

Company No.

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| 149520 | U |
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TOKIO MARINE INSURANS (MALAYSIA) BERHAD  
(Incorporated in Malaysia)

STATUTORY FINANCIAL STATEMENTS

31 DECEMBER 2012

|             |   |
|-------------|---|
| Company No. |   |
| 149520      | U |

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Iincorporated in Malaysia)

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Iincorporated in Malaysia)

**DIRECTORS' REPORT**

The directors are pleased to submit their report to the members together with the audited financial statements of the Company for the year ended 31 December 2012.

**PRINCIPAL ACTIVITY**

The Company is principally engaged in the underwriting of all classes of general insurance business. There have been no significant changes in the nature of this activity during the year.

**FINANCIAL RESULTS**

RM'000

|                     |         |
|---------------------|---------|
| Profit for the year | 113,164 |
|                     | <hr/>   |

**DIVIDEND**

No dividend has been paid or declared by the Company since the end of the previous year.

The directors do not recommend the payment of any dividend in respect of the current year.

**RESERVES AND PROVISIONS**

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

**INSURANCE LIABILITIES**

Before the financial statements of the Company were made out, the directors took reasonable steps to ascertain that there was adequate provision for insurance liabilities in accordance with the valuation methods specified in Part D of the Risk-Based Capital Framework ("RBC Framework") issued by Bank Negara Malaysia ("BNM") for insurers.

**BAD AND DOUBTFUL DEBTS**

Before the financial statements of the Company were made out, the directors took reasonable steps to ascertain that proper action had been taken in relation to the full impairment of bad debts and the making of allowance for impairment and satisfied themselves that all known bad debts had been fully impaired and that adequate allowance had been made for doubtful debts.

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

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**SIGNIFICANT EVENT DURING THE YEAR**

On 1 September 2012, the Company completed the acquisition of certain assets and liabilities of the general insurance business of MUI Continental Insurance Berhad for a total cash consideration of RM180,228,000. The details of the acquisition are disclosed in Note 31 to the financial statements.

**CURRENT ASSETS**

Before the financial statements of the Company were made out, the directors took reasonable steps to ensure that any current assets which were unlikely to realise in the ordinary course of business, their values as shown in the accounting records of the Company have been written down to an amount which they might be expected so 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.

**CONTINGENT AND OTHER LIABILITIES**

At the date of this report, there does not exist:

- (a) any charge on the assets of the Company that has arisen since the end of the year which secures the liabilities of any other person, or
- (b) any contingent liability in respect of the Company that has arisen since the end of the year.

No contingent or other liability of the Company has become enforceable or is likely to become enforceable within the period of twelve months after the end of the year which, in the opinion of the directors, will or may substantially affect the ability of the Company to meet its obligations when they fall due.

For the purpose of this paragraph, contingent or other liabilities do not include liabilities arising from contracts of insurance underwritten in the ordinary course of business of the Company.

**CHANGE OF CIRCUMSTANCES**

At the date of this report, the directors are not aware of any circumstances, not otherwise dealt with in this report or the financial statements of the Company which would render any amount stated in the financial statements misleading.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**ITEMS OF AN UNUSUAL NATURE**

The results of the operations of the Company during the 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 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 year in which this report is made.

**SHARE CAPITAL**

On 17 July 2012, the Company increased its authorised share capital from RM300,000,000 to RM500,000,000. On 26 November 2012, the Company issued 125,471,000 ordinary shares of RM1 each per share for cash at par, to fund the further expansion of the Company's operations. The new ordinary shares issued during the year ranked pari passu in all respects with the existing ordinary shares of the Company.

**CORPORATE GOVERNANCE**

The Company has complied with all the prescriptive requirements of, and adopts management practices that are consistent with the principles prescribed under JPI/GPI 25 (Consolidated): Prudential Framework of Corporate Governance for Insurers and JPI/GPI 1(Consolidated): Minimum Standards for Prudential Management of Insurers, issued by Bank Negara Malaysia ("BNM").

In compliance with JPI/GPI 1 (Consolidated): Minimum Standards for Prudential Management of Insurers, the Board of Directors ("the Board") established four sub-committees as set out below.

**Risk Management Committee**

The main responsibilities of the Committee are to recommend a risk management framework, in terms of strategies, policies and risk tolerance, for the Board's approval as well as to provide an overall assessment on the adequacy of the Company's risk reporting infrastructure, which includes resources and support system, in promoting a pro-active risk management culture.

The Committee comprises two independent non-executive directors and one non-independent non-executive director. They are Teh Boon Eng, Shingo Toda and Dato' Ahmad Fuaad bin Mohd Dahalan.

Five Risk Management Committee meetings were held during the year with full attendance by the directors.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**CORPORATE GOVERNANCE (CONTINUED)**

**Risk Management Committee (continued)**

The risk management framework of the Company comprises an ongoing process for identifying, evaluating and managing the significant risks faced by the Company through designated management functions and internal controls, which cover all levels of personnel and business processes to ensure the Company's operations are run in an effective and efficient manner as well as safeguarding the assets of the Company and stakeholders' interest. This process is supported by the maintenance of a reliable information system that covers all significant activities. Continuous assessment of the effectiveness and adequacy of internal controls, which include independent examination of controls by the internal audit function, ensures corrective action, where necessary, is taken in a timely manner.

**Audit Committee**

The main responsibility of the Audit Committee is to assist the Board of Directors in discharging its statutory duties and responsibilities relating to accounting and reporting practices of the Company as well as ensuring the effectiveness of the internal controls instituted by the Management. The Audit Committee functions on a Terms of Reference approved by the Board of Directors, with the following principal duties and responsibilities:

- a) to review and approve the external and internal auditors' audit plan, scope and audit report on their evaluation of the system of internal controls of the Company;
- b) to review the results of the audit and whether or not appropriate action has been taken on the recommendations given by the external and internal auditors;
- c) to evaluate the quality of the audits performed by the external auditors and make recommendations concerning their appointments, termination and remuneration, and to consider the nomination of a person or persons as external auditors;
- d) to provide assurance that the financial information presented by management is relevant, reliable and timely;
- e) to oversee compliance with relevant laws and regulations and observance of a proper code of conduct and
- f) to determine the quality, adequacy and effectiveness of the Company's internal control environment.

The Committee comprises 4 independent non-executive directors. They are Teh Boon Eng, Emeritus Professor Dato' Dr Lian Chin Boon, Dato' Ahmad Fuaad Bin Mohd Dahalan and Yip Jian Lee.

Six Audit Committee meetings were held during the year, with full attendance by the directors, except for Yip Jian Lee who was only appointed to the Board and the Audit Committee on 1 March 2013.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**CORPORATE GOVERNANCE (CONTINUED)**

**Nominating Committee**

The main responsibilities of the Committee are to ensure that the Board comprises members with the required technical competency, professionalism, mixture of skills and there is a balance between executive, non-executive and independent directors to ensure the effective discharge of the Board's responsibilities.

The Committee also recommends the appointment, promotion and removal of the directors, Chief Executive Officer, Deputy Chief Executive Officer and Technical Advisors, and provides assessment on their individual performance and contribution to the Company as a whole.

The Committee comprises two independent non-executive directors, two non-independent non-executive directors and a non-independent executive director. They are Teh Boon Eng, Shingo Toda, Hironari Iwakuma, Dato' Ahmad Fuaad bin Mohd Dahalan and Lee King Chi, Arthur.

Two Nominating Committee meetings were held during the year, with full attendance by the directors.

The Board as at the date of this report, comprises seven members, six of whom are non-executive directors. All Board members possess the required qualifications and experience in all material aspects of an insurance business to effectively ensure that the Company operates under the highest standard of professionalism.

Six Board meetings were held during the year, in which one director was unable to attend a meeting due to other commitments.

**Remuneration Committee**

The main responsibilities of the Committee are to establish and recommend to the Board, the remuneration structure and policy, including the terms of employment or contract of service for executive directors, Chief Executive Officer, Deputy Chief Executive Officer and Technical Advisors, and to ensure a strong link is maintained between the level of remuneration and individual performance against agreed targets on total remuneration package.

The Committee comprises two independent non-executive directors and a non-independent non-executive director. They are Teh Boon Eng, Shingo Toda and Dato' Ahmad Fuaad bin Mohd Dahalan.

Three Remuneration Committee meetings were held during the year, with full attendance by the directors.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**DIRECTORS AND THEIR INTERESTS IN SHARES**

The directors who have held office since the date of the last report are as follows:

Teh Boon Eng  
Emeritus Professor Dato' Dr Lian Chin Boon  
Dato' Ahmad Fuaad bin Mohd Dahalan  
Hironari Iwakuma  
Lee King Chi, Arthur  
Shingo Toda  
Yip Jian Lee

(Appointed on 1 March 2013)

In accordance with the Company's Articles of Association, Teh Boon Eng and Hironari Iwakuma shall retire at the forthcoming Annual General Meeting, and being eligible, offer themselves for re-election.

According to the register of directors' shareholdings, none of the directors in office at the end of the year held any interest in shares in or debentures of the Company or its related corporations, except as follows:

| <u>Holdings registered in name of director</u>                                    | <u>At</u>         | <u>At</u>         |
|---|-------------------|-------------------|
|   | <u>31.12.2012</u> | <u>31.12.2011</u> |
| <b>Subsidiaries of ultimate holding corporation</b>                               |                   |                   |
| <b>- Asia General Holdings Ltd</b>  |                   |                   |
| <u>(No. of ordinary shares)</u>   |                   |                   |
| Lee King Chi Arthur (as nominee of Tokio Marine & Nichido Fire Insurance Co. Ltd) | 1                 | 1                 |
| Shingo Toda (as nominee of Tokio Marine & Nichido Fire Insurance Co. Ltd)         | 1                 | 1                 |
| <b>- Tokio Marine Life Insurance Singapore Ltd</b>                                |                   |                   |
| <u>(No. of ordinary shares)</u>   |                   |                   |
| Lee King Chi Arthur (as nominee of Tokio Marine & Nichido Fire Insurance Co. Ltd) | 1                 | -                 |
| Shingo Toda (as nominee of Tokio Marine & Nichido Fire Insurance Co. Ltd)         | 1                 | -                 |

**DIRECTORS' BENEFITS**

During and at end of the 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.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**DIRECTORS' REPORT (CONTINUED)**

**DIRECTORS' BENEFITS (CONTINUED)**

Since the end of the previous year, no director of the Company has received or become entitled to receive any benefit (other than directors' remuneration and benefits-in-kind shown in the notes to the financial statements of this Company) by reason of a contract made by the Company or a related corporation with the director or with a firm of which he is a member, or with a corporation in which he has a substantial financial interest.

**ULTIMATE HOLDING CORPORATION**

The directors regard Tokio Marine Holdings Inc., a corporation incorporated in Japan, as the ultimate holding corporation of the Company.

**AUDITORS**

The auditors, PricewaterhouseCoopers, have expressed their willingness to continue in office.

Signed on behalf of the Board of Directors in accordance with their resolution dated 27 March 2013.

SIGNED

TEH BOON ENG  
DIRECTOR

Kuala Lumpur

SIGNED

HIRONARI IWAKUMA  
DIRECTOR

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Incorporated in Malaysia)

**STATEMENT BY DIRECTORS PURSUANT TO  
SECTION 169(15) OF THE COMPANIES ACT, 1965**

We, Teh Boon Eng and Hironari Iwakuma, being two of the directors of Tokio Marine Insurans (Malaysia) Berhad, state that, in the opinion of the directors, the financial statements set out on pages 11 to 86 are drawn up so as to give a true and fair view of the state of affairs of the Company as at 31 December 2012 and of the results and cash flows of the Company for the year ended on that date in accordance with the Malaysian Financial Reporting Standards, International Financial Reporting Standards and comply with the provisions of the Companies Act, 1965 in Malaysia.

Signed on behalf of the Board of Directors in accordance with their resolution dated 27 March 2013.

SIGNED

TEH BOON ENG  
DIRECTOR

SIGNED

HIRONARI IWAKUMA  
DIRECTOR

**STATUTORY DECLARATION  
PURSUANT TO SECTION 169(16) OF THE COMPANIES ACT, 1965**

I, Heng Kiah Ngan, being the Chief Executive Officer primarily responsible for the financial management of Tokio Marine Insurans (Malaysia) Berhad, do solemnly and sincerely declare that the financial statements set out on pages 11 to 86 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.

SIGNED

HENG KIAH NGAN

Subscribed and solemnly declared by the abovenamed Heng Kiah Ngan at Kuala Lumpur in Malaysia on 27 March 2013.

Before me,

SIGNED

COMMISSIONER FOR OATHS

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF  
TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Incorporated in Malaysia)  
(Company No. 149520 U)

**REPORT ON THE FINANCIAL STATEMENTS**

We have audited the financial statements of Tokio Marine Insurans (Malaysia) Berhad, which comprise the statement of financial position as at 31 December 2012, and the statements of income, comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes, as set out on pages 11 to 86.

**Directors' Responsibility for the Financial Statements**

The directors of the Company are responsible for the preparation of financial statements that give a true and fair view of in accordance with the Malaysian Financial Reporting Standards, International Financial Reporting Standards and comply with the provisions of the Companies Act, 1965 in Malaysia, and for such internal controls as the directors determine are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgement, including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Company's preparation of financial statement that give a true and fair view 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

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

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF  
TOKIO MARINE INSURANS (MALAYSIA) BERHAD (CONTINUED)**  
(Incorporated in Malaysia)  
(Company No. 149520 U)

**REPORT ON THE FINANCIAL STATEMENTS (CONTINUED)**

**Opinion**

In our opinion, the financial statements have been properly drawn up in accordance with the Malaysian Financial Reporting Standards, International Financial Reporting Standards and comply with the provisions of the Companies Act, 1965 in Malaysia so as to give a true and fair view of the financial position of the Company as of 31 December 2012 and of its financial performance and cash flows for the year then ended.

**REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS**

In accordance with the requirements of the Companies Act, 1965 in Malaysia, we also report that, in our opinion, the accounting and other records and the registers required by the Act to be kept by the Company have been properly kept in accordance with the provisions of the Act.

**OTHER MATTERS**

1. As stated in Note 2(a) to the financial statements, the Company adopted Malaysian Financial Reporting Standards on 1 January 2012 with a transition date of 1 January 2011. These standards were applied retrospectively by directors to the comparative information in these financial statements, including the statements of financial position as at 31 December 2011 and 1 January 2011, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year ended 31 December 2011 and related disclosures. We were not engaged to report on the restated comparative information and it is unaudited. Our responsibilities as part of our audit of the financial statements of the Company for the year ended 31 December 2012 have, in these circumstances, included obtaining sufficient appropriate audit evidence that the opening balances as at 1 January 2012 do not contain misstatements that materially affect the financial position as of 31 December 2012 and financial performance and cash flows for the year then ended.
2. This report is made solely to the members of the Company, as a body, in accordance with Section 174 of the Companies Act, 1965 in Malaysia and for no other purpose. We do not assume responsibility to any other person for the content of this report.

SIGNED

PRICEWATERHOUSECOOPERS  
(No. AF: 1146)  
Chartered Accountants

Kuala Lumpur  
27 March 2013

SIGNED

JAYARAJAN RATHINASAMY  
(No. 2059/06/14 (J))  
Chartered Accountant

Company No.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Incorporated in Malaysia)

**STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2012**

|  | <u>Note</u> | <u>31.12.2012</u><br>RM'000 | <u>Restated</u><br><u>31.12.2011</u><br>RM'000 | <u>Restated</u><br><u>1.1.2011</u><br>RM'000 |
|--|-------------|-----------------------------|--|--|
| <b>ASSETS</b>  |             |                             |  |  |
| Property, plant and equipment                              | 4           | 14,801                      | 14,840   | 16,874                                       |
| Intangible assets  | 5           | 182,662                     | 26,930   | 26,930                                       |
| Investments  | 6           | 1,068,988                   | 665,784  | 688,374                                      |
| Held-to-maturity   |             | 35,568                      | 55,784   | 80,964                                       |
| Available-for-sale   |             | 939,714                     | 532,314  | 524,516                                      |
| Fair value through profit and loss                         |             | 93,706                      | 77,686   | 82,894                                       |
| Tax recoverable  |             | 10,505                      | -  | -  |
| Reinsurance assets   | 7           | 496,967                     | 158,513  | 152,895                                      |
| Insurance receivables                                      | 8           | 176,792                     | 116,707  | 86,466                                       |
| Loans and receivables<br>(excluding insurance receivables) | 9           | 639,856                     | 611,939  | 485,370                                      |
| Cash and bank balances                                     |             | 4,128                       | 25,829   | 31,015                                       |
| <b>Total Assets</b>  |             | <b>2,594,699</b>            | <b>1,620,542</b>                               | <b>1,487,924</b>                             |
| <b>EQUITY, GENERAL FUNDS AND LIABILITIES</b>               |             |                             |  |  |
| Share capital  | 10          | 403,471                     | 278,000  | 278,000                                      |
| Retained earnings  | 11          | 441,462                     | 328,298  | 225,691                                      |
| Other reserves   | 12          | 8,638                       | 9,966  | 8,082  |
| <b>Total Equity</b>  |             | <b>853,571</b>              | <b>616,264</b>                                 | <b>511,773</b>                               |
| Insurance contract liabilities                             | 13          | 1,479,638                   | 868,758  | 845,561                                      |
| Deferred tax liabilities                                   | 14          | 4,609                       | 6,290  | 5,850  |
| Other financial liabilities                                | 15          | 22,989                      | 10,865   | 1,393  |
| Insurance payables   | 16          | 153,404                     | 69,536   | 77,830                                       |
| Tax payable  |             | -                           | 9,943  | 5,565  |
| Other payables   | 17          | 80,488                      | 38,886   | 39,952                                       |
| <b>Total Liabilities</b>                                   |             | <b>1,741,128</b>            | <b>1,004,278</b>                               | <b>976,151</b>                               |
| <b>Total Equity and Liabilities</b>                        |             | <b>2,594,699</b>            | <b>1,620,542</b>                               | <b>1,487,924</b>                             |

