (comprise actuarial liabilities, unallocated surplus, provision for outstanding claims and net asset value attributable to unitholders) by types of contract:

	<u>With DPF</u>	<u>Without DPF</u>	<u>Gross</u>
	RM'000	RM'000	Total RM'000
<u>31 December 2017</u>			
Whole of life	1,950,879	260,756	2,211,635
Endowment	3,136,053	129,070	3,265,123
Term-mortgage	-	333,325	333,325
Term-others	-	251,633	251,633
Medical and health	-	9,962	9,962
Riders	29,758	46,209	75,967
Other plans	84,167	63,729	147,896
	<hr/>	<hr/>	<hr/>
Total	5,200,857	1,094,684	6,295,541
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<u>31 December 2016</u>			
Whole of life	1,883,112	169,013	2,052,125
Endowment	3,188,890	47,628	3,236,518
Term-mortgage	-	318,207	318,207
Term-others	-	214,886	214,886
Medical and health	-	10,341	10,341
Riders	25,728	46,259	71,987
Other plans	71,877	48,250	120,127
	<hr/>	<hr/>	<hr/>
Total	5,169,607	854,584	6,024,191
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

There is no annuity business in force as at 31 December 2017 and 31 December 2016.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

30 INSURANCE RISKS (CONTINUED)

Key assumptions

Material judgement is required in determining the liabilities and in the choice of assumptions. Assumptions in use are based on past experience, current internal data, external market indices and benchmarks which reflect current observable market prices and other published information. All assumptions are reviewed and updated, if necessary, each financial year in order to value insurance contract liabilities that reflect the Company's experience. The assumptions are required to be on best estimate basis, where actual experience has equal chance of being better or worse than estimated.

(i) Mortality and morbidity

Mortality assumptions used are based on annual investigation into their respective mortality experience over the recent financial years, and are expressed as a percentage of a standard mortality table.

The morbidity assumptions for dread disease benefits are based on a percentage of the reinsurer's risk premium rates.

(ii) Lapse and surrender rates

Lapse and surrender assumptions are based on an annual investigation into their respective withdrawal experience over the recent financial years, and are expressed as rates of withdrawal, split by duration in-force.

(iii) Discount rate

For the participating business, discount rates used to value insurance contract liabilities is determined based on the best estimate investment returns.

To determine the best estimate investment returns, the Company has broken down the assets in the fund as at the reporting date into various asset classes, and has applied long term expected returns to each class. A weighted average rate of investment return is then derived by combining different proportions of the various asset classes.

Contract liabilities for non-participating business and guaranteed liabilities of the participating business are computed by discounting policy cash flows using risk-free interest rates. The risk-free rates used are derived from the gross yields to redemption of benchmark government securities as at the date of valuation.

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30 INSURANCE RISKS (CONTINUED)

Sensitivities

The Company conducted a sensitivity analysis on the actuarial liabilities as at the date of the statements of financial position, based on the change in one specific assumption while holding all other assumptions constant. Sensitivity information will also vary according to the current economic assumptions.

<u>Assumption</u>	<u>Change in assumption</u>	Impact on gross <u>actuarial liabilities</u> RM'000	Impact on <u>profit after tax</u> RM'000	Impact on <u>equity</u> RM'000
<u>31 December 2017</u>				
Worsening of mortality/morbidity	+25%	138,901	(81,248)	(81,248)
Improvement in mortality/morbidity	-25%	(142,255)	80,816	80,816
Worsening of lapse and surrender rates	+25%	(40,327)	(4,004)	(4,004)
Improvement in lapse and surrender rates	-25%	51,393	2,078	2,078
Increase in discount rate	100 basis points upward shift	(313,325)	55,176	55,176
Decrease in discount rate	100 basis points downward shift	443,700	(66,713)	(66,713)
<u>31 December 2016</u>				
Worsening of mortality/morbidity	+25%	127,444	(68,324)	(68,324)
Improvement in mortality/morbidity	-25%	(132,107)	68,580	68,580
Worsening of lapse and surrender rates	+25%	(31,804)	(11,102)	(11,102)
Improvement in lapse and surrender rates	-25%	39,087	11,608	11,608
Increase in discount rate	100 basis points upward shift	(319,548)	42,839	42,839
Decrease in discount rate	100 basis points downward shift	437,488	(51,142)	(51,142)

The method used and significant assumptions made for deriving sensitivity information did not change from the previous financial year.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS

The Company is exposed to a range of financial risks, including credit risk, liquidity risk and market risk.

