

# **SAGICOR FINANCIAL COMPANY LTD.**

## **MANAGEMENT'S DISCUSSION & ANALYSIS**

For the three-month and nine-month periods ended September 30, 2022  
and September 30, 2021

**About Sagicor**

Established in 1840 as The Barbados Mutual Life Assurance Society, Sagicor is one of the oldest providers of insurance in the Americas. Sagicor offers a wide range of products and services including life and health insurance, annuities, pension administration, property and casualty insurance, asset management, investment and merchant banking, securities brokerage, mutual funds, real estate development, and commercial banking. Sagicor's principal markets are Barbados, Jamaica, Trinidad and Tobago, and the United States of America.

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**ACRONYMS**

Certain acronyms have been used throughout the management discussion and analysis to substitute phrases.

The more frequent acronyms and associated phrases are set out below.

<b>Acronym</b>	<b>Phrase</b>
AA	Appointed Actuary
AC	Amortised Cost
ECL	Expected Credit Losses
FVOCI	Fair Value through Other Comprehensive Income
FVTPL	Fair Value through Profit and Loss
IAS	International Accounting Standards
IFRS	International Financial Reporting Standards
IFRS 9	International Financial Reporting Standard No.9 – Financial Instruments
MCCSR	Minimum Continuing Capital and Surplus Requirement
OCI	Other Comprehensive Income

**1. HIGHLIGHTS**

The Sagicor Group recorded net income of US \$38.7 million for the three-month period ended September 30, 2022, compared to US \$79.0 million for the corresponding period in 2021. Net income attributable to common shareholders was US \$25.4 million compared to US \$50.4 million, for the same period in the prior year, a decrease of US \$25.0 million. The Group delivered solid results in the face of a volatile interest rate environment.

For the nine-month period ended September 30, 2022, the Group recorded net income of US \$137.3 million, compared to net income of US \$140.1 million for the corresponding period in 2021. Net income attributable to common shareholders was US \$102.5 million compared to US \$91.2 million for the same period in the prior year, an increase of US \$11.3 million. The Group's nine-month performance was affected by the very strong net premium production in our USA segment. The Return on Equity<sup>1</sup> moved in line the Group's performance closing at 13.2% (annualised), compared to 11.3% (annualised) for the corresponding period in 2021.

Total assets grew to US \$10,536.4 million at September 30, 2022, up 2% (US \$158.5 million), from the US \$10,377.9 million reported at December 31, 2021, and reflects the continuing strong sales performance reported during the ensuing period, offset by mark-to-market declines on financial instruments driven by rising interest rates. These declines also affected the Group's book value per share<sup>1</sup>, which closed at US \$7.25 per share at September 30, 2022, compared to US \$7.92 per share at December 31, 2021.

Overall Group capital remains strong, with the Group closing the nine-month period ended September 30, 2022 with a Minimum Continuing Capital and Surplus Requirement (MCCSR)<sup>1</sup> of 204%, well above our target capital standards.

The Group's financial results for the three-month and nine-month periods ended September 30, 2022, have been impacted by the volatile interest rate environment, which has been driven by central governments' response to inflationary pressures and geopolitical instability. The Group has also continued to be influenced by the COVID-19 pandemic's residual impact on the economic environment. Sagicor's geographic diversification has helped to mitigate the impact from the risks to any one country's economy. Despite the environment, the Group continued to grow revenues while remaining focused on customer service.

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<sup>1</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