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

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**INCOME STATEMENT**  
FOR THE YEAR ENDED 31 DECEMBER 2012

|   | <u>Note</u> | <u>2012</u><br>RM'000 | <u>Restated</u><br><u>2011</u><br>RM'000 |
|---|-------------|-----------------------|--|
| OPERATING REVENUE   | 18          | <u>927,711</u>        | <u>786,648</u>                           |
| Gross earned premiums   | 19(a)       | 879,176               | 745,126                                  |
| Premiums ceded to reinsurers                                    | 19(b)       | (184,938)             | (150,312)                                |
| NET EARNED PREMIUMS   |             | <u>694,238</u>        | <u>594,814</u>                           |
| Investment income   | 20          | 48,535                | 41,522                                   |
| Realised gains and losses                                       | 21          | 1,137                 | (2,298)                                  |
| Fair value gains and losses                                     |             | 11,024                | 6,319                                    |
| Fee and commission income                                       |             | 39,101                | 36,525                                   |
| OTHER REVENUE   |             | <u>99,797</u>         | <u>82,068</u>                            |
| Gross claims paid   |             | (433,833)             | (421,768)                                |
| Claims ceded to reinsurers                                      |             | 60,237                | 54,446                                   |
| Gross change to insurance contract liabilities                  |             | (153,224)             | 14,176                                   |
| Change in insurance contract liabilities ceded to<br>reinsurers |             | 110,900               | 2,096                                    |
| NET CLAIMS INCURRED   |             | <u>(415,920)</u>      | <u>(351,050)</u>                         |
| Other operating (expense)/income                                | 22          | (535)                 | 1,469                                    |
| Fee and commission expense                                      |             | (105,696)             | (88,408)                                 |
| Management expenses   | 23          | (126,132)             | (106,191)                                |
| OTHER EXPENSES  |             | <u>(232,363)</u>      | <u>(193,130)</u>                         |
| PROFIT BEFORE TAXATION  |             | 145,752               | 132,702                                  |
| Taxation  | 24          | (32,588)              | (30,095)                                 |
| PROFIT FOR THE YEAR   |             | <u>113,164</u>        | <u>102,607</u>                           |
| BASIC EARNINGS PER SHARE (SEN)                                  | 25          | <u>39</u>             | <u>37</u>                                |

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

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TOKIO MARINE INSURANS (MALAYSIA) BERHAD  
(Incorporated in Malaysia)

STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2012

|  | <u>Note</u> | <u>Restated</u> |                |
|--|-------------|-----------------|----------------|
|  |             | <u>2012</u>     | <u>2011</u>    |
|  |             | RM'000          | RM'000         |
| Profit for the year                                      |             | 113,164         | 102,607        |
| Other comprehensive income:                              |             |                 |                |
| Revaluation deficit arising during the year              |             | -               | (280)          |
| Available-for-sale reserves                              |             |                 |                |
| Net (loss)/gain on fair value arising during the year    | 6           | (2,627)         | 2,756          |
| Net realised gain/(loss) transferred to income statement | 6           | 906             | (12)           |
| Tax effects thereon                                      | 14          | (1,721)<br>393  | 2,744<br>(580) |
| Total comprehensive income for the year                  |             | 111,836         | 104,491        |

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

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**STATEMENT OF CHANGES IN EQUITY**  
 FOR THE YEAR ENDED 31 DECEMBER 2012

|   | Share<br>capital<br>RM'000 | Non-distributable<br>Available-<br>for-sale<br>reserves<br>RM'000 | Distributable                  |                 |
|---|----------------------------|---|--------------------------------|-----------------|
|   |                            | Revaluation<br>reserves<br>RM'000                                 | Retained<br>earnings<br>RM'000 | Total<br>RM'000 |
| <b>At 1 January 2011</b>                              |                            |   |                                |                 |
| - as previously stated                                | 278,000                    | 1,837   | 6,245                          | 230,654         |
| - prior year adjustment (Note 32)                     | -                          | -   | -                              | (4,963)         |
| <b>At 1 January 2011, restated</b>                    | <b>278,000</b>             | <b>1,837</b>  | <b>6,245</b>                   | <b>225,691</b>  |
| Total comprehensive income for the year               | -                          | (280)   | 2,164                          | 102,607         |
| <b>At 31 December 2011 / 1 January 2012, restated</b> | <b>278,000</b>             | <b>1,557</b>  | <b>8,409</b>                   | <b>328,298</b>  |
| <b>At 1 January 2012, restated</b>                    | <b>125,471</b>             | <b>-</b>  | <b>-</b>                       | <b>125,471</b>  |
| Issuance of shares (Note 10)                          | -                          | -   | (1,328)                        | 113,164         |
| Total comprehensive income for the year               | -                          | -   | -                              | 111,836         |
| <b>At 31 December 2012</b>                            | <b>403,471</b>             | <b>1,557</b>  | <b>7,081</b>                   | <b>441,462</b>  |
|   |                            |   |                                | <b>853,571</b>  |

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

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(I Incorporated in Malaysia)

**STATEMENT OF CASH FLOW**  
FOR THE YEAR ENDED 31 DECEMBER 2012

|   | 2012<br>RM'000   | Restated<br>2011<br>RM'000 |
|---|------------------|----------------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                               |                  |                            |
| Profit for the year   | 113,164          | 102,607                    |
| Adjustment of:  |                  |                            |
| Property, plant and equipment   |                  |                            |
| - depreciation  | 5,712            | 5,501                      |
| - gain on disposal  | (389)            | (4)                        |
| - write off   | 4                | 24                         |
| Fair value gain on financial assets at FVTPL                              | (11,024)         | (6,319)                    |
| Amortisation of premium/(accretion of discount)                           | 220              | (61)                       |
| Loss on disposal of financial assets at FVTPL                             | 158              | 2,290                      |
| (Gain)/loss on disposal of AFS financial assets                           | (906)            | 12                         |
| Investment income   | (48,535)         | (41,522)                   |
| Allowance for/(writeback of allowance) for doubtful debts                 | 1,527            | (598)                      |
| Bad debts written off   | 892              | 405                        |
| Tax expense   | 32,588           | 30,095                     |
| Profit from operations before changes in operating assets and liabilities | 93,411           | 92,430                     |
| Purchases of financial investments  | (569,773)        | (56,470)                   |
| Proceeds from disposal of financial investments                           | 137,761          | 41,649                     |
| Proceeds from maturity of investments                                     | 37,644           | 46,296                     |
| Increase in reinsurance assets  | (116,078)        | (5,618)                    |
| Increase in insurance receivables   | (23,813)         | (30,328)                   |
| Increase in loans and receivables   | (22,272)         | (130,409)                  |
| Increase in insurance contract liabilities                                | 184,158          | 23,197                     |
| (Decrease)/increase in other financial liabilities                        | (6,084)          | 9,472                      |
| Increase/(decrease) in insurance payables                                 | 27,712           | (8,294)                    |
| Increase/(decrease) in other payables                                     | 22,531           | (1,066)                    |
| Tax paid  | (234,803)        | (19,141)                   |
| Investment income received:   |                  |                            |
| - Interest  | 22,668           | 24,744                     |
| - Dividend  | 22,347           | 18,429                     |
| - Others  | 129              | 126                        |
| Net cash used in operating activities                                     | <u>(226,251)</u> | <u>(1,700)</u>             |

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**STATEMENT OF CASH FLOW**  
FOR THE YEAR ENDED 31 DECEMBER 2012 (CONTINUED)

|  | <u>2012</u><br>RM'000 | <u>Restated<br/>2011</u><br>RM'000 |
|--|-----------------------|------------------------------------|
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                |                       |                                    |
| Acquisition of general insurance business                  | 83,910                | -                                  |
| Purchase of property, plant and equipment                  | (6,156)               | (3,493)                            |
| Proceeds from disposal of property,<br>plant and equipment | 1,325                 | 7                                  |
| Net cash generated from/(used in) investing activities     | <u>79,079</u>         | <u>(3,486)</u>                     |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                |                       |                                    |
| Proceeds from issuance of shares                           | 125,471               | -                                  |
| <b>NET DECREASE IN CASH<br/>AND CASH EQUIVALENTS</b>       |                       |                                    |
|  | (21,701)              | (5,186)                            |
| <b>CASH AND CASH EQUIVALENTS AT<br/>1 JANUARY</b>          |                       |                                    |
|  | <u>25,829</u>         | <u>31,015</u>                      |
| <b>CASH AND CASH EQUIVALENTS AT<br/>31 DECEMBER</b>        |                       |                                    |
|  | <u>4,128</u>          | <u>25,829</u>                      |
| Cash and bank balances                                     |                       |                                    |
|  | <u>4,128</u>          | <u>25,829</u>                      |

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

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012**

**1 PRINCIPAL ACTIVITY AND GENERAL INFORMATION**

The Company is principally engaged in the underwriting of all classes of general insurance business. There has been no significant change in the nature of this activity during the year.

The Company is a public limited liability company, incorporated and domiciled in Malaysia.

The registered office of the Company is located at:

Level 8, Symphony House, Block D13, Pusat Dagangan Dana 1,  
Jalan PJU 1A/46, 47301 Petaling Jaya  
Selangor Darul Ehsan

The principal place of business of the Company is located at:

29 - 31st Floor, Menara Dion  
27 Jalan Sultan Ismail  
50250 Kuala Lumpur

The Directors regard Tokio Marine Holdings Inc. a corporation incorporated in Japan, as the Company's ultimate holding corporation.

The financial statements were authorised for issue by the Board of Directors in accordance with a resolution of the Directors on 27 March 2013.

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

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

**(a) Basis of preparation of the financial statements**

The financial statements comply with the Malaysian Financial Reporting Standards ("MFRS"), International Financial Reporting Standards and comply with the provisions of the Companies Act, 1965 in Malaysia.

The financial statements of the Company for the financial year ended 31 December 2012 are the first set of financial statements prepared in accordance with MFRS 1 "First-time Adoption of MFRS". The Company has consistently applied the same accounting policies in the opening MFRS statement of financial position as at 1 January 2011 (date of transition) and throughout all years presented, as if these policies had always been in effect. The transition to MFRS did not result in any significant change to the Company's existing accounting policies. Nonetheless, as required under MFRS 1, the Company has presented three statements of financial position, two income statements, two statements of comprehensive income, two statements of cash flows, two statements of changes in equity and related notes including comparatives.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(a) Basis of preparation of the financial statements (continued)**

Subsequent to the transition in the financial reporting framework to MFRS on 1 January 2012, the restated comparative information has not been audited under MFRS. The restated comparative statements of financial position as at 31 December 2011, comparative statement of income, comprehensive income, changes in equity and cash flows for the year then ended have been audited under the previous financial reporting framework, Financial Reporting Standards in Malaysia.

During the year, the Company changed the basis of estimation of unearned premium reserves. This prior year adjustment was made in accordance with the requirements of MRFS 108 "Accounting Policies, Changes in Accounting Estimates and Errors", which requires retrospective application. The financial impact of this prior year adjustment is as disclosed in Note 32 to the financial statements.

The financial statements of the Company have also been prepared on a historical cost basis, except for those financial instruments which have been measured at their fair values and insurance liabilities which have been measured in accordance with the valuation methods specified in the Risk-Based Capital ("RBC") Framework for insurers issued by BNM.

The preparation of financial statements in conformity with MFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reported financial year. It also requires Directors to exercise their judgement in the process of applying the Company's accounting policies. Although these estimates are based on the Directors' best knowledge of current events and actions, actual results may differ from estimates.

The areas involving a higher degree of judgement or complexity or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 3.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(I Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(a) Basis of preparation of the financial statements (continued)

The financial statements are presented in Ringgit Malaysia ("RM").

Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company but not yet effective

The Company will apply the following relevant and applicable new standards, amendments to standards and interpretations in the following periods:

(i) Financial year beginning on/after 1 January 2013

- MFRS 13 "Fair value measurement" (effective from 1 January 2013) aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across MFRSs. The requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards. The enhanced disclosure requirements are similar to those in MFRS 7 "Financial instruments: Disclosures", but apply to all assets and liabilities measured at fair value, not just financial ones.
- Amendment to MFRS 101 "Presentation of items of other comprehensive income" (effective from 1 July 2012) requires entities to separate items presented in 'other comprehensive income' (OCI) in the statement of comprehensive income into two groups, based on whether or not they may be recycled to profit or loss in the future. The amendments do not address which items are presented in OCI.
- Amendment to MFRS 119 "Employee benefits" (effective from 1 January 2013) makes significant changes to the recognition and measurement of defined benefit pension expense and termination benefits, and to the disclosures for all employee benefits. Actuarial gains and losses will no longer be deferred using the corridor approach. MFRS 119 shall be withdrawn on application of this amendment.
- Amendment to MFRS 7 "Financial instruments: Disclosures" (effective from 1 January 2013) requires more extensive disclosures focusing on quantitative information about recognised financial instruments that are offset in the statement of financial position and those that are subject to master netting or similar arrangements irrespective of whether they are offset.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(a) Basis of preparation of the financial statements (continued)

Standards, amendments to published standards and interpretations to existing standards that are applicable and relevant to the Company but not yet effective (continued)

(ii) Financial year beginning on/after 1 January 2014

- Amendment to MFRS 132 "Financial instruments: Presentation" (effective from 1 January 2014) does not change the current offsetting model in MFRS 132. It clarifies the meaning of 'currently has a legally enforceable right of set-off' that the right of set-off must be available today (not contingent on a future event) and legally enforceable for all counterparties in the normal course of business. It clarifies that some gross settlement mechanisms with features that are effectively equivalent to net settlement will satisfy the MFRS 132 offsetting criteria.

(iii) Financial year beginning on/after 1 January 2015

- MFRS 9 "Financial instruments - classification and measurement of financial assets and financial liabilities" (effective from 1 January 2015) replaces the multiple classification and measurement models in MFRS 139 with a single model that has only two classification categories: amortised cost and fair value. The basis of classification depends on the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

The accounting and presentation for financial liabilities and for de-recognising financial instruments has been relocated from MFRS 139, without change, except for financial liabilities that are designated at fair value through profit or loss ("FVTPL"). Entities with financial liabilities designated at FVTPL recognise changes in the fair value due to changes in the liability's credit risk directly in other comprehensive income (OCI). There is no subsequent recycling of the amounts in OCI to profit or loss, but accumulated gains or losses may be transferred within equity.

The guidance in MFRS 139 on impairment of financial assets and hedge accounting continues to apply.

MFRS 7 requires disclosure on transition from MFRS 139 to MFRS 9.

The Company is currently assessing the impact on the financial statements upon adoption of MFRS 9 on 1 January 2015.

All other new amendments to published standards and interpretations to existing standards issued by MASB effective for financial periods subsequent to 1 January 2013 are not relevant to the Company.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
(I Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(b) Business combination

The purchase method of accounting is used to account for business combinations. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The excess of the cost of acquisition over the fair value of the Company's share of the identifiable net assets acquired at the date of acquisition is reflected as goodwill. See accounting policy Note 2(c) on goodwill. If the cost of acquisition is less than fair value of the acquired net assets, the difference is recognised directly in the income statement.

(c) Goodwill

Goodwill represents the excess of purchase consideration and related costs of acquisition over the aggregate of the fair value of the net assets of the business acquired at the date of acquisition. See accounting policy Note 2(g) on impairment of non-financial assets.

Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the synergies of the business combination in which the goodwill arose, identified according to operating segment.

(d) Property, plant and equipment

Property, plant and equipment are initially stated at cost. Leasehold land and building are subsequently shown at revalued amount, based on periodic valuation of at least once in every 5 years by external independent valuers, less subsequent depreciation and impairment losses. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset, 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 accumulated 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. Repairs and maintenance are charged to the income statement during the period in which they are incurred.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(d) **Property, plant and equipment (continued)**

Property, plant and equipment are depreciated on a straight-line basis to write off the cost of the assets to their residual values over their estimated useful lives, summarised as follows:

|                                |             |
|--------------------------------|-------------|
| Leasehold land and building    | 50 years    |
| Furniture and fittings         | 3 - 6 years |
| Motor vehicles                 | 4 years     |
| Office equipment and computers | 3 - 6 years |

Residual values and useful lives of assets are reviewed and adjusted, if appropriate, at each statement of financial position date.

Surpluses arising from revaluation are credited to revaluation reserve via the statement of other comprehensive income. 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 the income statement during the period in which they incur.

At each date of the statement of financial position, the Company also 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(g) 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 the income statement. On disposal of revalued assets, amounts in the revaluation reserve relating to the assets are transferred to retained earnings.

(e) **Investments and other financial assets**

The Company classifies its investments and other financial assets into the following categories: financial assets at fair value through profit or loss, held-to-maturity or available-for-sale. Classification of the financial assets is determined at initial recognition.

(i) **Fair value through profit or loss ("FVTPL")**

Financial assets at FVTPL relate to financial assets acquired or incurred principally for the purpose of selling or repurchasing it in the near term or they are part of a portfolio of identified securities that are managed together and for which there is evidence of a recent actual pattern of short term profit taking. Financial assets at FVTPL are measured at fair value and any gain or loss arising from a change in the fair value is recognised in the income statement. Gains and losses on derecognition of such financial assets are measured as the difference between the sales proceeds and the last adjusted fair value in the income statement.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(e) Investment and other financial assets (continued)

(ii) Held-to-maturity ("HTM")

Financial assets at HTM are financial assets with fixed or determinable payments and fixed maturity that the Company has the positive intention and ability to hold to maturity. HTM financial assets are measured at amortised cost using the effective interest method. Any gain or loss is recognised in the income statement when the financial assets are derecognised or impaired.