Financial risks of investment-linked investment is not further provided and analysed as the financial risks in respect of investment-linked investments are generally wholly borne by the policyholders, and do not directly affect the profit before tax of the Company. Furthermore, investment-linked policyholders are responsible for allocation of the policy values amongst investment options offered by the Company. Although profit before tax is not affected by investment-linked investments, the investment return from such financial investments is included in the Company's profit or loss, as the Company has selected the fair value option for all investment-linked investments with corresponding change in insurance contract liabilities for investment-linked contracts.

Credit Risk

The Company is exposed to credit risk through investments in cash, money market and debt instruments, lending activities and exposure to counterparty's credit in reinsurance contracts.

For all three types of exposures, financial loss may materialise as a result of default by the borrower or counterparty. For investments in cash, money market and debt instruments, financial loss may also materialise as a result of a default by the issuer on coupon payment or principal amount. The Company has internal limits by issuer or counterparty and by investment grades. These limits are actively monitored to manage the credit and concentration risk. These limits are reviewed on a regular basis by the management.

The creditworthiness of reinsurers is assessed on an annual basis by reviewing their financial strength through published credit ratings and other publicly available financial information.

The Company manages its lending activities by extending loans against collateral pledged to the Company. Regular monitoring and review of the payments of loans are performed by the Company to identify any non-performing loans. Any non-performing loan identified is communicated to the management. Appropriate actions will be taken for the possible course of recovery and provision of these loans.

There were no significant changes to the credit risk management of the Company.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of financial assets.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Credit Risk (continued)

Credit exposure by credit rating

The table below provides information regarding the credit risk exposure of the Company by classifying financial assets in accordance with the Company's credit ratings of counterparties:

	<u>Neither past due nor impaired</u>		<u>Impaired</u>	
	<u>Investment grade (AAA to A-)</u> RM'000	<u>Not rated</u> RM'000	<u>Not rated</u> RM'000	<u>Total</u> RM'000
<u>31 December 2017</u>				
AFS financial assets				
Debt securities	2,504,310	1,261,471	-	3,765,781
FVTPL financial assets				
Debt securities	174,078	70,559	-	244,637
HTM financial assets				
Debt securities	218,338	742,987	-	961,325
Loans and receivables				
Loans	-	477,247	-	477,247
Insurance receivables	-	31,252	-	31,252
Other receivables	-	19,670	-	19,670
Cash and cash equivalents	302,254	-	-	302,254
	<u>3,198,980</u>	<u>2,603,186</u>	<u>-</u>	<u>5,802,166</u>
<u>31 December 2016</u>				
AFS financial assets				
Debt securities	2,393,843	1,114,455	-	3,508,298
FVTPL financial assets				
Debt securities	116,874	69,327	-	186,201
HTM financial assets				
Debt securities	228,010	703,487	-	931,497
Loans and receivables				
Loans	-	508,383	-	508,383
Insurance receivables	-	43,323	-	43,323
Other receivables	-	7,051	-	7,051
Cash and cash equivalents	318,198	-	-	318,198
	<u>3,056,925</u>	<u>2,446,026</u>	<u>-</u>	<u>5,502,951</u>

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31 FINANCIAL RISKS (CONTINUED)

Credit Risk (continued)

The financial assets are classified according to the credit rating by rating agencies approved by BNM. The creditworthiness of the debt securities is assessed by way of credit reviews performed on the issuers on an annual basis.