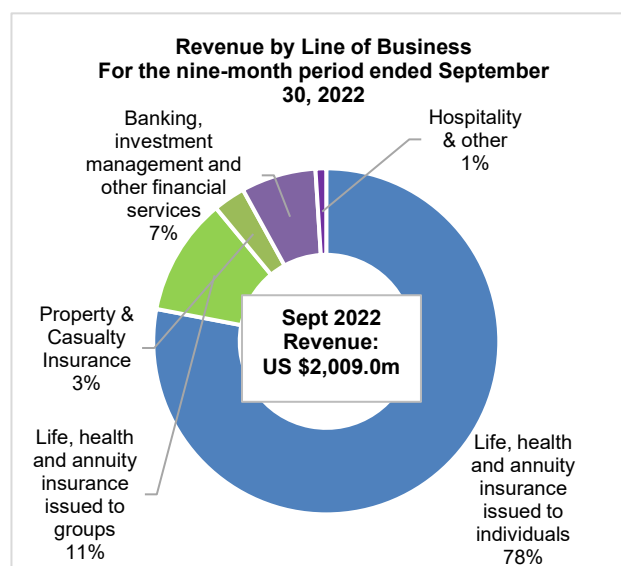
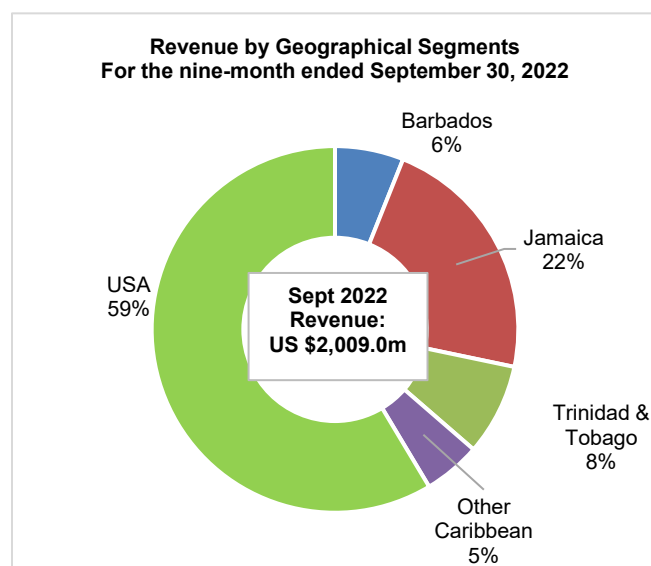
## 2. FINANCIAL SUMMARY

	Three months ended September 30			Nine months ended September 30		
<i>(in millions of US \$, unless otherwise noted)</i>	2022	2021	Change	2022	2021	Change
<b>Profitability</b>						
Group net income	38.7	79.0	(51%)	137.3	140.1	(2%)
Net income attributable to common shareholders	25.4	50.4	(50%)	102.5	91.2	12%
Earnings per share:						
Basic earnings	17.8 ¢	34.9 ¢	(49%)	71.7 ¢	62.7 ¢	14%
Fully diluted	17.6 ¢	34.5 ¢	(49%)	70.8 ¢	62.0 ¢	14%
Return on shareholders' equity (annualised) <sup>2</sup>	9.8%	18.5%	(8.7 pts)	13.2%	11.3%	1.9 pts
<b>Revenue</b>						
Individual life, health and annuity	494.4	620.1	(20%)	1,561.5	1,245.0	25%
Group life, health and annuity	80.1	66.5	20%	221.5	215.2	3%
Property and casualty insurance	18.8	19.9	(6%)	58.3	58.6	(1%)
Banking and investment management	48.5	49.5	(2%)	141.4	134.0	6%
Hospitality	7.7	8.4	(8%)	29.7	26.5	12%
Farming and unallocated revenues	6.6	17.5	(62%)	(3.4)	50.3	(107%)
Total revenue, net	656.1	781.9	(16%)	2,009.0	1,729.6	16%
<b>Net Premium Revenue</b>						
Life insurance	128.8	121.3	6%	365.1	350.0	4%
Annuity	341.0	451.0	(24%)	1,165.4	758.0	54%
Health insurance	44.9	38.3	17%	128.2	118.9	8%
Property and casualty insurance	11.8	12.9	(9%)	37.0	37.6	(2%)
Total net premium revenue	526.5	623.5	(16%)	1,695.7	1,264.5	34%

<sup>2</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

## 2. FINANCIAL SUMMARY, continued

	Three months ended September 30			Nine months ended September 30		
(in millions of US \$, unless otherwise noted)	2022	2021	Change	2022	2021	Change
<b>Financial Position</b>						
Total assets	<b>10,536.4</b>	10,135.3	4%	<b>10,536.4</b>	10,135.3	4%
Operating liabilities	<b>8,471.3</b>	7,901.1	7%	<b>8,471.3</b>	7,901.1	7%
Notes and loans payable	<b>639.4</b>	544.4	17%	<b>639.4</b>	544.4	17%
Book value per common share <sup>3</sup>	<b>\$7.25</b>	\$7.92	(8%)	<b>\$7.25</b>	\$7.92	(8%)
<b>Financial strength</b>						
Debt to capital ratio <sup>3</sup>	<b>31.0%</b>	24.4%	6.6 pts	<b>31.0%</b>	24.4%	6.6 pts
Dividends declared per common share	<b>\$0.05625</b>	\$0.05625	-	<b>\$0.1688</b>	\$0.1688	-
Dividends paid per common share	<b>\$0.05625</b>	\$0.05625	-	<b>\$0.1688</b>	\$0.1688	-
Dividend pay-out ratio <sup>3</sup>	<b>31.6%</b>	16.1%	15.5 pts	<b>23.5%</b>	26.9%	(3.4 pts)
Total capital <sup>3</sup>	<b>2,065.5</b>	2,233.2	(8%)	<b>2,065.5</b>	2,233.2	(8%)
Average common shares outstanding (000's)	<b>142,944</b>	145,439	(2%)	<b>142,944</b>	145,439	(2%)
Outstanding shares, at end of period (000's)	<b>142,811</b>	143,347	-	<b>142,811</b>	143,347	-
MCCSR <sup>3</sup> , at end of period	<b>204%</b>	247%	(43 pts)	<b>204%</b>	247%	(43 pts)