(iii) Loans and receivables ("LAR")

LAR are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These financial assets are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the financial assets. All transaction costs directly attributable to the acquisition are also included in the cost of the financial assets. After initial measurement loans and receivables are measured at amortised cost, using the effective yield method, less allowance for impairment. Gains and losses are recognised in profit or loss when the financial assets are derecognised or impaired, as well as through the amortisation process

(iv) Available-for-sale ("AFS")

Financial assets at AFS are those that are not classified as FVTPL or HTM or LAR and are measured at fair value. AFS financial assets are initially recognised at fair value plus transaction costs that are directly attributable to their acquisition. After initial measurement, AFS financial assets are subsequently measured at fair value. Any gain or loss arising from a change in fair value, net of income tax, is reported separately in the statement of comprehensive income and reported as a separate component of equity until the financial asset is derecognised or is determined to be impaired. When the financial assets are derecognised or impaired, the cumulative gains or losses previously recognised in equity shall be transferred through the statement of comprehensive income to the income statement.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(f) Impairment of financial assets

The Company assesses at each statement of financial position date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset 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 financial asset that can be reliably estimated.

(i) Financial assets carried at amortised cost

If there is objective evidence that an impairment loss on HTM financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the income statement.

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 by adjusting the allowance account. The amount of the reversal is recognised in the income statement.

(ii) Financial assets carried at cost

If there is objective evidence that an impairment loss on financial assets carried at cost (e.g. equity instruments or which there is no active market or whose fair value cannot be reliably measured) has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the current market rate of return for similar securities. Such impairment losses shall not be reversed.

(iii) Financial assets carried at fair value

In the case of financial assets classified as AFS, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the assets are impaired. If any such evidence exists for AFS financial assets, the cumulative loss, measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss is transferred from equity through the statement of comprehensive income and recognised in the income statement.

If, in a subsequent period, the fair value of a debt instrument classified as AFS financial assets carried at fair value increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the income statement. Impairment losses recognised in the income statement on equity instruments are not reversed through the income statement.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(g) 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, whenever events or changes in circumstances indicate that the carrying amount may not be fully recoverable.

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. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

An impairment loss is charged to the income statement immediately unless it reverses the previous valuation in which case it is charged to the revaluation surplus. Impairment losses on goodwill are not reversed. In respect of other assets, any subsequent increase in recoverable amount is recognised in the income statement unless it reverses an impairment loss on a revalued asset in which case it is taken to revaluation surplus.

(h) 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.

(i) Employee benefits

(i) Short term employee benefits

Wages, salaries, paid annual leave and sick leave, bonuses and non-monetary benefits are accrued in the year in which the associated services are rendered by employees of the Company.

(ii) Post-employment benefits

The Company's contributions to the Employees' Provident Fund, the national defined contribution plan, are charged to the income statement in the period to which they relate. Once the contributions have been paid, the Company has no further payment obligations.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(j) Reinsurance

The Company cedes insurance risk in the normal course of business for all of its businesses. Reinsurance assets represent balances due from reinsurance companies. 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. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Company may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer. The impairment loss is recorded in the income statement.

Gains or losses on buying reinsurance are recognised in profit or loss immediately at the date of purchase and are not amortised.

The Company also assumes reinsurance risk in the normal course of business for general insurance contracts when applicable.

Premiums and claims on assumed reinsurance are recognised as revenue or expenses in the same manner as they would be if the reinsurance were considered direct business, taking into account the product classification of the reinsured business. Reinsurance liabilities represent balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the related reinsurance contract.

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

Reinsurance contracts that do not transfer significant insurance risk are accounted for directly through the statement of financial position. These are deposit assets or financial liabilities that are recognised based on the consideration paid or received less any explicit identified premiums or fees to be retained by the reinsured. Investment income on these contracts is accounted for using the effective yield method when accrued.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(k) Insurance receivables

Insurance receivables are recognised when due and measured on initial recognition at fair value of the consideration received or receivable. 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 the income statement. 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(f) to the financial statements.

(l) General insurance underwriting results

Product classification

The Company issues contracts that transfer insurance risk.

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. 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.

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 expire.

The general insurance underwriting results are determined for each class of business after taking into account reinsurances, commissions, unearned premiums and claims incurred.

Premium income

Premium income is recognised in a year in respect of risks assumed during that particular year. Premiums from direct business are recognised during the year upon issuance of debit notes. Premiums in respect of risks incepted for which debit notes have not been issued as of the date of the statement of financial position are accrued at that date as pipeline premiums.

Inward treaty reinsurance premiums are recognised on the basis of periodic advices received from ceding insurers.

Outward reinsurance premiums are recognised in the same accounting period as the original policy to which the reinsurance relates.

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TOKIO MARINE INSURANS (MALAYSIA) BERHAD  
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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

- (I) General insurance underwriting results (continued)

Premium liabilities

Premium liabilities refer to the higher of:

- (a) the aggregate of the unearned premium reserves ("UPR"); or
- (b) the best estimate value of the Company's unexpired risk reserves ("URR") at the valuation date and the provision of risk margin for adverse deviation ("PRAD") at a 75% confidence level as required by BNM, calculated at the overall Company level. The best estimate value is a prospective estimate of the expected future payments arising from future events insured under policies in force as at the valuation date and includes allowance for the Company's expenses, including overheads and cost of reinsurance, expected to be incurred during the unexpired period in administering these policies and settling the relevant claims, and allows for expected future premium refunds.

UPR represent the portion of the net premiums of insurance policies written that relate to the unexpired periods of the policies at the end of the year.

In determining the UPR at the date of the statement of financial position, the method that most accurately reflects the actual unearned premium is used, as follows:

- (i) 25% method for marine cargo, aviation cargo and transit business;
- (ii) time apportionment method for non-annual policies reduced by the percentage of accounted gross direct business commissions to the corresponding premiums, not exceeding limits specified by BNM; and
- (iii) 1/24th method for all other classes of general business in respect of Malaysian policies, reduced by the corresponding percentage of accounted gross direct business commission to the corresponding premium, not exceeding limits specified by BNM.

Claims liabilities

A liability for outstanding claims is recognised in respect of both direct insurance and inward reinsurance.

Provision for claims liabilities is made for the estimated costs of all claims together with related expenses less reinsurance recoveries, in respect of claims notified but not settled at the statement of financial position date. Provision is also made for the cost of claims, together with related expenses, incurred but not reported at the date of the statement of financial position, based on an actuarial valuation with a PRAD at a 75% confidence level as required by BNM.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(I) General insurance underwriting results (continued)

Claims liabilities (continued)

Throughout the course of the year, management regularly re-assesses claims and provisions both on an individual and class basis, based on independent professional advice and reports, other available information and management's own assessment of the claims and provisions.

Acquisition costs and deferred acquisition costs ("DAC")

The cost of acquiring and renewing insurance policies net of income derived from ceding reinsurance premiums, is recognised as incurred and properly allocated to the year in which it is probable they give rise to income.

These costs are deferred to the extent that they are recoverable out of future premiums. All other acquisition costs are recognised as an expense when incurred. An impairment review is performed at each reporting date or more frequently when an indication of impairment arises. When the recoverable amount is less than the carrying values, an impairment loss is recognised in the income statement.

DAC are also considered in the liability adequacy test for each accounting period. DAC are derecognised when the related contracts are either settled or disposed of.

For presentation purposes, DAC are netted-off against premium liabilities in the financial statements.

Valuation of general insurance contract liabilities

For general insurance contracts, estimates have to be made for both the expected ultimate costs of claims reported at the end of the reporting period and for the expected ultimate costs of claims incurred but not reported ("IBNR") at the end of the reporting period.

It may take a significant period of time before the ultimate claims costs can be established with some certainty and for some types of policies, IBNR claims represent a significant portion of the insurance contract liabilities. The ultimate cost of the outstanding claims is estimated by using a range of standard actuarial claims projection techniques, such as the Chain Ladder and Bornheutter-Ferguson methods.

The main assumption underlying these techniques is that the Company's past claim development experience can be used to project future claims development pattern, hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and the claim numbers based on the observed development of preceding years and expected loss ratios. Historical claims development is mainly analysed by accident years, but can also be further analysed by significant business lines and claims types. Large claims are usually separately addressed, either by being reserved at the face value of loss adjuster estimates or separately projected in order to reflect the future development. In most cases, no explicit assumptions are made regarding future rates of claims inflation or loss ratios. Instead, the assumptions used are those implicit in the historic claims development data on which the projections are based.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(l) General insurance underwriting results (continued)

Valuation of general insurance contract liabilities (continued)

Additionally, certain qualitative judgment is used to assess the extent to which past trends may not apply in future in order to arrive at the estimated ultimate cost of claims that present the likely outcome from the range of possible outcomes, taking into account all uncertainties involved.

(m) Other revenue recognition

Interest income including the amount of amortisation of premium and accretion of discount is recognised on a time proportion basis taking into account the principal outstanding and the effective rate over the period to maturity, when it is determined that such income will accrue to the Company.

Rental income is recognised on a time proportion basis except where default in payment of rent has already occurred and the rent due remains outstanding for over six months, in which case recognition of rental income is suspended. Subsequent to suspension, income is recognised on the receipt basis until all arrears have been paid.

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 the income statement.

(n) Foreign currency transactions

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 Ringgit Malaysia, which is the Company's functional and presentation currency.

Foreign currency transactions in the Company are accounted for at exchange rates prevailing at the transaction dates. Foreign currency monetary assets and liabilities at the balance sheet date are translated at the rates of exchange ruling at that date. Exchange differences arising from the settlement of foreign currency transactions and from the translation of foreign currency monetary assets and liabilities are included in the income statement.

(o) Income taxes

Current tax expense is determined according to the tax laws of the jurisdiction in which the Company operates and includes all taxes based upon the taxable profits.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(o) Income taxes (continued)

Deferred tax is recognised in full, using the liability method, on temporary differences arising between the amounts attributed to assets and liabilities for tax purposes and their carrying amount 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 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 taxable profits will be available against which the deductible temporary differences or unused tax losses can be utilised.

Tax rates enacted or substantially enacted by the date of the statement of financial position are used to determine deferred tax and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

(p) 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.

(q) Dividends

Dividends are recognised as liabilities when the obligation to pay is established.

(r) Operating lease

Leases of assets under which all the risks and benefits of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the income statement on a straight line basis over the period of the leases.

(s) Provisions

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

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

(t) Cash and cash equivalents

Cash and cash equivalents consist of cash in hand, deposits held at call with financial institutions with original maturities of three months or less. It excludes deposits which are held for investment purpose.

(u) Financial instruments

Description

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.

Recognition method

The particular recognition method adopted for financial instruments recognised in the statement of financial position is disclosed in the individual accounting policy note associated with each item.

Fair value estimation

The Company's basis of estimation of fair values for financial instruments is as follows:

- the fair values of Malaysian Government Securities are based on the indicative market prices;
- the fair values of Cagamas papers and unquoted corporate debt securities are based on the indicative market yield obtained from fund managers;
- the fair values of quoted equity securities and unit trusts are based on quoted market prices; and
- the carrying amounts for other financial assets and liabilities with a maturity period of less than one year are assumed to approximate their fair values.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

Estimates and judgements are continually evaluated by the directors and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

(a) Critical accounting estimates and assumptions

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, rarely equal the related actual results. To enhance the information content of the estimates, certain key variables that are expected to have a material impact to the Company's results and financial position are tested for sensitivity to changes in the underlying parameters. 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 year are outlined below.

(i) Estimated impairment of goodwill

Goodwill is allocated to cash-generating units ("CGU") for the purpose of impairment testing, which is undertaken at the lowest level at which goodwill is monitored for internal management purposes. Impairment testing is performed annually by the Company according to its accounting policies by comparing the recoverable amounts of the CGUs with the carrying amount of net assets allocated to the CGU, including the attributable goodwill.

The recoverable amounts of the CGUs were determined based on the value-in-use calculations. The calculations require the use of estimates. Refer to Note 5 to the financial statements on key assumptions used in the calculations for the CGUs.

(ii) Claims liabilities

The value of claims liabilities for each class of business is estimated by reference to a variety of estimation techniques, generally based on a statistical analysis of historical experience which assumes an underlying pattern of claims development and payment, and includes a provision of risk margin for adverse deviation ("PRAD") at a 75% confidence level as required by BNM. PRAD is a component of the value of the insurance liabilities that relates to the uncertainty inherent in the best estimate value of the claims liabilities. PRAD is also an additional component of the liability value aimed at ensuring that the value of the claims liabilities is established at a level such that there is a higher level of confidence (or probability) that the provisions will ultimately be sufficient. The final selected estimates are based on a judgmental consideration of results of each method and qualitative information, for example, the class of business, the maturity of the portfolio and expected term of settlement of the class. Projections are based on historical experience and external benchmarks where relevant.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**3 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)**

(a) Critical accounting estimates and assumptions (continued)

(ii) Claims liabilities (continued)

Due to the fact that the ultimate claims liability is dependent upon the outcome of future events such as the size of court awards, the attitudes of claimants towards settlement of their claims, and social and economic inflation, there is an inherent uncertainty in any estimate of ultimate claims liability. As such, there is a limitation to the accuracy of those estimates. In fact, it is certain the actual future losses and loss adjustment expenses will not develop exactly as projected and may vary significantly from the projections.

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

In determining and applying accounting policies, judgement is often required in respect of items where 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.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**4 PROPERTY, PLANT AND EQUIPMENT**

|   | Leasehold<br>land<br>RM'000 | Building<br>RM'000 | Furniture<br>and<br>fittings<br>RM'000 | Motor<br>vehicles<br>RM'000 | Office<br>equipment<br>and<br>computers<br>RM'000 | Total<br>RM'000 |
|---|-----------------------------|--------------------|--|-----------------------------|---|-----------------|
| <b><u>Cost</u></b>                                |                             |                    |  |                             |   |                 |
| At 1 January 2012                                 | 3,400                       | 1,870              | 14,535                                 | 2,128                       | 28,180  | 50,113          |
| Arising from acquisition<br>of business (Note 31) | -                           | -                  | -                                      | -                           | 458   | 458             |
| Additions   | -                           | -                  | 626                                    | 956                         | 4,573   | 6,155           |
| Disposals   | (460)                       | (190)              | (52)                                   | (814)                       | (1,314)   | (2,830)         |
| Write off   | -                           | -                  | -                                      | -                           | (306)   | (306)           |
| At 31 December 2012                               | 2,940                       | 1,680              | 15,109                                 | 2,270                       | 31,591  | 53,590          |
| <b><u>Accumulated depreciation</u></b>            |                             |                    |  |                             |   |                 |
| At 1 January 2012                                 | 323                         | 165                | 12,293                                 | 1,021                       | 21,471  | 35,273          |
| Charge for year                                   | 73                          | 42                 | 1,224                                  | 314                         | 4,059   | 5,712           |
| Disposals   | (29)                        | (12)               | (41)                                   | (590)                       | (1,222)   | (1,894)         |
| Write off   | -                           | -                  | -                                      | -                           | (302)   | (302)           |
| At 31 December 2012                               | 367                         | 195                | 13,476                                 | 745                         | 24,006  | 38,789          |
| <b><u>Net book value</u></b>                      |                             |                    |  |                             |   |                 |
| At 31 December 2012                               | 2,573                       | 1,485              | 1,633                                  | 1,525                       | 7,585   | 14,801          |
| <b><u>Cost</u></b>                                |                             |                    |  |                             |   |                 |
| At 1 January 2011                                 | 3,400                       | 1,870              | 14,525                                 | 1,990                       | 25,453  | 47,238          |
| Additions   | -                           | -                  | 124                                    | 144                         | 3,225   | 3,493           |
| Disposals   | -                           | -                  | (1)                                    | (6)                         | (175)   | (182)           |
| Write off   | -                           | -                  | (113)                                  | -                           | (323)   | (436)           |
| At 31 December 2011                               | 3,400                       | 1,870              | 14,535                                 | 2,128                       | 28,180  | 50,113          |
| <b><u>Accumulated depreciation</u></b>            |                             |                    |  |                             |   |                 |
| At 1 January 2011                                 | 243                         | 120                | 10,620                                 | 836                         | 18,545  | 30,364          |
| Charge for year                                   | 80                          | 45                 | 1,781                                  | 191                         | 3,404   | 5,501           |
| Disposals   | -                           | -                  | (1)                                    | (6)                         | (173)   | (180)           |
| Write off   | -                           | -                  | (107)                                  | -                           | (305)   | (412)           |
| At 31 December 2011                               | 323                         | 165                | 12,293                                 | 1,021                       | 21,471  | 35,273          |
| <b><u>Net book value</u></b>                      |                             |                    |  |                             |   |                 |
| At 31 December 2011                               | 3,077                       | 1,705              | 2,242                                  | 1,107                       | 6,709   | 14,840          |

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)

4 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

|  | Leasehold<br>land<br>RM'000 | Building<br>RM'000 | Furniture<br>and<br>fittings<br>RM'000 | Motor<br>vehicles<br>RM'000 | Office<br>equipment<br>and<br>computers<br>RM'000 | Total<br>RM'000 |
|--|-----------------------------|--------------------|--|-----------------------------|---|-----------------|
| <u>Cost</u>                            |                             |                    |  |                             |   |                 |
| At 1 January 2010                      | 2,793                       | 1,357              | 13,687                                 | 2,194                       | 25,501  | 45,532          |
| Addition                               |                             |                    | 1,772                                  | 727                         | 1,478   | 3,977           |
| Revaluation                            | 607                         | 513                | -                                      | -                           | -   | 1,120           |
| Disposals                              | -                           | -                  | -                                      | (927)                       | (1,408)   | (2,335)         |
| Write off                              | -                           | -                  | (934)                                  | (4)                         | (118)   | (1,056)         |
| At 31 December 2010/<br>1 January 2011 | 3,400                       | 1,870              | 14,525                                 | 1,990                       | 25,453  | 47,238          |
| <u>Accumulated depreciation</u>        |                             |                    |  |                             |   |                 |
| At 1 January 2010                      | 177                         | 87                 | 9,266                                  | 1,601                       | 16,864  | 27,995          |
| Charge for year                        | 66                          | 33                 | 2,254                                  | 36                          | 3,152   | 5,541           |
| Disposals                              | -                           | -                  | -                                      | (801)                       | (1,363)   | (2,164)         |
| Write off                              | -                           | -                  | (900)                                  | -                           | (108)   | (1,008)         |
| At 31 December 2010/<br>1 January 2011 | 243                         | 120                | 10,620                                 | 836                         | 18,545  | 30,364          |
| <u>Net book value</u>                  |                             |                    |  |                             |   |                 |
| At 31 December 2010/<br>1 January 2011 | 3,157                       | 1,750              | 3,905                                  | 1,154                       | 6,908   | 16,874          |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**5 GOODWILL**

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| Cost:  |                             |                             |                           |
| At 1 January                                   | 26,930                      | 26,930                      | 26,930                    |
| Arising from acquisition of business (Note 31) | 155,732                     | -                           | -                         |
| At 31 December                                 | <u>182,662</u>              | <u>26,930</u>               | <u>26,930</u>             |

Goodwill of the Company arose from the business acquisitions of Amanah General Insurance (M) Bhd ("AGIB"), Asia Insurance (M) Bhd ("AIMB") and MUI Continental Insurance Berhad ("MUI") in 2002, 2007 and 2012 respectively. As at 31 December 2012, the carrying amount of goodwill arising from the business acquisition of AGIB, AIMB and MUI was RM13,666,666 (2011: RM13,666,666), RM13,263,065 (2011: RM13,263,065) and RM155,732,591 (2011 : RM Nil) respectively.