The financial assets which are not rated mainly comprise Malaysian government securities, corporate debt securities guaranteed by the Federal Government of Malaysia and loans. The corporate debt securities, although not rated are issued or guaranteed by the Federal Government of Malaysia which carry minimal credit risk.

The Company's loans receivable include policy loans, mortgage loans and other secured loans to staff and policyholders. Policy loans and mortgage loans are generally secured by collateral. The amount of loan is based on the valuation of collateral as well as an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of the types of collateral and the valuation parameters. The type of collaterals, held by the Company as lender, for which it is entitled to in the event of default is as follows:

<u>Type of collaterals</u>		Carrying value 2017 RM'000	Carrying value 2016 RM'000
Policy loans	Cash surrender value	475,984	506,910
Mortgage loans	Properties	1,183	1,088
Secured loans	Computers	80	385
		477,247	508,383

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 **FINANCIAL RISKS (CONTINUED)**

Credit Risk (continued)

As at 31 December 2017, the impairment provision of impaired insurance receivables of RM31.2 million is RM1.5 million (2016: RM3.2 million), and the impaired provision of other receivables is RM1.9 million (2016: RM0.6 million). Impairment of insurance receivables and other receivables are performed based on a collective assessment. No collateral is held as security for any impaired assets. The Company records impairment loss for insurance receivables and other receivables in separate provision accounts. A reconciliation of the allowance for impairment losses for insurance receivables and other receivables are as follows:

	<u>Insurance receivables</u>	
	<u>2017</u>	<u>2016</u>
	RM'000	RM'000
At 1 January	3,214	3,966
Decrease during the financial year	(1,739)	(752)
At 31 December	<u>1,475</u>	<u>3,214</u>
	<u>Other receivables</u>	
	<u>2017</u>	<u>2016</u>
	RM'000	RM'000
At 1 January	587	-
Increase during the financial year	1,322	587
At 31 December	<u>1,909</u>	<u>587</u>

Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial instruments. In respect of catastrophic events, there is also a liquidity risk associated with the timing differences between gross cash outflows and expected reinsurance recoveries.

The liquidity demands of the Company are met through ongoing operations which include continuous premium income and investment income. The expected liquidity needs are often met through projection of outflows from the in-force insurance policy contract liabilities; the liabilities include renewal commissions, claims and other benefits (maturity and surrender). Whilst the nature of these outflows is deemed to be largely stable and can be assumed at outset, the Company remains susceptible to exceptional experiences (surrender or catastrophic events) for its insurance portfolio. Also, the Company may be subject to unexpected liquidity tightening due to adverse implications from the wider economic factors (domestic or global) or undue volatilities and unexpected losses experienced within investments.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 **FINANCIAL RISKS (CONTINUED)**

Liquidity Risk (continued)

Liquidity risk is reduced by having insurance contract liabilities that are well diversified by product and policyholder. The Company designs insurance products to encourage policyholders to maintain their policies-in-force, thereby generating a diversified and stable flow of recurring premium income.

The Company adopts prudent liquidity risk management by monitoring daily liquidity and cash movements to ensure liquidity is available and cash is employed optimally. The Company has cash and cash equivalents of RM302.3 million as at 31 December 2017 (2016: RM318.2 million) to meet its liquidity requirements.

Demands for funds can usually be met through ongoing normal operations, premiums received, sale of assets or borrowings. Unexpected demands for liquidity may be triggered by negative publicity, deterioration of the economy, reports of problems in other companies in the same or similar lines of business, unanticipated policy claims, or other unexpected cash demands from policyholders. Expected liquidity demands are managed through a combination of treasury, investment and capital management practices, which are monitored on an ongoing basis. Actual and projected cash inflows and outflows are monitored and a reasonable amount of assets are kept in liquid instruments at all times. The projected cash flows from the in-force insurance policy contract liabilities consist of renewal premiums, commissions, claims, maturities and surrenders. Renewal premiums, commissions, claims and maturities are generally stable and predictable. Surrenders can be more uncertain although it has been quite stable over the past several years. Unexpected liquidity demands are managed through a combination of product design, diversification limits, investment strategies and systematic monitoring. The existence of surrender penalty in insurance contracts also protects the Company from losses due to unexpected surrender trends as well as reduces the sensitivity of surrenders to changes in interest rates.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Liquidity Risk (continued)