<sup>3</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

### 3. GENERAL INFORMATION

#### A. Introduction and Notice

This Management's Discussion and Analysis ("MD&A") contains important information about Sagicor's business and its performance for the three-month and nine-month periods ended September 30, 2022 with comparative analysis for the corresponding periods ended September 30, 2021. This MD&A should be read in conjunction with the Company's quarterly financial statements, prepared in compliance with International Accounting Standard ("IAS") 34 – Interim Financial Reporting, in effect on the date of such information.

The following discussion is based on the financial condition and results of operations of Sagicor, unless otherwise specified or indicated. Financial information is presented in millions of United States (US) dollars, unless otherwise indicated. Amounts for subtotals, totals and percentage variances included in tables in this MD&A may not sum or calculate using the numbers as they appear in the tables due to rounding.

#### B. General Information

Sagicor Financial Company Ltd. ("Sagicor") ("the Company") (TSX: SFC) is a leading financial services provider with over 180 years of history which operates across the Caribbean and in the United States of America (USA). Sagicor's registered office is located at Clarendon House, 2 Church Street, Hamilton, HM 11, Bermuda, with its principal office located at Cecil F De Caires Building, Wildey, St. Michael, Barbados. Details of Sagicor's holdings and operations are set out in note 4 to the 2021 consolidated financial statements.

Sagicor demutualised in November 2002 and listed its shares on the Barbados Stock Exchange (BSE: SFC), with subsequent listings on the Trinidad and Tobago Stock Exchange (TTSE: SFC) and the London Stock Exchange (LSE: SFI). Sagicor Financial Corporation moved its corporate domicile from Barbados to Bermuda and continued as Sagicor Financial Corporation Limited (SFCL), an exempted company, on July 20, 2016.

On November 27, 2018, Sagicor Financial Corporation Limited entered into a definitive arrangement agreement as amended on January 28, 2019 with Alignvest Acquisition II Corporation ("Alignvest") pursuant to which on December 5, 2019, Alignvest acquired all the shares of Sagicor by way of a scheme of arrangement under the laws of Bermuda, where Sagicor is incorporated, and continued as a Bermuda exempted company under the new name, Sagicor Financial Company Ltd.

The Company now trades on the Toronto Stock Exchange under the symbols "SFC" (shares) and "SFC.WT" (warrants). With a listing on the Toronto Stock Exchange, Sagicor Financial Corporation Limited's common shares, formerly listed on the London and Trinidad and Tobago Stock Exchanges, have ceased trading and have been delisted from the London and the Trinidad and Tobago Stock Exchanges. The former listing on the Barbados Stock Exchange has ceased trading.

Sagicor currently operates in 19 countries and maintains a strong market position in most of the markets where it operates. Sagicor has three reporting operating segments, namely Sagicor Life, Sagicor Jamaica, and Sagicor Life USA.

The principal activities of the Sagicor Group are as follows:

- Life and health insurance,
- Annuities and pension administration services,
- Banking and investment management services,

and its principal operating companies are as follows:

- Sagicor Life Inc. (Barbados and Trinidad & Tobago),
- Sagicor Life Jamaica Limited (Jamaica),
- Sagicor Bank Jamaica Limited (Jamaica),
- Sagicor Life Insurance Company (USA),

The Group also underwrites property and casualty insurance and provides hospitality services.

Sagicor's objective is to be a leading insurance and financial services provider of world class products and services to better serve its customers and other stakeholders in its markets. Sagicor is focused on growing its United States (US) business and expanding its banking and asset management business in the Caribbean, where it has strong brand recognition and market shares.

### C. Results of Operations

An understanding of Sagicor's financial condition and the results and related risks of Sagicor's operations for the periods discussed in this MD&A requires an understanding of Sagicor's business. Accordingly, the following discussion should be read in conjunction with the discussion of these and related matters that appear elsewhere in this MD&A, including under the following headings: (i) Key Factors Affecting Results; (ii) Critical Accounting Estimates and Judgments; and (iii) Risk Management.