In the previous year, goodwill arising for AGIB and AIMB was determined as separate CGUs based on their respective branch network. During the current financial year, the Company had reassessed their business generated from the branch network of AGIB and AIMB and concluded that the business generated from these entities has been subsumed within the Company and thus not necessary for branch networks to be assessed as separate CGUs. Consequently the impairment assessment of the goodwill of AGIB and AIMB has been assessed on a combined general insurance business as a whole, excluding MUI's acquired portfolio following the key assumptions stated below.

The recoverable amounts of the CGUs are determined based on value-in-use calculations. These calculations use pre-tax cash flow projections based on financial budgets approved by the directors covering a five-year period. Cash flows beyond the five-year period are extrapolated using estimated perpetual growth rates.

The key assumptions used in the value-in-use calculation are as follows:

- (a) Premium growth rates have been projected on the basis of management's expectations of market developments taking into account the business plan which reflect future expansion plans and synergies arising from integration of the business acquired with existing business of the Company. The weighted average growth rates are consistent with the forecasts included in industry reports, adjusted with the trends and expectations of the Company's branches.
- (b) Loss ratios have been projected after taking into account management's strategy for premium growth as well as past developments with respect to loss development patterns. The loss ratios are expected to remain at the existing levels.
- (c) A discount rate of 10% (2011: 10%) used is pre-tax and reflects the general insurance industry's overall weighted average cost of capital.
- (d) Terminal value is determined based on the present value of the net assets at the end of 2012.

Based on this assessment, no impairment is required on the goodwill of AGIB and AIMB which has been subsumed within the Company.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**5 GOODWILL (CONTINUED)**

As at 31 December 2012, the Company recognised a provisional goodwill of RM155.7 million from the acquisition of business from MUI at the date of acquisition i.e.1 September 2012.

As the acquisition of MUI was completed less than 12 months from financial year ended 31 December 2012, the purchase price allocation in respect of assets and liabilities are in progress. As allowed by MFRS 3: Business Combinations, the purchase price allocation and goodwill will be finalised in the financial year ended 31 December 2013.

As at 31 December 2012, the allocation of goodwill to CGU is in progress. A full goodwill impairment will be performed once the allocation of goodwill to CGU is finalised.

The Company had performed a preliminary impairment assessment on the provisional goodwill as at 31 December 2012 based on the key assumptions used in the value-in-use calculation.

Based on this preliminary assessment, no impairment is required on the provisional goodwill of MUI.

Based on the assessment of value-in-use for the CGU of AGIB, AIMB and MUI, the Company do not expect that any reasonable change in the key assumptions will cause the carrying amount of the goodwill to exceed its recoverable amount, resulting in impairment of goodwill. In conclusion, the key assumptions are not sensitive.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**6 INVESTMENTS**

The Company's financial investments are summarised by categories as follows:

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| Held-to-maturity financial assets ("HTM")    | 35,568                      | 55,784                      | 80,964                    |
| Available-for-sale financial assets ("AFS")  | 939,714                     | 532,314                     | 524,516                   |
| Fair value through profit and loss ("FVTPL") | 93,706                      | 77,686                      | 82,894                    |
| Loans and receivables ("LAR") (Note 9)       | <u>639,856</u>              | <u>611,939</u>              | <u>485,370</u>            |
|  | <u>1,708,844</u>            | <u>1,277,723</u>            | <u>1,173,744</u>          |

The following investments mature after 12 months:

|     |                |                |                |
|-----|----------------|----------------|----------------|
| HTM | 15,093         | 35,222         | 45,545         |
| AFS | 197,228        | 71,610         | 70,849         |
| LAR | <u>10,165</u>  | <u>10,822</u>  | <u>11,275</u>  |
|     | <u>222,486</u> | <u>117,654</u> | <u>127,669</u> |

(a) Held-to-maturity ("HTM")

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
|--|-----------------------------|-----------------------------|---------------------------|

Amortised cost

|  |               |               |               |
|--|---------------|---------------|---------------|
| Malaysian Government securities                | 25,101        | 45,288        | 80,356        |
| Corporate debt securities – quoted in Malaysia | <u>10,000</u> | <u>10,000</u> | <u>-</u>      |
|  | <u>35,101</u> | <u>55,288</u> | <u>80,356</u> |

Accrued interest income

|  |               |               |               |
|--|---------------|---------------|---------------|
| Malaysian Government securities                | 298           | 328           | 608           |
| Corporate debt securities – quoted in Malaysia | <u>169</u>    | <u>168</u>    | <u>-</u>      |
|  | <u>467</u>    | <u>496</u>    | <u>608</u>    |
|  | <u>35,568</u> | <u>55,784</u> | <u>80,964</u> |

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)

6 INVESTMENTS (CONTINUED)

(a) Held-to-maturity ("HTM") (continued)

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| <u>Fair value</u>                              |                             |                             |                           |
| Malaysian Government securities                | 25,452                      | 45,830                      | 81,333                    |
| Corporate debt securities – quoted in Malaysia | 10,214                      | 10,180                      | -                         |
|  | <u>35,666</u>               | <u>56,010</u>               | <u>81,333</u>             |

(b) Available-for-sale ("AFS")

|                                   | <u>Fair value</u> | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|-----------------------------------|-------------------|-----------------------------|-----------------------------|---------------------------|
| <u>Corporate debt securities:</u> |                   |                             |                             |                           |
| Quoted in Malaysia                | 3,315             | 3,285                       | 3,283                       |                           |
| Unquoted                          | 193,914           | 78,413                      | 72,594                      |                           |
|                                   | <u>197,229</u>    | <u>81,698</u>               | <u>75,877</u>               |                           |
| Unit trust funds                  | 740,304           | 449,782                     | 447,478                     |                           |
|                                   | <u>937,533</u>    | <u>531,480</u>              | <u>523,355</u>              |                           |

Accrued interest income

|                           | <u>Corporate debt securities:</u> | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|---------------------------|-----------------------------------|-----------------------------|-----------------------------|---------------------------|
| <u>Quoted in Malaysia</u> |                                   |                             |                             |                           |
| Unquoted                  | 68                                | 69                          | 68                          |                           |
|                           | <u>2,113</u>                      | <u>765</u>                  | <u>1,093</u>                |                           |
|                           | <u>2,181</u>                      | <u>834</u>                  | <u>1,161</u>                |                           |
|                           | <u>939,714</u>                    | <u>532,314</u>              | <u>524,516</u>              |                           |

(c) Fair value through profit and loss ("FVTPL")

|                               | <u>Fair value</u> | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|-------------------------------|-------------------|-----------------------------|-----------------------------|---------------------------|
| <u>Held-for-trading:</u>      |                   |                             |                             |                           |
| Equity securities             | 92,597            | 76,008                      | 80,805                      |                           |
| Unit and property trust funds | 1,109             | 1,678                       | 2,089                       |                           |
|                               | <u>93,706</u>     | <u>77,686</u>               | <u>82,894</u>               |                           |

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**6 INVESTMENTS (CONTINUED)**

**(d) Carrying values of financial assets**

|                                     | <u>HTM</u><br>RM'000 | <u>AFS</u><br>RM'000 | <u>FVTPL</u><br>RM'000 | <u>Total</u><br>RM'000 |
|-------------------------------------|----------------------|----------------------|------------------------|------------------------|
| At 1 January 2010                   | 94,385               | 511,658              | 62,521                 | 668,564                |
| Purchases                           | -                    | 26,053               | 36,479                 | 62,532                 |
| Maturities                          | (13,126)             | (8,272)              | -                      | (21,398)               |
| Disposals                           | -                    | (8,951)              | (30,612)               | (39,563)               |
| Fair value gains recorded in :      |                      |                      |                        |                        |
| Income statement                    | -                    | -                    | 14,506                 | 14,506                 |
| Other comprehensive income          | -                    | 3,685                | -                      | 3,685                  |
| (Amortisation)/accretion adjustment | (295)                | 343                  | -                      | 48                     |
| At 31 December 2010/1 January 2011  | 80,964               | 524,516              | 82,894                 | 688,374                |
| Purchases                           | 12,763               | 21,857               | 21,850                 | 56,470                 |
| Maturities                          | (37,796)             | (8,500)              | -                      | (46,296)               |
| Disposals                           | -                    | (8,272)              | (33,377)               | (41,649)               |
| Fair value gains recorded in :      |                      |                      |                        |                        |
| Income statement                    | -                    | -                    | 6,319                  | 6,319                  |
| Other comprehensive income          | -                    | 2,675                | -                      | 2,675                  |
| (Amortisation)/accretion adjustment | (147)                | 38                   | -                      | (109)                  |
| At 31 December 2011                 | <u>55,784</u>        | <u>532,314</u>       | <u>77,686</u>          | <u>665,784</u>         |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**6 INVESTMENTS (CONTINUED)**

(d) Carrying values of financial assets (continued)

|                                     | <u>HTM</u><br>RM'000 | <u>AFS</u><br>RM'000 | <u>FVTPL</u><br>RM'000 | <u>Total</u><br>RM'000 |
|-------------------------------------|----------------------|----------------------|------------------------|------------------------|
| At 31 December 2011                 | 55,784               | 532,314              | 77,686                 | 665,784                |
| Purchases                           | 1,717                | 532,931              | 35,125                 | 569,773                |
| Maturities                          | (22,187)             | (15,457)             | -                      | (37,644)               |
| Disposals                           | -                    | (107,632)            | (30,129)               | (137,761)              |
| Fair value gains recorded in :      |                      |                      |                        |                        |
| Income statement                    | -                    | -                    | 11,024                 | 11,024                 |
| Other comprehensive income          | -                    | (1,712)              | -                      | (1,712)                |
| (Amortisation)/accretion adjustment | 254                  | (730)                | -                      | (476)                  |
| At 31 December 2012                 | <u>35,568</u>        | <u>939,714</u>       | <u>93,706</u>          | <u>1,068,988</u>       |

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**6 INVESTMENTS (CONTINUED)**

**(e) Fair values of financial assets**

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

|                                | <u>AFS</u><br>RM'000 | <u>FVTPL</u><br>RM'000 | <u>Total</u><br>RM'000 |
|--------------------------------|----------------------|------------------------|------------------------|
| <b><u>31 December 2012</u></b> |                      |                        |                        |
| Quoted market price (Level 1)  | 3,383                | 93,706                 | 97,089                 |
| Valuation techniques (Level 2) |                      |                        |                        |
| – market observable inputs     | 936,331              | -                      | 936,331                |
|                                | <u>939,714</u>       | <u>93,706</u>          | <u>1,033,420</u>       |
| <b><u>31 December 2011</u></b> |                      |                        |                        |
| Quoted market price (Level 1)  | 3,354                | 77,686                 | 81,040                 |
| Valuation techniques (Level 2) |                      |                        |                        |
| – market observable inputs     | 528,960              | -                      | 528,960                |
|                                | <u>532,314</u>       | <u>77,686</u>          | <u>610,000</u>         |
| <b><u>1 January 2011</u></b>   |                      |                        |                        |
| Quoted market price (Level 1)  | 3,351                | 82,894                 | 86,245                 |
| Valuation techniques (Level 2) |                      |                        |                        |
| – market observable inputs     | 521,165              | -                      | 521,165                |
|                                | <u>524,516</u>       | <u>82,894</u>          | <u>607,410</u>         |

**Level 1**

Included in the quoted price category are financial instruments that 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. These are considered as Level 1 valuation basis.

**Level 2**

Financial instruments measured using a valuation technique based on assumptions that are supported by prices from observable current market transactions 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, and considered as Level 2 valuation basis.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**6 INVESTMENTS (CONTINUED)**

(e) Fair values of financial assets (continued)

Level 3

Investments classified within Level 3 have significant unobservable inputs, as they trade infrequently. Level 3 instruments include private non quoted securities. As observables prices are not available for those securities, valuation techniques are used to derive the fair value. There were no investments valued using this basis during the year.

**7 REINSURANCE ASSETS**

|  | <u>31.12.2012</u><br>RM'000 | Restated<br><u>31.12.2011</u><br>RM'000 | Restated<br><u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|---|---------------------------------------|
| Reinsurance of insurance contracts (Note 13) | 497,657                     | 159,383                                 | 153,614                               |
| Allowance for impairment (Note 30)           | (690)                       | (870)                                   | (719)                                 |
|  | <u>496,967</u>              | <u>158,513</u>                          | <u>152,895</u>                        |

**8 INSURANCE RECEIVABLES**

|  | <u>31.12.2012</u><br>RM'000 | 31.12.2011<br>RM'000 | 1.1.2011<br>RM'000 |
|--|-----------------------------|----------------------|--------------------|
| Due premiums including agents/brokers and co-insurers balances | 152,605                     | 103,621              | 78,462             |
| Due from reinsurers and cedants                                | 46,233                      | 24,942               | 20,607             |
|  | <u>198,838</u>              | <u>128,563</u>       | <u>99,069</u>      |
| Allowance for impairment (Note 30)                             | (22,046)                    | (11,856)             | (12,603)           |
|  | <u>176,792</u>              | <u>116,707</u>       | <u>86,466</u>      |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**9 LOANS AND RECEIVABLES (EXCLUDING INSURANCE RECEIVABLES)**

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| <b><u>Amortised cost</u></b>   |                             |                             |                           |
| Fixed and call deposits with licensed financial institutions                   | 588,554                     | 571,257                     | 454,154                   |
| Staff loans  | 6,731                       | 7,476                       | 7,691                     |
| Allowance for impairment   | (168)                       | (168)                       | (168)                     |
|  | 6,563                       | 7,308                       | 7,523                     |
|  | <u>595,117</u>              | <u>578,565</u>              | <u>461,677</u>            |
| <b><u>Interest income receivable</u></b>                                       |                             |                             |                           |
| Fixed and call deposits with licensed financial institutions                   | 4,169                       | 2,620                       | 4,144                     |
|  | <u>4,169</u>                | <u>2,620</u>                | <u>4,144</u>              |
| <b><u>Other receivables</u></b>  |                             |                             |                           |
| Knock-for-knock claims recoveries  | 4,375                       | 2,940                       | 2,717                     |
| Assets held under Malaysia Motor Insurance Pool                                | 23,444                      | 17,168                      | 9,396                     |
| Other receivables, deposits and prepayments                                    | 14,027                      | 11,231                      | 8,023                     |
|  | 41,846                      | 31,339                      | 20,136                    |
| Allowance for impairment   | (1,276)                     | (585)                       | (587)                     |
|  | <u>40,570</u>               | <u>30,754</u>               | <u>19,549</u>             |
|  | <u>639,856</u>              | <u>611,939</u>              | <u>485,370</u>            |
| <b><u>Fair value</u></b>   |                             |                             |                           |
| Fixed and call deposits with licensed financial institutions                   | 588,846                     | 571,470                     | 463,151                   |
| Staff loans<br>[net of impairment allowance of RM168,039<br>(2011: RM168,039)] | 6,560                       | 7,284                       | 7,523                     |
| Other receivables  | 40,570                      | 30,754                      | 19,549                    |
|  | <u>635,976</u>              | <u>609,508</u>              | <u>490,223</u>            |

The fair values of deposits approximate their carrying amounts due to their relatively short maturity period, except for negotiable instruments of deposits ("NID") for which their fair values are based on the average indicative mid market prices obtained from three brokers/dealers.

The fair values of staff loans are established by comparing current market interest rates for similar financial instruments to the rates offered when the loans were first recognised together with appropriate market credits adjustments.

The fair values of other receivables approximate their carrying amount.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**10 SHARE CAPITAL**

|   | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|---|-----------------------------|-----------------------------|---------------------------|
| Authorised ordinary shares of RM1 each            |                             |                             |                           |
| At beginning of year                              | 300,000                     | 300,000                     | 300,000                   |
| Created during the year                           | 200,000                     | -                           | -                         |
| At end of year                                    | <u>500,000</u>              | <u>300,000</u>              | <u>300,000</u>            |
|   |                             |                             |                           |
| Issued and fully paid ordinary shares of RM1 each |                             |                             |                           |
| At beginning of year                              | 278,000                     | 278,000                     | 278,000                   |
| Issued and fully paid during the year             | 125,471                     | -                           | -                         |
| At end of year                                    | <u>403,471</u>              | <u>278,000</u>              | <u>278,000</u>            |

On 17 July 2012, the Company increased its authorised share capital from RM300,000,000 to RM500,000,000. On 26 November 2012, the Company issued 125,471,000 ordinary shares of RM1 each per share for cash at par, to fund the further expansion of the Company's operations. The new ordinary shares issued during the year ranked pari passu in all respects with the existing ordinary shares of the Company.

**11 RETAINED EARNINGS**

Under the single-tier tax system which came into effect from 1 January 2008, 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 are tax exempt in the hands of shareholders.

Companies with Section 108 credits as at 31 December 2012 may continue to pay franked dividends until the Section 108 credits are exhausted or 31 December 2013, whichever is the earlier. Companies may opt to disregard the Section 108 credits to pay single-tier dividends under the special transitional provisions of the Finance Act, 2008.