Maturity profiles of financial assets

The table below summarises the maturity profile of the financial assets of the Company:

	Up to 1 <u>year</u> RM'000	1 – 5 <u>years</u> RM'000	Over 5 <u>years</u> RM'000	No maturity <u>date</u> RM'000	<u>Total</u> RM'000
<u>31 December 2017</u>					
AFS financial assets	375,096	1,167,276	2,221,950	1,724,787	5,489,109
FVTPL financial assets	10,187	112,076	122,373	569,030	813,666
HTM financial assets	25,392	50,753	885,180	-	961,325
Loans and receivables	-	-	-	477,247	477,247
Insurance receivables	31,252	-	-	-	31,252
Other receivables	19,670	-	-	-	19,670
Cash and cash equivalents	302,254	-	-	-	302,254
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total financial assets	763,851	1,330,105	3,229,503	2,770,064	8,094,523
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<u>31 December 2016</u>					
AFS financial assets	171,631	1,210,967	2,122,922	1,510,682	5,016,202
FVTPL financial assets	9,984	86,014	90,203	457,409	643,610
HTM financial assets	45,430	76,051	810,016	-	931,497
Loans and receivables	-	-	-	508,383	508,383
Insurance receivables	43,323	-	-	-	43,323
Other receivables	7,051	-	-	-	7,051
Cash and cash equivalents	318,198	-	-	-	318,198
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Total financial assets	595,617	1,373,032	3,023,141	2,476,474	7,468,264
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Liquidity Risk (continued)

Maturity profiles of financial liabilities

The table below summarises the maturity profile of the financial liabilities of the Company:

	Up to 1 <u>year</u> RM'000	1 – 5 <u>years</u> RM'000	Over 5 <u>years</u> RM'000	<u>Total</u> RM'000
<u>31 December 2017</u>				
Insurance contract liabilities*:				
With DPF	432,222	1,317,548	3,451,087	5,200,857
Without DPF	365,384	45,255	684,045	1,094,684
Insurance payables	474,768	-	-	474,768
Other payables	61,967	-	-	61,967
	<u>1,334,341</u>	<u>1,362,803</u>	<u>4,135,132</u>	<u>6,832,276</u>
<u>31 December 2016</u>				
Insurance contract liabilities*:				
With DPF	386,910	1,407,544	3,375,153	5,169,607
Without DPF	248,664	37,191	568,729	854,584
Insurance payables	473,479	-	-	473,479
Other payables	53,308	-	-	53,308
	<u>1,162,361</u>	<u>1,444,735</u>	<u>3,943,882</u>	<u>6,550,978</u>

* Excluding available-for-sale fair value adjustment and asset revaluation surplus adjustment.

Investment-linked liabilities are repayable or transferable on demand and are included in the "up to 1 year" column. Repayments which are subject to notice are treated as if notice was to be given immediately.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Market Risk

(i) Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's primary transactions are carried out in Ringgit Malaysia ("RM"). The Company is exposed to foreign exchange risk primarily from transactions denominated in foreign currencies such as Singapore Dollar ("SGD") and others pertaining to investment activities. The management manages foreign currency risk by setting limits and monitoring the exposure to foreign currency on a regular basis.

As the Company's business is conducted primarily in Malaysia, the Company's financial assets are also primarily maintained in Malaysia as required under the Financial Services Act, 2013, and hence, primarily denominated in the same currency (the local RM) as its insurance contract liabilities. Thus, the main foreign exchange risk from recognised assets and liabilities arises from transactions other than those in which insurance contract liabilities are expected to be settled.

Currency risk arising from investments in foreign currency instruments is generally not hedged as the Company's exposure is minimal.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Market Risk (continued)

(i) Currency Risk (continued)

The analysis below summarises the currency exposure of the Company.

31 December 2017

	<u>SGD</u>	<u>RM</u>	<u>Others</u>	<u>'000</u> <u>Total</u>
Financial assets				
AFS financial assets	-	5,489,109	-	5,489,109
FVTPL financial assets	-	442,248	371,418	813,666
HTM financial assets	-	961,325	-	961,325
Loans and receivables	-	477,247	-	477,247
Insurance receivables	-	31,252	-	31,252
Other receivables	-	19,670	-	19,670
Cash and cash equivalents	-	302,254	-	302,254
	-	7,723,105	371,418	8,094,523
Financial liabilities				
Insurance contract liabilities*	-	6,295,541	-	6,295,541
Insurance payables	-	474,768	-	474,768
Other payables	-	61,967	-	61,967
	-	6,832,276	-	6,832,276

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Market Risk (continued)

(i) Currency Risk (continued)

31 December 2016

	<u>SGD</u>	<u>RM</u>	<u>Others</u>	<u>'000</u> <u>Total</u>
Financial assets				
AFS financial assets	-	5,016,202	-	5,016,202
FVTPL financial assets	-	348,634	294,976	643,610
HTM financial assets	-	931,497	-	931,497
Loans and receivables	-	508,383	-	508,383
Insurance receivables	-	43,323	-	43,323
Other receivables	-	7,051	-	7,051
Cash and cash equivalents	-	318,198	-	318,198
	-	7,173,288	294,976	7,468,264
Financial liabilities				
Insurance contract liabilities*	-	6,024,191	-	6,024,191
Insurance payables	-	473,479	-	473,479
Other payables	-	53,308	-	53,308
	-	6,550,978	-	6,550,978

* Excluding available-for-sale fair value adjustment and asset revaluation surplus adjustment.

The potential impacts arising from currency risk are deemed insignificant. Accordingly, no sensitivity analysis is being disclosed.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Market Risk (continued)

(ii) Interest Rate/Profit Yield Risk

Interest rate risk is the risk that the value or future cash flows of a financial instrument will fluctuate because of changes in market interest rate/profit yield.

A study of movement in risk-free rate is undertaken for the market. A 40 (2016: 50) basis point movement in the interest rate market is considered to be reasonable basis for interest rate sensitivity analysis. Investments in debt securities held-to-maturity are excluded as these are accounted for at amortised cost, and their carrying amounts are not sensitive to changes in the level of interest rates.

For investment-linked funds, the risk exposure to the Company is limited only to the underwriting aspect as all investment risks are borne by the policyholders.

The analysis below summarises the Company's sensitivity analysis.

	Impact on insurance <u>contract liabilities</u> RM'000	Impact on profit <u>after tax</u> RM'000	Impact on <u>equity</u> RM'000
31 December 2017			
<u>Change in variables</u>			
+40 basis points	(58,316)	(1,776)	(20,889)
-40 basis points	61,047	1,855	21,849
	<u> </u>	<u> </u>	<u> </u>
31 December 2016			
<u>Change in variables</u>			
+50 basis points	(72,588)	(668)	(20,274)
-50 basis points	76,387	689	21,384
	<u> </u>	<u> </u>	<u> </u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

31 FINANCIAL RISKS (CONTINUED)

Market Risk (continued)

(iii) Price Risk

Equity price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate/profit yield risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer or factors affecting similar financial instruments traded in the market.

The Company's equity price risk exposure relates to financial assets and financial liabilities whose values will fluctuate as a result of changes in market prices, principally investment in securities not held for the account of investment-linked business.

The Company's price risk policy requires it to manage such risks by setting and monitoring objectives and constraints on investments, diversification plans, limits on investments in each country, sector, market and issuer, having regard also to such limits stipulated by BNM. The Company complies with BNM stipulated limits during the financial year, and has no significant concentration of price risk.