Subject to agreement by the Inland Revenue Board, the Company has sufficient tax credits under Section 108 of the Income Tax Act, 1967 of approximately RM23.3 million (2011: RM23.3 million) of its retained earnings as at 31 December 2012 if paid out as dividends.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**12 OTHER RESERVES**

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| <b><u>Revaluation reserve</u></b>              |                             |                             |                           |
| At 1 January                                   | 1,557                       | 1,837                       | 717                       |
| Revaluation (deficit)/surplus during the year  | -                           | (280)                       | 1,120                     |
| At 31 December                                 | <u>1,557</u>                | <u>1,557</u>                | <u>1,837</u>              |
| <b><u>Available-for-sale reserve</u></b>       |                             |                             |                           |
| At 1 January                                   | 8,409                       | 6,245                       | 2,666                     |
| Fair value (loss)/gain arising during the year | (1,328)                     | 2,164                       | 3,579                     |
| At 31 December                                 | <u>7,081</u>                | <u>8,409</u>                | <u>6,245</u>              |
| Total  | <u>8,638</u>                | <u>9,966</u>                | <u>8,082</u>              |

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**13 INSURANCE CONTRACT LIABILITIES**

|  | 31.12.2012       |                       |                | 31.12.2011      |                       |                | 1.1.2011        |                       |                |
|--|------------------|-----------------------|----------------|-----------------|-----------------------|----------------|-----------------|-----------------------|----------------|
|  | Gross<br>RM'000  | Reinsurance<br>RM'000 | Net<br>RM'000  | Gross<br>RM'000 | Reinsurance<br>RM'000 | Net<br>RM'000  | Gross<br>RM'000 | Reinsurance<br>RM'000 | Net<br>RM'000  |
| Provision for outstanding claims                           | 790,532          | (322,871)             | 467,661        | 425,263         | (82,805)              | 342,458        | 444,558         | (79,994)              | 364,564        |
| Provision for incurred but not reported claims ("IBNR")    | 214,070          | (67,374)              | 146,696        | 106,036         | (18,872)              | 87,164         | 100,917         | (19,587)              | 81,330         |
| Claims liabilities (i)                                     | 1,004,602        | (390,245)             | 614,357        | 531,299         | (101,677)             | 429,622        | 545,475         | (99,581)              | 445,894        |
| Premium liabilities (ii)                                   | 475,036          | (107,412)             | 367,624        | 337,459         | (57,706)              | 279,753        | 300,086         | (54,033)              | 246,053        |
|  | <b>1,479,638</b> | <b>(497,657)</b>      | <b>981,981</b> | <b>868,758</b>  | <b>(159,383)</b>      | <b>709,375</b> | <b>845,561</b>  | <b>(153,614)</b>      | <b>691,947</b> |
| (i) Claims liabilities                                     |                  |                       |                |                 |                       |                |                 |                       |                |
| At 1 January   | 531,299          | (101,677)             | 429,622        | 545,475         | (99,581)              | 445,894        | 548,421         | (99,996)              | 448,425        |
| Arising from acquisition of business (Note 31)             | 320,078          | (177,668)             | 142,410        | -               | -                     | -              | -               | -                     | -              |
| Claims incurred in the current accident year               | 559,557          | (163,732)             | 395,825        | 398,958         | (56,927)              | 342,031        | 420,549         | (49,522)              | 371,027        |
| Other movements in claims incurred in prior accident years | 21,115           | (3,717)               | 17,398         | 3,515           | (330)                 | 3,185          | (13,313)        | (3,281)               | (16,594)       |
| Movement of IBNR at 75% confidence level                   | 6,386            | (3,688)               | 2,698          | 5,119           | 715                   | 5,834          | 28,086          | (10,058)              | 18,028         |
| Claims paid during the year                                | (433,833)        | 60,237                | (373,596)      | (421,768)       | 54,446                | (367,322)      | (438,268)       | 63,276                | (374,992)      |
| At 31 December   | <b>1,004,602</b> | <b>(390,245)</b>      | <b>614,357</b> | <b>531,299</b>  | <b>(101,677)</b>      | <b>429,622</b> | <b>545,475</b>  | <b>(99,581)</b>       | <b>445,894</b> |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**13 INSURANCE CONTRACT LIABILITIES (CONTINUED)**

|   | 31.12.2012      |                       |                | 31.12.2011      |                       |                | 1.1.2011        |                       |                |
|---|-----------------|-----------------------|----------------|-----------------|-----------------------|----------------|-----------------|-----------------------|----------------|
|   | Gross<br>RM'000 | Reinsurance<br>RM'000 | Net<br>RM'000  | Gross<br>RM'000 | Reinsurance<br>RM'000 | Net<br>RM'000  | Gross<br>RM'000 | Reinsurance<br>RM'000 | Net<br>RM'000  |
| (ii) Premium liabilities                          |                 |                       |                |                 |                       |                |                 |                       |                |
| At 1 January                                      |                 |                       |                |                 |                       |                |                 |                       |                |
| - as previously stated                            | 337,459         | (65,193)              | 272,266        | 300,086         | (60,650)              | 239,436        | 305,465         | (65,763)              | 239,702        |
| - prior year adjustment<br>(Note 32)              | -               | 7,487                 | 7,487          | -               | 6,617                 | 6,617          | -               | 7,424                 | 7,424          |
| At 1 January, restated                            | 337,459         | (57,706)              | 279,753        | 300,086         | (54,033)              | 246,053        | 305,465         | (58,339)              | 247,126        |
| Arising from acquisition of<br>business (Note 31) | 106,645         | (44,708)              | 61,937         | -               | -                     | -              | -               | -                     | -              |
| Premiums written in the year<br>(Note 19(a))      | 910,108         | (189,936)             | 720,172        | 782,499         | (153,985)             | 628,514        | 687,937         | (126,694)             | 561,243        |
| Premiums earned during the<br>year (Note 19(a))   | (879,176)       | 184,938               | (694,238)      | (745,126)       | 150,312               | (594,814)      | (693,316)       | 131,000               | (562,316)      |
| At 31 December                                    | <u>475,036</u>  | <u>(107,412)</u>      | <u>367,624</u> | <u>337,459</u>  | <u>(57,706)</u>       | <u>279,753</u> | <u>300,086</u>  | <u>(54,033)</u>       | <u>246,053</u> |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**14 DEFERRED TAXATION**

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.

(a) The deferred tax balances of the Company after appropriate offsetting are as follows:

|  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--|-----------------------------|-----------------------------|---------------------------|
| Deferred tax liabilities                     | (4,609)                     | (6,290)                     | (5,850)                   |
| <u>Subject to income tax:</u>                |                             |                             |                           |
| Deferred tax assets (before offsetting)      |                             |                             |                           |
| - Insurance receivables                      | 5,684                       | 3,181                       | 3,330                     |
| - Other receivables                          | 394                         | 122                         | 189                       |
| - Other payables                             | 1,109                       | 648                         | -                         |
| - Financial assets at HTM                    | 131                         | 194                         | 157                       |
| - Financial assets at FVTPL                  | -                           | 84                          | -                         |
|  | <u>7,318</u>                | <u>4,229</u>                | <u>3,676</u>              |
| Offsetting                                   | <u>(7,318)</u>              | <u>(4,229)</u>              | <u>(3,676)</u>            |
| Deferred tax assets (after offsetting)       | <u>-</u>                    | <u>-</u>                    | <u>-</u>                  |
| Deferred tax liabilities (before offsetting) |                             |                             |                           |
| - Property, plant and equipment              | 2,492                       | 2,171                       | 1,736                     |
| - Premium liabilities                        | 1,181                       | 1,090                       | 1,004                     |
| - Financial assets at AFS                    | 2,386                       | 2,779                       | 2,199                     |
| - Financial assets at FVTPL                  | 5,868                       | 4,479                       | 4,587                     |
|  | <u>11,927</u>               | <u>10,519</u>               | <u>9,526</u>              |
| Offsetting                                   | <u>(7,318)</u>              | <u>(4,229)</u>              | <u>(3,676)</u>            |
| Deferred tax liabilities (after offsetting)  | <u>4,609</u>                | <u>6,290</u>                | <u>5,850</u>              |
| Deferred tax liabilities                     |                             |                             |                           |
| - Current                                    | (4,177)                     | (6,110)                     | (5,950)                   |
| - Non current                                | (432)                       | (180)                       | 100                       |
|  | <u>(4,609)</u>              | <u>(6,290)</u>              | <u>(5,850)</u>            |

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NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)

14 DEFERRED TAXATION (CONTINUED)

(b) The movements in deferred tax balances during the year are as follows:

|   | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|---|-----------------------------|-----------------------------|---------------------------|
| At 1 January  | (6,290)                     | (5,850)                     | (1,672)                   |
| Arising from acquisition of business<br>(Note 31)   |                             |                             |                           |
| - Insurance receivables                             | 2,248                       | -                           | -                         |
| - Premium liabilities                               | 15,484                      | -                           | -                         |
| Credited/(charged) to income<br>statement (Note 24) |                             |                             |                           |
| - Insurance receivables                             | 254                         | (149)                       | (751)                     |
| - Other receivables                                 | 272                         | (66)                        | (50)                      |
| - Other payables                                    | 462                         | 647                         | -                         |
| - Property, plant and equipment                     | (321)                       | (435)                       | (784)                     |
| - Premium liabilities                               | (15,575)                    | (86)                        | (355)                     |
| - Financial assets at FVTPL                         | (1,473)                     | 192                         | (2,205)                   |
| - Financial assets at HTM                           | (63)                        | 37                          | 73                        |
|   | <u>(16,444)</u>             | <u>140</u>                  | <u>(4,072)</u>            |
| Charged to equity :                                 |                             |                             |                           |
| - Financial assets at AFS                           | 393                         | (580)                       | (106)                     |
| Total movement for the year                         | <u>(16,051)</u>             | <u>(440)</u>                | <u>(4,178)</u>            |
| At 31 December                                      | <u>(4,609)</u>              | <u>(6,290)</u>              | <u>(5,850)</u>            |

15 OTHER FINANCIAL LIABILITIES

|                                   | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|-----------------------------------|-----------------------------|-----------------------------|---------------------------|
| Deposits received from reinsurers | <u>22,989</u>               | <u>10,865</u>               | <u>1,393</u>              |

The carrying amounts disclosed above approximate their fair value at the date of statement of financial position.

All amounts are payable within one year.

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**16 INSURANCE PAYABLES**

|                                  | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|----------------------------------|-----------------------------|-----------------------------|---------------------------|
| Due to agents and intermediaries | 72,951                      | 31,880                      | 41,412                    |
| Due to reinsurers and cedants    | 80,453                      | 37,656                      | 36,418                    |
|                                  | <u>153,404</u>              | <u>69,536</u>               | <u>77,830</u>             |

The carrying amounts disclosed above approximate their fair values at the date of statement of financial position.

All amounts are payable within one year.

**17 OTHER PAYABLES**

|   | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|---|-----------------------------|-----------------------------|---------------------------|
| Cash collaterals held on contract bonds | 21,574                      | 4,313                       | 312                       |
| Payroll liabilities                     | 15,442                      | 11,418                      | 10,925                    |
| Amount due to MMIP                      | 15,247                      | -                           | -                         |
| Other payables and accrued expenses     | <u>43,472</u>               | <u>23,155</u>               | <u>28,715</u>             |
|   | <u>80,488</u>               | <u>38,886</u>               | <u>39,952</u>             |

The amount due to MMIP of RM15,247,000 (2011: nil) relates to the portfolio held by MUI and subsequently acquired by the Company as at 1 September 2012. This is included as part of "Payables" as disclosed in Note 31 to the financial statements.

The carrying amounts disclosed above approximate their fair values at the date of statement of financial position.

**18 OPERATING REVENUE**

|                                    | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|------------------------------------|-----------------------|-----------------------|
| Gross earned premiums (Note 19(a)) | 879,176               | 745,126               |
| Investment income (Note 20)        | 48,535                | 41,522                |
|                                    | <u>927,711</u>        | <u>786,648</u>        |

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19 NET EARNED PREMIUMS

|                                     | 2012<br>RM'000   | 2011<br>RM'000   |
|-------------------------------------|------------------|------------------|
| (a) Gross earned premiums           |                  |                  |
| Insurance contracts                 | 910,108          | 782,499          |
| Change in gross premium liabilities | <u>(30,932)</u>  | <u>(37,373)</u>  |
|                                     | <u>879,176</u>   | <u>745,126</u>   |
| (b) Premiums ceded                  |                  |                  |
| Insurance contracts                 | (189,936)        | (153,985)        |
| Change in gross premium liabilities | <u>4,998</u>     | <u>3,673</u>     |
|                                     | <u>(184,938)</u> | <u>(150,312)</u> |
| Net earned premiums                 | <u>694,238</u>   | <u>594,814</u>   |

20 INVESTMENT INCOME

FVTPL financial assets:

|  |               |               |
|--|---------------|---------------|
| Dividend income                        |               |               |
| - equity securities quoted in Malaysia | 3,179         | 2,497         |
| HTM financial assets – interest income | 1,530         | 2,999         |
| AFS financial assets – interest income | 5,869         | 2,934         |
| AFS financial assets – dividend income | 19,167        | 15,931        |
| LAR financial assets – interest income | <u>18,790</u> | <u>17,161</u> |
|  | <u>48,535</u> | <u>41,522</u> |

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21 REALISED GAINS AND LOSSES

|  | 2012<br>RM'000 | 2011<br>RM'000 |
|--|----------------|----------------|
| Property and equipment:                        |                |                |
| Realised gains                                 | 389            | 4              |
| Financial assets at FVTPL – held-for-trading:  |                |                |
| Realised loss                                  | (158)          | (2,290)        |
| AFS financial assets:                          |                |                |
| Realised gains / (loss):                       |                |                |
| Corporate debt securities – quoted in Malaysia | 428            | 136            |
| Unit trust funds                               | 478            | (148)          |
|  | <hr/>          | <hr/>          |
|  | 1,137          | (2,298)        |
|  | <hr/>          | <hr/>          |

22 OTHER OPERATING (EXPENSE)/INCOME

|                                  |         |       |
|----------------------------------|---------|-------|
| Agency fees received             | 655     | 780   |
| Other income                     | 1,392   | 689   |
| Write back of stamp duty payable | 2,305   | -     |
| Professional fees                | (4,887) | -     |
|                                  | <hr/>   | <hr/> |
|                                  | (535)   | 1,469 |
|                                  | <hr/>   | <hr/> |

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**23 MANAGEMENT EXPENSES**

|  | 2012<br>RM'000 | 2011<br>RM'000 |
|--|----------------|----------------|
| Employee benefits expense (Note 23(a))                         | 69,775         | 58,201         |
| Directors' remuneration (Note 23(b))                           | 725            | 655            |
| Auditors' remuneration:  |                |                |
| - statutory audits   | 253            | 198            |
| - other services   | 45             | 44             |
| Depreciation of property, plant and equipment                  | 5,712          | 5,501          |
| Allowance/(write back) for impairment of insurance receivables | 1,527          | (598)          |
| Bad debts written off  | 892            | 405            |
| Rental of office premises                                      | 7,949          | 7,704          |
| PIDM levies  | 1,794          | 1,556          |
| Entertainment  | 4,582          | 4,467          |
| Training expenses  | 1,334          | 1,330          |
| Management fees  | 2,320          | 2,229          |
| Repairs and maintenance  | 1,234          | 1,089          |
| Motor vehicle expenses   | 3,281          | 2,958          |
| Travelling   | 713            | 707            |
| Advertising  | 70             | 73             |
| Printing and stationery  | 3,149          | 2,941          |
| Postage and telephone  | 1,867          | 1,778          |
| Electronic data processing expenses                            | 6,172          | 5,815          |
| Bank collection charges  | 7,246          | 6,362          |
| Other expenses   | 5,492          | 2,776          |
|  | <hr/>          | <hr/>          |
|  | 126,132        | 106,191        |
|  | <hr/>          | <hr/>          |

(a) Employee benefits expense

|  |        |        |
|--|--------|--------|
| Staff salary and bonus                     | 58,831 | 48,372 |
| Social security contributions              | 457    | 417    |
| Contributions to Employees' Provident Fund | 8,017  | 6,869  |
| Other benefits                             | 2,470  | 2,543  |
|  | <hr/>  | <hr/>  |
|  | 69,775 | 58,201 |
|  | <hr/>  | <hr/>  |

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**23 MANAGEMENT EXPENSES (CONTINUED)**

(b) Directors' remuneration

The details of remuneration receivable by Directors during the year are as follows:

|  | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|--|-----------------------|-----------------------|
| Executive:                                   |                       |                       |
| Salaries and other emoluments                | 361                   | 337                   |
| Bonus  | 112                   | 92                    |
|  | <hr/> 473             | <hr/> 429             |
| Non-executive:                               |                       |                       |
| Fees   | 237                   | 213                   |
| Other benefits                               | 15                    | 13                    |
|  | <hr/> 252             | <hr/> 226             |
|  | <hr/> 725             | <hr/> 655             |
| Represented by:                              |                       |                       |
| Directors' fees                              | 237                   | 213                   |
| Amount included in employee benefits expense | <hr/> 488             | <hr/> 442             |

The estimated cash value of benefits-in-kind provided to the directors of the Company amounted to RM155,378 (2011: RM139,247).

The remuneration, including benefits-in-kind, attributable to the Chief Executive Officer of the Company during the year amounted to RM724,991 (2011: RM737,630).

**24 TAXATION**

|   | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|---|-----------------------|-----------------------|
| Current income tax:   |                       |                       |
| Current financial year  | (16,934)              | (30,235)              |
| Overprovision in prior financial years                                      | 790                   | -                     |
| Deferred tax:   |                       |                       |
| Relating to origination and reversal of temporary differences (Note 14 (b)) | <hr/> (16,444)        | <hr/> 140             |
|   | <hr/> (32,588)        | <hr/> (30,095)        |

The income tax for the Company is calculated based on the tax rate of 25% (2011: 25%) of the estimated assessable profit for the year.