The analysis below summarises the Company's price risk analysis.

<u>Market indices</u>	<u>Change in variables</u>	<u>Impact on insurance contract liabilities</u> RM'000	<u>Impact on profit after tax</u> RM'000	<u>Impact on equity</u> RM'000
<u>31 December 2017</u>				
Bursa Malaysia	+10%	166,701	5,642	10,495
Bursa Malaysia	-10%	(166,701)	(6,731)	(10,495)
<u>31 December 2016</u>				
Bursa Malaysia	+10%	142,997	6,211	10,641
Bursa Malaysia	-10%	(142,997)	(7,244)	(10,641)

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUND

The Company's activities are organised by funds and segregated into the Life Fund and Shareholders' Fund ("SHF") in accordance with the Financial Services Act, 2013 and Insurance Regulations, 1996. The Company's statement of financial position and statement of comprehensive income have been further analysed by funds which includes Life Fund and the SHF. The Life insurance business offers a wide range of participating and non-participating Whole of Life, Term Assurance, Endowment and Investment-linked products.

Management has determined the operating segments based on the reports reviewed by the Chief Executive Officer (Chief Operating decision maker). The Company has two operating segments comprises Life Fund and Shareholders' Fund in Malaysia.

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TOKIO MARINE LIFE INSURANCE MALAYSIA BHD.

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Financial Position by Funds

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
ASSETS								
Property, plant and equipment	-	-	167,493	163,228	-	-	167,493	163,228
Investment properties	-	-	148,408	149,599	-	-	148,408	149,599
Intangible assets	-	-	69,443	97,711	-	-	69,443	97,711
Financial investments								
AFS financial assets	226,575	203,573	5,262,534	4,812,629	-	-	5,489,109	5,016,202
FVTPL financial assets	4,563	4,532	809,103	639,078	-	-	813,666	643,610
HTM financial assets	-	-	961,325	931,497	-	-	961,325	931,497
Loans and receivables	382	-	476,865	508,383	-	-	477,247	508,383
Insurance receivables	-	-	31,252	43,323	-	-	31,252	43,323
Other receivables	18,945	26,389	18,163	7,051	(17,438)	(26,389)	19,670	7,051
Cash and bank balances	6,924	6,404	295,330	311,794	-	-	302,254	318,198
TOTAL ASSETS	257,389	240,898	8,239,916	7,664,293	(17,438)	(26,389)	8,479,867	7,878,802
EQUITY, POLICYHOLDERS' FUNDS AND LIABILITIES								
Share capital	226,000	226,000	-	-	-	-	226,000	226,000
Retained earnings	29,815	13,676	540,994	479,678	-	-	570,809	493,354
Available-for-sale reserve	1,174	384	12,608	(920)	-	-	13,782	(536)
Asset revaluation reserve	-	-	3,296	2,889	-	-	3,296	2,889
TOTAL EQUITY	256,989	240,060	556,898	481,647	-	-	813,887	721,707

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Financial Position by Funds (continued)

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000
Insurance contract liabilities	-	-	6,908,297	6,449,420	-	-	6,908,297	6,449,420
Insurance payables	-	-	474,768	473,479	-	-	474,768	473,479
Other payables	-	-	79,405	79,697	(17,438)	(26,389)	61,967	53,308
Provision for agency long association benefits	-	-	28,529	27,486	-	-	28,529	27,486
Current tax liabilities	192	814	6,242	5,549	-	-	6,434	6,363
Deferred tax liabilities	208	24	185,777	147,015	-	-	185,985	147,039
TOTAL POLICYHOLDERS' FUNDS AND LIABILITIES	400	838	7,683,018	7,182,646	(17,438)	(26,389)	7,665,980	7,157,095
TOTAL EQUITY, POLICYHOLDERS' FUNDS AND LIABILITIES	257,389	240,898	8,239,916	7,664,293	(17,438)	(26,389)	8,479,867	7,878,802

Additional information:

Purchase of property, plant and equipment	-	-	4,473	7,699	-	-	4,473	7,699
Purchase of intangible assets	-	-	3,459	14,769	-	-	3,459	14,769
Purchase of investment properties	-	-	-	1,290	-	-	-	1,290

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Comprehensive Income by Funds

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000
Gross earned premium revenue	-	-	1,148,877	1,086,768	-	-	1,148,877	1,086,768
Premiums ceded to reinsurers	-	-	(78,729)	(73,134)	-	-	(78,729)	(73,134)
Net earned revenue	-	-	1,070,148	1,013,634	-	-	1,070,148	1,013,634
Investment income	9,767	8,883	320,726	296,122	-	-	330,493	305,005
Net realised gains	592	531	33,387	18,412	-	-	33,979	18,943
Net fair value gains/(losses)	31	(13)	88,443	31,429	-	-	88,474	31,416
Fee income	-	-	-	48	-	-	-	48
Other income	10,390	9,401	442,556	346,011	-	-	452,946	355,412
Gross benefits and claims paid	-	-	(928,873)	(870,027)	-	-	(928,873)	(870,027)
Claims ceded to reinsurers	-	-	64,161	66,662	-	-	64,161	66,662
Gross change to insurance contract liabilities	-	-	(255,573)	(175,652)	-	-	(255,573)	(175,652)
Net insurance benefits and claims	-	-	(1,120,285)	(979,017)	-	-	(1,120,285)	(979,017)

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Comprehensive Income by Funds (continued)

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000	2017 RM'000	2016 RM'000
Commission and agency expenses	-	-	(108,958)	(114,797)	-	-	(108,958)	(114,797)
Management expenses	(3,819)	(2,170)	(158,221)	(153,384)	-	-	(162,040)	(155,554)
Other operating income/(expenses) - net	-	3	(2,688)	169	-	-	(2,688)	172
Other expenses	(3,819)	(2,167)	(269,867)	(268,012)	-	-	(273,686)	(270,179)
Inter-fund transfer:								
From Life Fund to SHF	18,095	23,146	(18,095)	(23,146)	-	-	-	-
Profit before taxation	24,666	30,380	104,457	89,470	-	-	129,123	119,850
Taxation	(3,527)	(4,926)	(43,141)	(39,559)	-	-	(46,668)	(44,485)
Net profit for the financial year	21,139	25,454	61,316	49,911	-	-	82,455	75,365

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Comprehensive Income by Funds (continued)

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Other comprehensive (loss)/income:								
<u>Items that will be reclassified subsequently to profit or loss</u>								
Fair value change on available-for-sale financial assets:								
Net gains arising during financial year	1,038	404	241,944	22,447	-	-	242,982	22,851
Realised gains transferred to profit or loss	2	(869)	(44,059)	(26,164)	-	-	(44,057)	(27,033)
Impairment losses transferred to profit or loss	-	-	15,427	16,536	-	-	15,427	16,536
Tax effects thereon	(249)	111	(17,066)	(1,026)	-	-	(17,315)	(915)
Fair value gains/(losses), net of tax	791	(354)	196,246	11,793	-	-	197,037	11,439
Change in insurance contract liabilities arising from net fair value gains	-	-	(182,719)	(7,541)	-	-	(182,719)	(7,541)
Net fair value change	791	(354)	13,527	4,252	-	-	14,318	3,898

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Comprehensive Income by Funds (continued)

	Shareholders' Fund		Life Fund		Inter-fund elimination		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Other comprehensive (loss)/income: (continued)								
<u>Items that will not be reclassified subsequently to profit or loss</u>								
Asset revaluation reserve:								
Gross asset revaluation surplus	-	-	5,668	-	-	-	5,668	-
Tax effects thereon	-	-	(453)	1,732	-	-	(453)	1,732
Asset revaluation surplus, net of tax	-	-	5,215	1,732	-	-	5,215	1,732
Change in insurance contract liabilities arising from net asset revaluation surplus	-	-	(4,808)	(1,642)	-	-	(4,808)	(1,642)
Net asset revaluation surplus	-	-	407	90	-	-	407	90
Total other comprehensive income/(loss)	791	(354)	13,934	4,342	-	-	14,725	3,988
Total comprehensive income for the financial year	21,930	25,100	75,250	54,253	-	-	97,180	79,353