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**24 TAXATION (CONTINUED)**

A reconciliation of income tax expense applicable to profit before taxation at the statutory income tax rate to income tax expense at the effective income tax rate is as follows:

|   | <u>2012</u><br>RM'000 | <u>Restated</u><br><u>2011</u><br>RM'000 |
|---|-----------------------|--|
| Profit before tax                               | <u>145,752</u>        | <u>132,702</u>                           |
| Taxation at Malaysian statutory tax rate of 25% | 36,438                | 33,175                                   |
| Income not subject to tax                       | (6,073)               | (3,998)                                  |
| Expenses not deductible for tax purposes        | 4,184                 | 2,020                                    |
| Overprovision in prior financial years          | (790)                 | -  |
| Income taxed at a lower tax rate                | (1,171)               | (1,102)                                  |
| Tax expense for the year                        | <u>32,588</u>         | <u>30,095</u>                            |

**25 EARNINGS PER SHARE**

Basic earnings per share is calculated by dividing the profit for the financial year attributable to ordinary equity holders of the Company by the weighted average number of ordinary shares in issue during the financial year.

|  | <u>2012</u><br>RM'000 | <u>Restated</u><br><u>2011</u><br>RM'000 |
|--|-----------------------|--|
| Profit attributable to ordinary equity holders | <u>113,164</u>        | <u>102,607</u>                           |
| Weighted average number of shares in issue     | <u>290,031</u>        | <u>278,000</u>                           |
| Basic earnings per share (sen)                 | <u>39</u>             | <u>37</u>                                |

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

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**26 OPERATING LEASE ARRANGEMENTS**

The Company has rental commitments under non-cancellable operating leases and the future minimum lease payments as at 31 December 2012 are as follows:

|  | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|--|-----------------------|-----------------------|
| Not later than 1 year                        | 7,255                 | 7,076                 |
| Later than 1 year and not later than 5 years | 4,654                 | 9,002                 |
|  | <u>11,909</u>         | <u>16,078</u>         |

**27 CAPITAL COMMITMENTS**

|                               | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|-------------------------------|-----------------------|-----------------------|
| <u>Capital expenditure</u>    |                       |                       |
| Approved and contracted for:  |                       |                       |
| Property, plant and equipment | 2,042                 | 5,532                 |
|                               | <u>2,042</u>          | <u>5,532</u>          |

**28 SIGNIFICANT RELATED PARTY DISCLOSURES**

The related parties of, and their relationship with the Company as at 31 December 2012, are as follows:

| <u>Related parties</u>   | <u>Country of incorporation</u> | <u>Relationship</u>          |
|--|---------------------------------|------------------------------|
| Tokio Marine Holding Inc. ("TMH")                                | Japan                           | Ultimate holding corporation |
| Tokio Marine Asia Pte. Ltd. ("TM Asia")                          | Singapore                       | Holding corporation          |
| Tokio Marine and Nichido Fire Insurance Company Limited ("TMNF") | Japan                           | Subsidiary of TMH            |
| Tokio Marine Global Re Limited                                   | Ireland                         | Subsidiary of TMNF           |
| Tokio Marine Global Re Limited                                   | Labuan                          | Subsidiary of TMNF           |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**28 SIGNIFICANT RELATED PARTY DISCLOSURES (CONTINUED)**

- (a) In the normal course of business, the Company undertakes at agreed terms and prices, various transactions with its holding corporation and other corporations deemed related parties by virtue of being subsidiaries of its holding corporations.

The significant related party transactions during the year and balances at the end of the year between the Company and its related parties are set out below:

**Significant related party transactions**

Income/(expenses):

|  | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|--|-----------------------|-----------------------|
|--|-----------------------|-----------------------|

Transactions with holding corporations:

|                                    |       |       |
|------------------------------------|-------|-------|
| Underwriting risk survey fees paid | (174) | (236) |
|------------------------------------|-------|-------|

Transactions with related corporations:

|  |          |          |
|--|----------|----------|
| Premium ceded                                  | (60,221) | (48,711) |
| Commission received                            | 10,487   | 11,079   |
| Agency fees received                           | 655      | 780      |
| Underwriting risk survey fees paid             | (112)    | (23)     |
| Rental paid                                    | (194)    | (189)    |
| Claims paid on behalf of a related corporation | (2,118)  | (1,914)  |
| Claims recoveries and paid                     | 11,719   | 9,464    |
| Fund management fees paid                      | (265)    | (194)    |

**Insurance receivables**      31.12.2012      31.12.2011      1.1.2011

|   |       |       |     |
|---|-------|-------|-----|
| Advances made on behalf of related corporations | 405   | 302   | 461 |
| Claim recoveries due from related corporations  | 2,519 | 2,237 | 644 |

**Insurance payables**

|  |          |          |         |
|--|----------|----------|---------|
| Reinsurance premiums due to related corporations | (30,389) | (17,053) | (4,921) |
|--|----------|----------|---------|

- (i) The sale of insurance contracts was made according to the published prices and conditions offered to the major customers of the Company.

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28 SIGNIFICANT RELATED PARTY DISCLOSURES (CONTINUED)

(b) Key management personnel's remuneration

The remuneration of directors and other members of key management during the year are as follows:

|                                      | <u>2012</u><br>RM'000 | <u>2011</u><br>RM'000 |
|--------------------------------------|-----------------------|-----------------------|
| Salary                               | 3,767                 | 3,313                 |
| Bonus                                | 1,015                 | 974                   |
| Defined contribution plan            | 657                   | 587                   |
| Other benefits                       | 364                   | 349                   |
|                                      | <hr/> <u>5,803</u>    | <hr/> <u>5,223</u>    |
| Directors' remuneration (Note 23(b)) | <hr/> <u>473</u>      | <hr/> <u>429</u>      |

Included in the total key management personnel are  
Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly. The key management personnel of the Company include the Executive Director, Chief Executive Officer, Deputy Chief Executive Officer, General Managers and other senior management personnel of the Company.

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**29 INSURANCE RISK**

Insurance risk includes the risk of incurring higher claims costs than expected owing to the unpredictable nature of claims, especially in terms of frequency, severity and the risk of change in economic and legal conditions or behavioural patterns affecting insurance pricing and conditions of insurance or reinsurance cover. This may result in the insurer receiving too little or insufficient premium for the risks it underwrites and insufficient liquidity to pay claims, which are higher than expected. The Company seeks to minimise insurance risks with a balanced mix of business portfolio and by strictly observing the underwriting guidelines and limits, prudent estimation of claims reserving and high standard of security vetting of all its reinsurers.

The table below sets out the concentration of general insurance contracts claims liabilities:

|                              | 31 December 2012       |                        |                      | 31 December 2011     |                        |                      |
|------------------------------|------------------------|------------------------|----------------------|----------------------|------------------------|----------------------|
|                              | Gross<br>RM'000        | Reinsurance<br>RM'000  | Net<br>RM'000        | Gross<br>RM'000      | Reinsurance<br>RM'000  | Net<br>RM'000        |
| Motor                        | 809,898                | (68,277)               | 741,621              | 604,497              | (54,216)               | 550,281              |
| Fire                         | 271,433                | (207,047)              | 64,386               | 77,320               | (39,979)               | 37,341               |
| Marine, Aviation and Transit | 82,570                 | (58,001)               | 24,569               | 36,615               | (15,225)               | 21,390               |
| Miscellaneous                | 315,737                | (164,332)              | 151,405              | 150,326              | (49,963)               | 100,363              |
|                              | <hr/> <b>1,479,638</b> | <hr/> <b>(497,657)</b> | <hr/> <b>981,981</b> | <hr/> <b>868,758</b> | <hr/> <b>(159,383)</b> | <hr/> <b>709,375</b> |

**Key assumptions**

The principal assumptions underlying the estimation of liabilities is that the Company's future claims development will follow a similar pattern to past claims development experience. This includes assumptions in respect of average claim costs, claim handling costs, claim inflation factors and average number of claims for each accident year.

Additional qualitative judgments are used to assess the extent to which past trends may not apply in the future, for example, isolated occurrence, changes in market factors such as public attitude to claiming, economic conditions, as well as internal factors, such as, portfolio mix, policy conditions and claims handling procedures. Judgment is further used to assess the extent to which external factors, such as, judicial decisions and government legislation affect the estimates.

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**29 INSURANCE RISK (CONTINUED)**

Other key circumstances affecting the reliability of assumptions include variation in interest rates, delays in settlement and changes in foreign currency rates.

**Sensitivity analysis**

The general insurance claim liabilities are sensitive to the key assumptions shown below. It has not been possible to quantify the sensitivity of certain assumptions, such as, legislative changes or uncertainty in the estimation process.

The analysis below is performed for reasonably possible movements in key assumptions with all other assumptions held constant, showing the impact on gross and net liabilities, profit before tax and equity. The correlation of assumptions will have a significant effect in determining the ultimate claims liabilities, but to demonstrate the impact due to changes in assumptions, assumptions had to be changed on an individual basis. It should be noted that movements in these assumptions are non-linear.

|                                 | Change in assumptions | Impact on gross liabilities<br>RM'000 | Impact on net liabilities<br>RM'000 | Impact on profit before tax<br>RM'000 | Impact on equity<br>RM'000 |
|---------------------------------|-----------------------|---------------------------------------|-------------------------------------|---------------------------------------|----------------------------|
| <b>31 December 2012</b>         |                       |                                       |                                     |                                       |                            |
| Average claim cost              | +10%                  | 94,885                                | 57,738                              | (57,738)                              | (43,303)                   |
| Average number of claims        | +10%                  | 79,654                                | 52,493                              | (52,493)                              | (39,370)                   |
| Average claim settlement period | Increased by 6 months | 37,091                                | 22,521                              | (22,521)                              | (16,891)                   |
| <b>31 December 2011</b>         |                       |                                       |                                     |                                       |                            |
| Average claim cost              | +10%                  | 48,552                                | 40,596                              | (40,596)                              | (30,447)                   |
| Average number of claims        | +10%                  | 45,514                                | 38,251                              | (38,251)                              | (28,689)                   |
| Average claim settlement period | Increased by 6 months | 11,611                                | 10,233                              | (10,233)                              | (7,674)                    |

**Claims development table**

The following tables show the estimate of cumulative incurred claims, including both claims notified and IBNR for each successive accident year at each date of statement of financial position, together with cumulative payments to-date.

In setting provisions for claims, the Company gives consideration to the probability and magnitude of future experience being more adverse than assumed and exercises a degree of caution in setting reserves when there is considerable uncertainty. In general, the uncertainty associated with the ultimate claims experience in an accident year is greatest when the accident year is at an early stage of development and the margin necessary to provide the necessary confidence in adequacy of provision is relatively at its highest. As claims develop and the ultimate cost of claims becomes more certain, the relative level of margin maintained should decrease.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**29 INSURANCE RISK (CONTINUED)**

**Gross General Insurance Claims Liabilities for 2012:**

|   | <u>2005</u><br>RM'000 | <u>2006</u><br>RM'000 | <u>2007</u><br>RM'000 | <u>2008</u><br>RM'000 | <u>2009</u><br>RM'000 | <u>2010</u><br>RM'000 | <u>2011</u><br>RM'000 | <u>2012</u><br>RM'000 | Total<br>RM'000  |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------|
| <b>Accident year</b>                                  |                       |                       |                       |                       |                       |                       |                       |                       |                  |
| At end of accident year                               |                       |                       |                       | 361,368               | 446,393               | 431,330               | 441,993               | 691,396               |                  |
| One year later  |                       |                       | 302,525               | 402,290               | 452,366               | 395,948               | 575,751               |                       |                  |
| Two years later                                       |                       | 285,266               | 356,743               | 401,036               | 453,901               | 595,324               |                       |                       |                  |
| Three years later                                     | 232,755               | 356,455               | 357,909               | 392,799               | 543,432               |                       |                       |                       |                  |
| Four years later                                      | 313,645               | 355,886               | 351,870               | 510,914               |                       |                       |                       |                       |                  |
| Five years later                                      | 314,487               | 353,386               | 455,012               |                       |                       |                       |                       |                       |                  |
| Six years later                                       | 312,991               | 405,190               |                       |                       |                       |                       |                       |                       |                  |
| Seven years later                                     | 392,577               |                       |                       |                       |                       |                       |                       |                       |                  |
| <b>Current estimate of cumulative claims incurred</b> |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   | <u>392,577</u>        | <u>405,190</u>        | <u>455,012</u>        | <u>510,914</u>        | <u>543,432</u>        | <u>595,324</u>        | <u>575,751</u>        | <u>691,396</u>        | <u>4,169,596</u> |
| At end of accident year                               | 156,738               | 173,244               | 174,168               | 204,567               | 204,826               | 249,052               | 227,531               | 223,572               |                  |
| One year later  | 295,967               | 332,017               | 326,213               | 391,722               | 408,296               | 452,824               | 416,120               |                       |                  |
| Two years later                                       | 327,355               | 363,683               | 364,739               | 442,895               | 474,328               | 501,265               |                       |                       |                  |
| Three years later                                     | 340,775               | 381,049               | 389,870               | 466,857               | 491,571               |                       |                       |                       |                  |
| Four years later                                      | 356,076               | 391,649               | 398,645               | 479,836               |                       |                       |                       |                       |                  |
| Five years later                                      | 366,010               | 395,844               | 405,496               |                       |                       |                       |                       |                       |                  |
| Six years later                                       | 369,309               | 397,391               |                       |                       |                       |                       |                       |                       |                  |
| Seven years later                                     | 374,981               |                       |                       |                       |                       |                       |                       |                       |                  |
| <b>Current payments to-date</b>                       |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   | <u>374,981</u>        | <u>397,391</u>        | <u>405,496</u>        | <u>479,836</u>        | <u>491,571</u>        | <u>501,265</u>        | <u>416,120</u>        | <u>223,572</u>        | <u>3,290,232</u> |
| <b>Direct and facultative inwards</b>                 |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   | <u>17,596</u>         | <u>7,799</u>          | <u>49,516</u>         | <u>31,078</u>         | <u>51,861</u>         | <u>94,059</u>         | <u>159,631</u>        | <u>467,824</u>        | <u>879,364</u>   |
| <b>Treaty Inwards</b>                                 |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>4,096</u>     |
| <b>MMIP</b>   |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>32,811</u>    |
| Best estimate of claim liabilities                    |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>916,271</u>   |
| Claim handling expenses                               |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>5,101</u>     |
| Fund PRAD at 75% Confidence Interval                  |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>83,230</u>    |
| Gross general insurance claim liabilities             |                       |                       |                       |                       |                       |                       |                       |                       |                  |
|   |                       |                       |                       |                       |                       |                       |                       |                       | <u>1,004,602</u> |

Company No.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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## **NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**29 INSURANCE RISK (CONTINUED)**

## **Gross General Insurance Claims Liabilities for 2011:**

Company No.  
149520 U

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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## NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)

## 29 INSURANCE RISK (CONTINUED)

## **Net General Insurance Claims Liabilities for 2012:**

Company No.  
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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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## **NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

## 29 INSURANCE RISK (CONTINUED)

## **Net General Insurance Claims Liabilities for 2011:**

|             |   |
|-------------|---|
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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK**

The Company is exposed to financial risks including credit, interest rate, currency risks and market risk during the normal course of its business. The Company has, in place, established procedures and guidelines to monitor the risks on an ongoing basis.

**Credit risk**

Credit risk represents the loss that would be recognised if counterparties to insurance, reinsurance and investment transactions fail to perform as contracted. Management has a credit policy in place and the exposure to these credit risks is monitored consistently.

At the date of the statement of financial position, there were no significant concentrations of credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset.

The maximum exposure to credit risk for the components in the financial statements is shown below:

|                                       | <u>Note</u> | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|---------------------------------------|-------------|-----------------------------|-----------------------------|---------------------------|
| HTM financial assets                  | 6(a)        |                             |                             |                           |
| Malaysian Government Securities       |             | 25,399                      | 45,616                      | 80,964                    |
| Corporate debt securities             |             | 10,169                      | 10,168                      | -                         |
| LAR (excluding insurance receivables) | 9           |                             |                             |                           |
| Staff loans                           |             | 6,563                       | 7,308                       | 7,523                     |
| Fixed and call deposits               |             | 592,723                     | 573,877                     | 458,298                   |
| AFS financial assets                  | 6(b)        |                             |                             |                           |
| Corporate debt securities             |             | 199,410                     | 82,532                      | 77,038                    |
| Unit trust funds                      |             | 740,304                     | 449,782                     | 447,478                   |
| Financial assets at FVTPL             | 6(c)        |                             |                             |                           |
| Equity securities                     |             | 92,597                      | 76,008                      | 80,805                    |
| Unit trust funds                      |             | 1,109                       | 1,678                       | 2,089                     |
| Reinsurance assets-claim liabilities  | 7           | 389,555                     | 100,807                     | 98,861                    |
| Insurance receivables                 | 8           | 176,792                     | 116,707                     | 86,466                    |
| Cash and bank balances                |             | 4,128                       | 25,829                      | 31,015                    |
|                                       |             | <u>2,238,749</u>            | <u>1,490,312</u>            | <u>1,370,537</u>          |

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Company's credit ratings of counterparties.

|                                      | <u>Neither past-due nor impaired</u> |   |  |  | <u>Total</u> |
|--------------------------------------|--------------------------------------|---|--|--|--------------|
|                                      | Investment<br>grade<br>RM'000        | Non-<br>investment<br>grade:<br><u>satisfactory</u><br>RM'000 | Past-due<br>but not<br><u>impaired</u><br>RM'000 |  | RM'000       |
| <b>31 December 2012</b>              |                                      |   |  |  |              |
| HTM financial assets                 |                                      |   |  |  |              |
| Malaysian Government Securities      | 25,399                               | -   | -  |  | 25,399       |
| Corporate debt securities            | 10,169                               | -   | -  |  | 10,169       |
| LAR                                  |                                      |   |  |  |              |
| Staff loans                          | -                                    | 6,563   | -  |  | 6,563        |
| Fixed and call deposits              | 589,684                              | 3,039   | -  |  | 592,723      |
| AFS financial assets                 |                                      |   |  |  |              |
| Corporate debt securities            | 199,410                              | -   | -  |  | 199,410      |
| Unit trust funds                     | 740,304                              | -   | -  |  | 740,304      |
| Financial assets at FVTPL            |                                      |   |  |  |              |
| Equity securities                    | 92,597                               | -   | -  |  | 92,597       |
| Unit trust funds                     | 1,109                                | -   | -  |  | 1,109        |
| Reinsurance assets-claim liabilities | -                                    | 389,555   | -  |  | 389,555      |
| Insurance receivables                | -                                    | 64,895  | 111,897  |  | 176,792      |
| Cash and bank balances               | -                                    | 4,128   | -  |  | 4,128        |
|                                      | 1,658,672                            | 468,180   | 111,897  |  | 2,238,749    |

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default experience. The unimpaired reinsurance assets – claim liabilities and insurance receivables without external credit rating are relating to agents and brokers with no defaults in the past.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Company's credit ratings of counterparties.

|                                      | <u>Neither past-due nor impaired</u> |  |   |                 |  |
|--------------------------------------|--------------------------------------|--|---|-----------------|--|
|                                      | Investment<br>grade<br>RM'000        | Non-<br>investment<br>grade:<br>satisfactory<br>RM'000 | Past-due<br>but not<br>impaired<br>RM'000 | Total<br>RM'000 |  |
| <b>31 December 2011</b>              |                                      |  |   |                 |  |
| HTM financial assets                 |                                      |  |   |                 |  |
| Malaysian Government Securities      | 45,616                               | -  | -   | 45,616          |  |
| Corporate debt securities            | 10,168                               | -  | -   | 10,168          |  |
| LAR                                  |                                      |  |   |                 |  |
| Staff loans                          | -                                    | 7,308  | -   | 7,308           |  |
| Fixed and call deposits              | 509,296                              | 64,581   | -   | 573,877         |  |
| AFS financial assets                 |                                      |  |   |                 |  |
| Corporate debt securities            | 82,532                               | -  | -   | 82,532          |  |
| Unit trust funds                     | 393,206                              | 56,576   | -   | 449,782         |  |
| Financial assets at FVTPL            |                                      |  |   |                 |  |
| Equity securities                    | 76,008                               | -  | -   | 76,008          |  |
| Unit trust funds                     | 1,678                                | -  | -   | 1,678           |  |
| Reinsurance assets-claim liabilities | -                                    | 100,807  | -   | 100,807         |  |
| Insurance receivables                | -                                    | 45,299   | 71,408                                    | 116,707         |  |
| Cash and bank balances               | -                                    | 25,829   | -   | 25,829          |  |
|                                      | 1,118,504                            | 300,400  | 71,408                                    | 1,490,312       |  |

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default experience. The unimpaired reinsurance assets – claim liabilities and insurance receivables without external credit rating are relating to agents and brokers with no defaults in the past.