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

32 INSURANCE FUNDS (CONTINUED)

Statement of Comprehensive Income by Funds (continued)

	<u>Shareholders' Fund</u>		<u>Life Fund</u>		<u>Inter-fund elimination</u>		<u>Total</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Additional information:								
Interest income	7,491	6,298	259,984	247,086	-	-	267,475	253,384
Interest expenses	-	-	(791)	(701)	-	-	(791)	(701)
Depreciation	-	-	(4,706)	(4,871)	-	-	(4,706)	(4,871)
Amortisation	-	-	(31,671)	(29,624)	-	-	(31,671)	(29,624)

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

33 INVESTMENT-LINKED FUND

The statement of financial position and statement of comprehensive income of investment-linked fund represent the assets, liabilities and net asset values of TokioMarine Orient Fund ("TMOF"), TokioMarine Enterprise Fund ("TMEF"), TokioMarine Bond Fund ("TMBF"), TokioMarine Dana Ikhtiar ("TMDI") and TokioMarine Luxury Fund ("TMLX").

The statement of financial position of the investment-linked fund is represented by:

	<u>2017</u> RM'000	<u>2016</u> RM'000
ASSETS		
Fair value through profit and loss financial assets	252,500	154,652
Other receivables	2,182	161
Cash and cash equivalents	27,985	23,734
	<u>282,667</u>	<u>178,547</u>
TOTAL ASSETS	<u>282,667</u>	<u>178,547</u>
LIABILITIES		
Other payables	975	1,417
Current tax liabilities	418	549
Deferred tax liabilities	2,612	988
	<u>4,005</u>	<u>2,954</u>
TOTAL LIABILITIES	<u>4,005</u>	<u>2,954</u>
 Net asset value of funds (Note 11)	 <u>278,662</u>	 <u>175,593</u>

The statement of financial position has been adjusted for the following assets, liabilities and net asset value of TokioMarine Managed Fund ("TMMF") which have been eliminated as TMMF invested mainly in TMEF and TMBF during the financial year:

	<u>2017</u> RM'000	<u>2016</u> RM'000
ASSETS		
Investments in other linked funds of insurer	76,573	37,484
Cash and cash equivalents	1	1
	<u>76,574</u>	<u>37,485</u>
Net asset value of TMMF	<u>76,574</u>	<u>37,485</u>

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2017 (CONTINUED)

33 INVESTMENT-LINKED FUND (CONTINUED)

The statement of comprehensive income of the investment-linked fund is represented by:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Investment income	5,057	2,959
Net fair value gains	25,028	5,545
Other operating income - net	18	8
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Other income	30,103	8,512
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Management fees	(2,718)	(1,873)
Management expenses	(25)	(30)
	<hr/>	<hr/>
Other expenses	(2,743)	(1,903)
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Profit before tax	27,360	6,609
Taxation	(2,186)	(553)
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Net profit for the financial year	<u>25,174</u>	<u>6,056</u>

The statement of comprehensive income have been adjusted for TokioMarine Managed Fund ("TMMF") which have been eliminated as TMMF invested mainly in TMEF and TMBF during the financial year:

	<u>2017</u> RM'000	<u>2016</u> RM'000
Net fair value gains	5,242	620
Management expenses	(5)	(5)
	<hr/>	<hr/>
Net profit for the financial year	<u>5,237</u>	<u>615</u>

34 SUBSEQUENT EVENT

As at 1 January 2018, the carrying value of the bancassurance fee of RM50,499,000 is transferred from the Life Fund to the Shareholders' Fund.