**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Company's credit ratings of counterparties.

|                                      | <u>Neither past-due nor impaired</u> |  |   |        | <u>Total</u> |
|--------------------------------------|--------------------------------------|--|---|--------|--------------|
|                                      | Investment<br>grade<br>RM'000        | Non-<br>investment<br>grade:<br>satisfactory<br>RM'000 | Past-due<br>but not<br>impaired<br>RM'000 |        |              |
| <b>1 January 2011</b>                |                                      |  |   |        |              |
| HTM financial assets                 |                                      |  |   |        |              |
| Malaysian Government Securities      | 80,964                               |  | -   | -      | 80,964       |
| Corporate debt securities            | -                                    |  | -   | -      | -            |
| LAR                                  |                                      |  |   |        |              |
| Staff loans                          | -                                    | 7,523  |   | -      | 7,523        |
| Fixed and call deposits              | 397,698                              | 60,600   |   | -      | 458,298      |
| AFS financial assets                 |                                      |  |   |        |              |
| Corporate debt securities            | 77,038                               |  | -   | -      | 77,038       |
| Unit trust funds                     | 447,478                              |  | -   | -      | 447,478      |
| Financial assets at FVTPL            |                                      |  |   |        |              |
| Equity securities                    | 80,805                               |  | -   | -      | 80,805       |
| Unit trust funds                     | 2,089                                |  | -   | -      | 2,089        |
| Reinsurance assets-claim liabilities |                                      | 98,861   |   |        | 98,861       |
| Insurance receivables                |                                      | 29,044   |   | 57,422 | 86,466       |
| Cash and bank balances               |                                      | 31,015   |   | -      | 31,015       |
|                                      | 1,086,072                            | 227,043  | 57,422                                    |        | 1,370,537    |

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default experience. The unimpaired reinsurance assets – claim liabilities and insurance receivables without external credit rating are relating to agents and brokers with no defaults in the past.

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Rating Agency of Malaysia's ("RAM") or Malaysian Rating Corporation Berhad's ("MARC") credit ratings of counterparties. AAA is the highest possible rating. Assets that fall outside the range of AAA to BBB are classified as speculative grade.

|                                       | <u>AAA</u><br>RM'000 | <u>AA</u><br>RM'000 | <u>A</u><br>RM'000 | <u>BBB</u><br>RM'000 | <u>Not rated</u><br>RM'000 | <u>Total</u><br>RM'000 |
|---------------------------------------|----------------------|---------------------|--------------------|----------------------|----------------------------|------------------------|
| <b>31 December 2012</b>               |                      |                     |                    |                      |                            |                        |
| HTM financial assets                  |                      |                     |                    |                      |                            |                        |
| Malaysian Government Securities       | 25,399               | -                   | -                  | -                    | -                          | 25,399                 |
| Corporate debt securities             | -                    | 10,169              | -                  | -                    | -                          | 10,169                 |
| LAR                                   |                      |                     |                    |                      |                            |                        |
| Staff loans                           | -                    | -                   | -                  | -                    | 6,563                      | 6,563                  |
| Fixed and call deposits               | 270,239              | 119,372             | 27,035             | 173,038              | 3,039                      | 592,723                |
| AFS financial assets                  |                      |                     |                    |                      |                            |                        |
| Corporate debt securities             | 57,624               | 131,568             | 10,218             | -                    | -                          | 199,410                |
| Unit trust funds                      | 535,492              | 158,338             | 46,474             | -                    | -                          | 740,304                |
| Financial assets at FVTPL             |                      |                     |                    |                      |                            |                        |
| Equity securities                     | 92,597               | -                   | -                  | -                    | -                          | 92,597                 |
| Unit trust funds                      | 1,109                | -                   | -                  | -                    | -                          | 1,109                  |
| Reinsurance assets-claims liabilities | -                    | 49,849              | 147,348            | 2,195                | 190,163                    | 389,555                |
| Insurance receivables                 | -                    | 6,470               | 22,284             | 81                   | 147,957                    | 176,792                |
| Cash and bank balances                | -                    | -                   | -                  | -                    | 4,128                      | 4,128                  |
|                                       | <b>982,460</b>       | <b>475,766</b>      | <b>253,359</b>     | <b>175,314</b>       | <b>351,850</b>             | <b>2,238,749</b>       |

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Rating Agency of Malaysia's ("RAM") or Malaysian Rating Corporation Berhad's ("MARC"). AAA is the highest possible rating. Assets that fall outside the range of AAA to BBB are classified as speculative grade.

|                                       | <u>AAA</u><br>RM'000 | <u>AA</u><br>RM'000 | <u>A</u><br>RM'000 | <u>BBB</u><br>RM'000 | <u>Not rated</u><br>RM'000 | <u>Total</u><br>RM'000 |
|---------------------------------------|----------------------|---------------------|--------------------|----------------------|----------------------------|------------------------|
| <b>31 December 2011</b>               |                      |                     |                    |                      |                            |                        |
| HTM financial assets                  |                      |                     |                    |                      |                            |                        |
| Malaysian Government Securities       | 45,616               | -                   | -                  | -                    | -                          | 45,616                 |
| Corporate debt securities             | -                    | 10,168              | -                  | -                    | -                          | 10,168                 |
| LAR                                   |                      |                     |                    |                      |                            |                        |
| Staff loans                           | -                    | -                   | -                  | -                    | 7,308                      | 7,308                  |
| Fixed and call deposits               | 214,838              | 210,155             | 4,009              | 80,294               | 64,581                     | 573,877                |
| AFS financial assets                  |                      |                     |                    |                      |                            |                        |
| Corporate debt securities             | 21,363               | 50,884              | 10,285             | -                    | -                          | 82,532                 |
| Unit trust funds                      | 275,120              | 74,432              | 43,654             | -                    | 56,576                     | 449,782                |
| Financial assets at FVTPL             |                      |                     |                    |                      |                            |                        |
| Equity securities                     | 76,008               | -                   | -                  | -                    | -                          | 76,008                 |
| Unit trust funds                      | 1,678                | -                   | -                  | -                    | -                          | 1,678                  |
| Reinsurance assets-claims liabilities | 3,143                | 22,454              | 39,350             | 430                  | 35,430                     | 100,807                |
| Insurance receivables                 | -                    | 2,609               | 10,616             | 25                   | 103,457                    | 116,707                |
| Cash and bank balances                | -                    | -                   | -                  | -                    | 25,829                     | 25,829                 |
|                                       | <u>637,766</u>       | <u>370,702</u>      | <u>107,914</u>     | <u>80,749</u>        | <u>293,181</u>             | <u>1,490,312</u>       |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the Rating Agency of Malaysia's ("RAM") or Malaysian Rating Corporation Berhad's ("MARC"). AAA is the highest possible rating. Assets that fall outside the range of AAA to BBB are classified as speculative grade.

|                                       | <u>AAA</u><br>RM'000 | <u>AA</u><br>RM'000 | <u>A</u><br>RM'000 | <u>BBB</u><br>RM'000 | <u>Not rated</u><br>RM'000 | <u>Total</u><br>RM'000 |
|---------------------------------------|----------------------|---------------------|--------------------|----------------------|----------------------------|------------------------|
| <b>1 January 2011</b>                 |                      |                     |                    |                      |                            |                        |
| HTM financial assets                  |                      |                     |                    |                      |                            |                        |
| Malaysian Government Securities       | 80,964               | -                   | -                  | -                    | -                          | 80,964                 |
| Corporate debt securities             | -                    | -                   | -                  | -                    | -                          | -                      |
| LAR                                   |                      |                     |                    |                      |                            |                        |
| Staff loans                           | -                    | -                   | -                  | -                    | 7,523                      | 7,523                  |
| Fixed and call deposits               | 206,808              | 104,533             | 65,357             | 21,000               | 60,600                     | 458,298                |
| AFS financial assets                  |                      |                     |                    |                      |                            |                        |
| Corporate debt securities             | 16,029               | 50,798              | 10,211             | -                    | -                          | 77,038                 |
| Unit trust funds                      | 358,775              | 64,694              | 24,009             | -                    | -                          | 447,478                |
| Financial assets at FVTPL             |                      |                     |                    |                      |                            |                        |
| Equity securities                     | 80,805               | -                   | -                  | -                    | -                          | 80,805                 |
| Unit trust funds                      | 2,089                | -                   | -                  | -                    | -                          | 2,089                  |
| Reinsurance assets-claims liabilities | 1,504                | 7,269               | 52,055             | 3,758                | 34,275                     | 98,861                 |
| Insurance receivables                 | 19                   | 2,299               | 5,518              | 439                  | 78,191                     | 86,466                 |
| Cash and bank balances                | -                    | -                   | -                  | -                    | 31,015                     | 31,015                 |
|                                       | <b>746,993</b>       | <b>229,593</b>      | <b>157,150</b>     | <b>25,197</b>        | <b>211,604</b>             | <b>1,370,537</b>       |

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**TOKIO MARINE INSURANS (MALAYSIA) BERHAD**  
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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

The table below provides information regarding the credit risk exposure of the Company according to the Company's categorisation of counter-parties by RAM's credit rating.

|                           | <u>AAA</u><br>RM'000 | <u>AA</u><br>RM'000 | <u>A</u><br>RM'000 | <u>BBB</u><br>RM'000 | <u>Not rated</u><br>RM'000 | <u>Total</u><br>RM'000 |
|---------------------------|----------------------|---------------------|--------------------|----------------------|----------------------------|------------------------|
| <b>31 December 2012</b>   |                      |                     |                    |                      |                            |                        |
| Investment grade          | 982,460              | 419,447             | 84,068             | 172,697              | -                          | 1,658,672              |
| Non-investment grade      |                      |                     |                    |                      |                            |                        |
| Satisfactory              | -                    | 55,163              | 164,816            | 2,592                | 245,609                    | 468,180                |
| Past-due but not impaired | -                    | 1,156               | 4,475              | 25                   | 106,241                    | 111,897                |
|                           | <u>982,460</u>       | <u>475,766</u>      | <u>253,359</u>     | <u>175,314</u>       | <u>351,850</u>             | <u>2,238,749</u>       |
| <b>31 December 2011</b>   |                      |                     |                    |                      |                            |                        |
| Investment grade          | 634,623              | 345,639             | 57,948             | 80,294               | -                          | 1,118,504              |
| Non-investment grade      |                      |                     |                    |                      |                            |                        |
| Satisfactory              | 3,143                | 24,887              | 49,706             | 455                  | 222,209                    | 300,400                |
| Past-due but not impaired | -                    | 176                 | 260                | -                    | 70,972                     | 71,408                 |
|                           | <u>637,766</u>       | <u>370,702</u>      | <u>107,914</u>     | <u>80,749</u>        | <u>293,181</u>             | <u>1,490,312</u>       |
| <b>1 January 2011</b>     |                      |                     |                    |                      |                            |                        |
| Investment grade          | 745,470              | 220,025             | 99,577             | 21,000               | -                          | 1,086,072              |
| Non-investment grade      |                      |                     |                    |                      |                            |                        |
| Satisfactory              | 1,504                | 7,290               | 54,075             | 3,810                | 160,364                    | 227,043                |
| Past-due but not impaired | 19                   | 2,278               | 3,498              | 387                  | 51,240                     | 57,422                 |
|                           | <u>746,993</u>       | <u>229,593</u>      | <u>157,150</u>     | <u>25,197</u>        | <u>211,604</u>             | <u>1,370,537</u>       |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Credit exposure by credit rating (continued)**

It is the Company's policy to maintain accurate and consistent risk ratings across its credit portfolio. This enables management to focus on the applicable risks and the comparison of credit exposures across all lines of business and products. The rating system is supported by a variety of financial analytics combined with processed market information to provide the main inputs for the measurement of counterparty risk. All internal risk ratings are tailored to the various categories and are derived in accordance with the Company's rating policy. The attributable risk ratings are assessed and updated regularly.

During the year, no credit exposure limits were exceeded.

The Company actively manages its product mix to ensure that there is no significant concentration of credit risk.

**Age analysis of financial assets past-due but not impaired\***

|                                | <u>&lt; 30</u><br>days | <u>31 to 60</u><br>days | <u>61 to 90</u><br>days | <u>91 to 180</u><br>days | <u>&gt; 180</u><br>days | <u>Total</u>   |
|--------------------------------|------------------------|-------------------------|-------------------------|--------------------------|-------------------------|----------------|
| <b>31 December 2012</b>        |                        |                         |                         |                          |                         |                |
| Insurance receivables (RM'000) | 28,542                 | 6,307                   | 19,216                  | 21,919                   | 35,913                  | 111,897        |
|                                | <u>28,542</u>          | <u>6,307</u>            | <u>19,216</u>           | <u>21,919</u>            | <u>35,913</u>           | <u>111,897</u> |
| <b>31 December 2011</b>        |                        |                         |                         |                          |                         |                |
| Insurance receivables (RM'000) | 37,718                 | 7,331                   | 6,254                   | 2,859                    | 17,246                  | 71,408         |
|                                | <u>37,718</u>          | <u>7,331</u>            | <u>6,254</u>            | <u>2,859</u>             | <u>17,246</u>           | <u>71,408</u>  |
| <b>1 January 2011</b>          |                        |                         |                         |                          |                         |                |
| Insurance receivables (RM'000) | 37,113                 | 11,765                  | 3,855                   | 2,451                    | 2,238                   | 57,422         |
|                                | <u>37,113</u>          | <u>11,765</u>           | <u>3,855</u>            | <u>2,451</u>             | <u>2,238</u>            | <u>57,422</u>  |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Age analysis of financial assets past-due but not impaired\* (continued)**

\*Past-due but not impaired refers to amounts outstanding more than 90 days from the effective date of the transactions. The above balances had been aged according to the period subsequent to classification of these balances as past-due.

The past-due but not impaired insurance receivables are relating to agents and brokers with no defaults in the past.

**Impaired financial assets**

At 31 December 2012, based on individual and collective assessment of receivables, there are impaired insurance receivables of RM24,180,000 (2011: RM13,479,000). For assets to be classified as "past-due and impaired", contractual payments must be in arrears between twelve (12) to twenty four (24) months. No collateral is held as security for any past due or impaired assets. The Company records impairment allowance for loans and receivables and insurance receivables in separate "Allowance for Impairment" accounts. A reconciliation of the allowance for impairment losses for loans and receivables and insurance receivables is as follows:

|                                      | <u>31.12.2012</u><br>RM'000 | <u>31.12.2011</u><br>RM'000 | <u>1.1.2011</u><br>RM'000 |
|--------------------------------------|-----------------------------|-----------------------------|---------------------------|
| At 1 January                         | 13,479                      | 14,077                      | 14,423                    |
| Arising from acquisition of business | 9,174                       | -                           | -                         |
| Charge for the year                  | 8,999                       | 1,537                       | 466                       |
| Recoveries                           | (7,472)                     | (2,135)                     | (812)                     |
| At 31 December                       | <u>24,180</u>               | <u>13,479</u>               | <u>14,077</u>             |

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30 FINANCIAL RISK (CONTINUED)

**Liquidity risk**

Liquidity risk is the risk that the Company 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 Company's policy is to maintain adequate liquidity to meet its liquidity needs under all conditions.

There are guidelines on asset allocation, portfolio limit structures and maturity profiles of assets, in order to ensure sufficient funding is available to meet insurance and investment contracts obligations.

The Company's catastrophe excess-of-loss reinsurance contract contains clauses permitting the Company to make cash call claims and receive immediate payment for large loss should claim events exceed a certain amount.

Maturity profiles

The table in the following page summarises the maturity profile of the financial assets and financial liabilities of the Company based on remaining undiscounted contractual obligations, including interest payable and receivable.

For insurance contracts liabilities and reinsurance assets, maturity profiles are determined based on estimated timing of net cash outflows from the recognised insurance liabilities.

Premiums liabilities and the reinsurers' share of premiums liabilities have been excluded from the analysis as they are not financial liabilities as there are no contractual obligations.

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**30 FINANCIAL RISK (CONTINUED)**

**Liquidity risk (continued)**

|   | Carrying<br>value<br>RM'000 | No<br>maturity<br>date<br>RM'000 | Contractual Cash Flow (undiscounted) |                          |                          |                           | Total<br>RM'000  |
|---|-----------------------------|----------------------------------|--------------------------------------|--------------------------|--------------------------|---------------------------|------------------|
|   |                             |                                  | Up to a<br>year<br>RM'000            | 1 – 3<br>years<br>RM'000 | 3 – 5<br>years<br>RM'000 | 5 – 15<br>years<br>RM'000 |                  |
| <b><u>31 December 2012</u></b>          |                             |                                  |                                      |                          |                          |                           |                  |
| Financial investments:                  |                             |                                  |                                      |                          |                          |                           |                  |
| HTM                                     | 35,568                      | -                                | 21,366                               | 15,283                   | -                        | -                         | 36,649           |
| AFS                                     | 939,714                     | 740,304                          | 10,982                               | 51,111                   | 33,788                   | 156,100                   | 992,285          |
| FVTPL                                   | 93,706                      | 93,706                           | -                                    | -                        | -                        | -                         | 93,706           |
| Reinsurance assets – claims liabilities | 389,555                     | -                                | 232,522                              | 105,492                  | 12,884                   | 38,657                    | 389,555          |
| Insurance receivables                   | 176,792                     | -                                | 176,792                              | -                        | -                        | -                         | 176,792          |
| LAR (excluding insurance receivables)   | 599,286                     | -                                | 589,719                              | 2,807                    | 6,941                    | 1,839                     | 601,306          |
| Cash and bank balances                  | 4,128                       | 4,128                            | -                                    | -                        | -                        | -                         | 4,128            |
| Total financial assets                  | <b>2,238,749</b>            | <b>838,138</b>                   | <b>1,031,381</b>                     | <b>174,693</b>           | <b>53,613</b>            | <b>196,596</b>            | <b>2,294,421</b> |
| General insurance claims liabilities    | 1,004,602                   | -                                | 587,301                              | 266,555                  | 80,485                   | 70,261                    | 1,004,602        |
| Other financial liabilities             | 22,989                      | -                                | 22,989                               | -                        | -                        | -                         | 22,989           |
| Insurance payables                      | 153,404                     | -                                | 153,404                              | -                        | -                        | -                         | 153,404          |
| Other payables                          | 80,488                      | -                                | 80,488                               | -                        | -                        | -                         | 80,488           |
| Total financial liabilities             | <b>1,261,483</b>            | <b>-</b>                         | <b>844,182</b>                       | <b>266,555</b>           | <b>80,485</b>            | <b>70,261</b>             | <b>1,261,483</b> |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Liquidity risk (continued)**

|   | Carrying<br>value<br>RM'000 | No<br>maturity<br>date<br>RM'000 | Contractual Cash Flow (undiscounted) |                          |                          |                           | Total<br>RM'000  |
|---|-----------------------------|----------------------------------|--------------------------------------|--------------------------|--------------------------|---------------------------|------------------|
|   |                             |                                  | Up to a<br>year<br>RM'000            | 1 – 3<br>years<br>RM'000 | 3 – 5<br>years<br>RM'000 | 5 – 15<br>years<br>RM'000 |                  |
| <b><u>31 December 2011</u></b>          |                             |                                  |                                      |                          |                          |                           |                  |
| Financial investments:                  |                             |                                  |                                      |                          |                          |                           |                  |
| HTM                                     | 55,784                      | -                                | 22,309                               | 36,545                   | -                        | -                         | 58,854           |
| AFS                                     | 532,314                     | 449,782                          | 14,604                               | 21,406                   | 26,867                   | 37,451                    | 550,110          |
| FVTPL                                   | 77,686                      | 77,686                           | -                                    | -                        | -                        | -                         | 77,686           |
| Reinsurance assets – claims liabilities | 100,807                     | -                                | 54,654                               | 29,527                   | 10,167                   | 6,459                     | 100,807          |
| Insurance receivables                   | 116,707                     | -                                | 116,707                              | -                        | -                        | -                         | 116,707          |
| LAR (excluding insurance receivables)   | 581,185                     | -                                | 570,946                              | 2,915                    | 2,231                    | 7,689                     | 583,781          |
| Cash and bank balances                  | 25,829                      | 25,829                           | -                                    | -                        | -                        | -                         | 25,829           |
| <b>Total financial assets</b>           | <b>1,490,312</b>            | <b>553,297</b>                   | <b>779,220</b>                       | <b>90,393</b>            | <b>39,265</b>            | <b>51,599</b>             | <b>1,513,774</b> |
| General insurance claims liabilities    | 531,299                     | -                                | 317,545                              | 143,448                  | 50,998                   | 19,308                    | 531,299          |
| Other financial liabilities             | 10,865                      | -                                | 10,865                               | -                        | -                        | -                         | 10,865           |
| Insurance payables                      | 69,536                      | -                                | 69,536                               | -                        | -                        | -                         | 69,536           |
| Other payables                          | 38,886                      | -                                | 38,886                               | -                        | -                        | -                         | 38,886           |
| <b>Total financial liabilities</b>      | <b>650,586</b>              | <b>-</b>                         | <b>436,832</b>                       | <b>143,448</b>           | <b>50,998</b>            | <b>19,308</b>             | <b>650,586</b>   |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Liquidity risk (continued)**

|   | Carrying<br>value<br>RM'000 | No<br>maturity<br>date<br>RM'000 | Contractual Cash Flow (undiscounted) |                          |                          |                           | Total<br>RM'000  |
|---|-----------------------------|----------------------------------|--------------------------------------|--------------------------|--------------------------|---------------------------|------------------|
|   |                             |                                  | Up to a<br>year<br>RM'000            | 1 – 3<br>years<br>RM'000 | 3 – 5<br>years<br>RM'000 | 5 – 15<br>years<br>RM'000 |                  |
| <b>1 January 2011</b>                   |                             |                                  |                                      |                          |                          |                           |                  |
| Financial investments:                  |                             |                                  |                                      |                          |                          |                           |                  |
| HTM                                     | 80,964                      | -                                | 38,104                               | 42,312                   | 5,352                    | -                         | 85,768           |
| AFS                                     | 524,516                     | 447,478                          | 11,116                               | 26,408                   | 30,082                   | 30,204                    | 545,288          |
| FVTPL                                   | 82,894                      | 82,894                           | -                                    | -                        | -                        | -                         | 82,894           |
| Reinsurance assets – claims liabilities | 98,861                      | -                                | 53,995                               | 29,544                   | 9,769                    | 5,553                     | 98,861           |
| Insurance receivables                   | 86,466                      | -                                | 86,466                               | -                        | -                        | -                         | 86,466           |
| LAR (excluding insurance receivables)   | 465,821                     | -                                | 462,601                              | 2,966                    | 2,391                    | 3,649                     | 471,607          |
| Cash and bank balances                  | 31,015                      | 31,015                           | -                                    | -                        | -                        | -                         | 31,015           |
| <b>Total financial assets</b>           | <b>1,370,537</b>            | <b>561,387</b>                   | <b>652,282</b>                       | <b>101,230</b>           | <b>47,594</b>            | <b>39,406</b>             | <b>1,401,899</b> |
| General insurance claims liabilities    | 545,475                     | -                                | 317,120                              | 147,033                  | 57,255                   | 24,067                    | 545,475          |
| Other financial liabilities             | 1,393                       | -                                | 1,393                                | -                        | -                        | -                         | 1,393            |
| Insurance payables                      | 77,830                      | -                                | 77,830                               | -                        | -                        | -                         | 77,830           |
| Other payables                          | 39,952                      | -                                | 39,952                               | -                        | -                        | -                         | 39,952           |
| <b>Total financial liabilities</b>      | <b>664,650</b>              | <b>-</b>                         | <b>436,295</b>                       | <b>147,033</b>           | <b>57,255</b>            | <b>24,067</b>             | <b>664,650</b>   |

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Market risk**

Market risk is the risk that the value of the financial instrument will fluctuate as a result of the potential adverse changes in market prices. Market risk comprises three (3) types of risk – market interest rates risk, foreign exchange rates (currency risk), and market prices (price risk).

The Company invest in equities, unit trusts and fixed income securities either managed internally or outsourced to professional fund managers. To deal with these risks, the Board has formulated investment policies and strategies and meetings were held during the financial year to monitor the performance of the fund managers.

**Interest rate 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.

Floating rate instruments expose the Company to cash flow interest risk, whereas fixed rate instruments expose the Company to fair value interest.

Changes in the market interest rates will affect the Company's investment earnings as the Company places part of its excess funds in interest bearing instruments and bank deposits. The Company therefore has set strict investment guidelines in place that provide for careful selection of issuers and financial institutions to ensure that the risks are well spread and the investments generate favourable as well as safe returns for the shareholders.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates on the deposits and fixed income securities of the Company:

|                          | Impact on profit<br>before tax | <u>Impact on<br/>equity*</u> |
|--------------------------|--------------------------------|------------------------------|
| <b>31 December 2012</b>  |                                |                              |
| Change in interest rates |                                |                              |
| +50 basis points         | 3,615                          | 2,711                        |
| - 50 basis points        | (3,615)                        | (2,711)                      |
| <b>31 December 2011</b>  |                                |                              |
| Change in interest rates |                                |                              |
| +50 basis points         | 3,231                          | 2,423                        |
| - 50 basis points        | (3,231)                        | (2,423)                      |

\*Impact on equity reflects adjustments for tax, when applicable

**Foreign currency risk**

The Company is exposed to foreign currency risks on transactions that are denominated other than in Ringgit Malaysia. These exposures are monitored on an ongoing basis and the Company's exposure is minimal.

The Company does not hedge its foreign currency risk.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**30 FINANCIAL RISK (CONTINUED)**

**Price risk**

Equity price risk is the risk that the fair value of 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.

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 is performed for reasonably possible movements in key variables with all other variables held constant, showing the impact on Profit before Tax (due to changes in fair value of financial assets and liabilities whose changes in fair values are recorded in income statement) and Equity (that reflects adjustments to Profit before Tax and changes in fair value of AFS financial assets). The correlation of variables will have a significant effect in determining the ultimate impact on price risk, but to demonstrate the impact due to changes in variables, variables had to be changed on an individual basis. It should be noted that movements in these variables are non-linear.

|                       | Change<br>in<br>variables | 31 December 2012                  |                         | 31 December 2011                  |                         |
|-----------------------|---------------------------|-----------------------------------|-------------------------|-----------------------------------|-------------------------|
|                       |                           | Impact on<br>profit<br>before tax | Impact<br>on<br>equity* | Impact on<br>profit<br>before tax | Impact<br>on<br>equity* |
| <b>Market indices</b> |                           |                                   |                         |                                   |                         |
| FBM KLCI              | + 10%                     | 9,371                             | 7,028                   | 7,768                             | 5,826                   |
| FBM KLCI              | -10%                      | (9,371)                           | (7,028)                 | (7,768)                           | (5,826)                 |

The potential impact arising from other market indices are deemed insignificant as the Company's holdings in equity securities listed in other bourses are not material.

\* Impact on equity reflects adjustments for tax, when applicable

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**30 FINANCIAL RISK (CONTINUED)**

**Operational risk**

Operational risk is the risk of loss arising from system failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications or can lead to financial loss.

The Company cannot expect to eliminate all operational risks but by initiating a rigorous control framework and by monitoring and responding to potential risks, the Company is able to manage the risks. Controls include effective segregation of duties, access controls, authorisation and reconciliation procedures, staff training and evaluation procedures, including the use of Internal Audit.

Business risks, such as, changes in environment, technology and the industry are monitored through the Company's strategic planning and budgeting process.

**31 BUSINESS COMBINATION**

On 1 September 2012, the Company completed the acquisition of certain assets and liabilities of the general insurance business of MUI Continental Insurance Berhad ("MUI") for a cash consideration of RM180,228,000.

Details of net assets acquired determined provisionally are as follows:

|  | <u>Carrying value</u><br>RM'000 | <u>Fair value</u><br>RM'000 |
|--|---------------------------------|-----------------------------|
| <b><u>Assets</u></b>                   |                                 |                             |
| Property, plant and equipment (Note 4) | 458                             | 458                         |
| Receivables                            | 41,494                          | 41,494                      |
| Deferred tax asset (Note 14)           | -                               | 17,732                      |
| <b>Total assets</b>                    | <b>41,952</b>                   | <b>59,684</b>               |
| <b><u>Liabilities</u></b>              |                                 |                             |
| Payables                               | 94,979                          | 94,979                      |
| Claims liabilities (Note 13)           | 149,174                         | 142,410                     |
| Premium liabilities (Note 13)          | 61,937                          | 61,937                      |
| <b>Total liabilities</b>               | <b>306,090</b>                  | <b>299,326</b>              |
| <b>Net liabilities acquired</b>        | <b>(264,138)</b>                | <b>(239,642)</b>            |

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**31 BUSINESS COMBINATION (CONTINUED)**

Details of cash flows arising from the acquisition are as follows:

|   | <u>RM'000</u>  |
|---|----------------|
| Purchase consideration settled in cash          | 180,228        |
| Less: Cash received on net liabilities acquired | (264,138)      |
| <br>  |                |
| Net cash inflow on acquisition of business      | <u>83,910</u>  |
| <br>  |                |
| Purchase consideration:                         |                |
| - Cash consideration                            | 180,228        |
| Less: Fair value of net liabilities acquired    | (24,496)       |
| <br>  |                |
| Goodwill (Note 5)                               | <u>155,732</u> |
| <br>  |                |

The acquired business contributed revenue of RM30,332,138 and a net profit of RM11,754,447 to the Company for the financial period from 1 September 2012 (date of acquisition) to 31 December 2012. Had the acquisition taken effect at the beginning of the 2012, the revenue and net profit of the Company for the year ended 31 December 2012 would be significantly different from the above.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**32 PRIOR YEAR ADJUSTMENT**

During the year, the Company changed the basis of computation for its UPR. In the previous years, the Company had recognised the deduction of premium ceded under loss-occurrence non-proportional treaties in its UPR computation which resulted in lower UPR being recognised in the financial statements. The Company has in the current year disallowed this deduction to recognise the substance of these treaties in which the coverage period is only limited to the particular contract period. Hence premiums ceded related to those treaties should not be deferred to match against future claims liabilities.

The change has been recognised retrospectively as an adjustment to the opening balance as at 1 January 2011 and the full effect on the opening balances are as follows:

As at 1 January 2011

|                    | Balance as at<br>1.1.2011<br>RM'000 | Effects of prior year<br>adjustment<br>RM'000 | Restated balance<br>as at 1.1.2011<br>RM'000 |
|--------------------|-------------------------------------|---|--|
| Reinsurance assets | 159,512                             | (6,617)                                       | 152,895                                      |
| Tax payable        | (7,219)                             | 1,654   | (5,565)                                      |
| Retained earnings  | (230,654)                           | 4,963   | (225,691)                                    |

As at 31 December 2011

|                    | Balance as at<br>31.12.2011<br>RM'000 | Effects of prior year<br>adjustment<br>RM'000 | Restated balance<br>as at 31.12.2011<br>RM'000 |
|--------------------|---------------------------------------|---|--|
| Reinsurance assets | 166,000                               | (7,487)                                       | 158,513  |
| Tax payable        | (11,815)                              | 1,872   | (9,943)  |
| Retained earnings  | (333,913)                             | 5,615   | (328,298)                                      |

The effects of the prior year adjustment to the Company's income statement/statement of comprehensive income for the financial year ended 31 December 2011 are as follows:

|                             | As previously<br>stated<br>RM'000 | Effects of prior year<br>adjustment<br>RM'000 | As restated<br>RM'000 |
|-----------------------------|-----------------------------------|---|-----------------------|
| Premium ceded to reinsurers | (149,442)                         | (870)   | (150,312)             |
| Profit before taxation      | 133,572                           | (870)   | 132,702               |
| Taxation                    | (30,313)                          | 218   | (30,095)              |
| Profit for the year         | 103,259                           | (652)   | 102,607               |

There is no effect on the cash flows of the Company for the year ended 31 December 2011 as a result of the prior year adjustment.

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**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2012 (CONTINUED)**

**33 REGULATORY CAPITAL REQUIREMENTS**

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

The capital structure of the Company as at 31 December 2012, as prescribed under the Framework, is provided below:

|  | <u>Note</u> | <u>2012</u><br>RM'000 | <u>Restated<br/>2011</u><br>RM'000 |
|--|-------------|-----------------------|------------------------------------|
| <b><u>Eligible Tier 1 Capital</u></b>    |             |                       |                                    |
| Share capital (paid-up)                  | 10          | 403,471               | 278,000                            |
| Retained earnings                        |             | 441,462               | 328,298                            |
|  |             | <hr/>                 | <hr/>                              |
|  |             | 844,933               | 606,298                            |
| <b><u>Tier 2 Capital</u></b>             |             |                       |                                    |
| Available-for-sale reserves              |             | 7,081                 | 8,409                              |
| Revaluation reserves                     |             | 1,557                 | 1,557                              |
|  |             | <hr/>                 | <hr/>                              |
|  |             | 8,638                 | 9,966                              |
| <br><b>Amounts deducted from capital</b> |             |                       |                                    |
|  |             | <hr/>                 | <hr/>                              |
| Total Capital Available                  |             | (182,662)             | (26,930)                           |
|  |             | <hr/>                 | <hr/>                              |
|  |             | 670,909               | 589,334                            |
|  |             | <hr/>                 | <hr/>                              |

The Company has met the minimum capital requirements specified in the Framework for the years ended 2012 and 2011.