### D. Non-IFRS Financial Information

Sagicor reports its financial results and statements in accordance with IFRS. It also publishes certain financial measures that are not based on IFRS ("non-IFRS"). A financial measure is considered a non-IFRS measure if it is presented other than in accordance with the generally accepted accounting principles used for the Group's audited financial statements. These non-IFRS financial measures are often accompanied by and reconciled with IFRS financial measures. For certain non-IFRS financial measures, there are no directly comparable amounts under IFRS. The Group believes that these non-IFRS financial measures provide additional information to better understand the Group's financial results and assess its growth and earnings potential. Sagicor believes these non-IFRS financial measures assist in understanding its ongoing operating results and provide readers with a better understanding of management's perspective on the Group's performance. These measures enhance the comparability of the Group's financial performance from period to period, as well as measure relative contribution to shareholder value.

Since non-IFRS financial measures do not have standardised definitions and meanings, they may differ from the non-IFRS financial measures used by other institutions and should not be viewed as an alternative to measures of financial performance determined in accordance with IFRS. The Group strongly encourages investors to review its financial statements and other publicly filed reports in their entirety and not to rely on any single financial measure. Additional information concerning non-IFRS financial measures can be found in section 10 Non-IFRS financial measures.

### E. Cautionary Statement Regarding Forward-looking Information

This MD&A includes "forward-looking information" and "forward-looking statements" (collectively "forward-looking information") and assumptions about, among other things, Sagicor's business, operations, and financial performance and condition, approved by the board of directors of Sagicor on the date of this MD&A. This forward-looking information and these assumptions include, but are not limited to, statements about Group's objectives and strategies to achieve those objectives, and about its beliefs, plans, expectations, anticipations, estimates, or intentions. Additional information concerning forward-looking information as well as potential risk factors can be found in section 11 Cautionary Statement Regarding Forward-Looking Information

### F. Additional Information

All documents related to the financial results of Sagicor Financial Company Ltd. are available on the Company's website at [Sagicor.com](http://Sagicor.com), in the Investor Relations section. Additional information about Sagicor may be found on the SEDAR website at [sedar.com](http://sedar.com), as well as the Company's Annual Information Form, which may be found on the Company's website or the SEDAR website.

The Management's Discussion and Analysis is dated November 10, 2022.



#### 4. CONSOLIDATED GROUP RESULTS

##### A. Profitability

<b>Group net income/(loss)</b>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
<i>(in millions of US \$)</i>	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
<b>Net income/(loss) is attributable to:</b>						
Common shareholders	<b>25.4</b>	50.4	(50%)	<b>102.5</b>	91.2	12%
Participating policyholders	<b>(0.1)</b>	0.1	(200%)	<b>(0.5)</b>	0.1	(600%)
Non-controlling interest	<b>13.4</b>	28.5	(53%)	<b>35.3</b>	48.8	(28%)
Group net income	<b>38.7</b>	79.0	(51%)	<b>137.3</b>	140.1	(2%)

Group net income for the three-month period ended September 30, 2022, closed at US \$38.7 million compared to US \$79.0 million in the comparative period of the prior year, a decline of US \$40.3 million (51%).

For the nine-month period ended September 30, 2022 group net income totaled US \$137.3 million compared to US \$140.1 million for the corresponding period in 2021, a decline of US \$2.8 million (2%).

<b>Net income/(loss) attributable to Common shareholders</b>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
<i>(in millions of US \$, unless otherwise noted)</i>	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Sagicor Life	<b>(5.1)</b>	7.0	(173%)	<b>13.7</b>	22.1	(38%)
Sagicor Jamaica	<b>12.6</b>	27.1	(54%)	<b>32.8</b>	44.0	(25%)
Sagicor Life USA	<b>42.0</b>	23.1	82%	<b>140.0</b>	40.2	248%
Head office, Other and adjustments	<b>(24.1)</b>	(6.8)	(254%)	<b>(84.0)</b>	(15.1)	(456%)
Net income/(loss)	<b>25.4</b>	50.4	(50%)	<b>102.5</b>	91.2	12%
Earnings per common share (EPS):						
Basic	<b>17.8 ¢</b>	34.9 ¢	(49%)	<b>71.7 ¢</b>	62.7 ¢	14%
Diluted	<b>17.6 ¢</b>	34.5 ¢	(49%)	<b>70.8 ¢</b>	62.0 ¢	14%
Return on shareholders' equity (ROE) <sup>4</sup>	<b>9.8%</b>	18.5%	(8.7 pts)	<b>13.2%</b>	11.3%	1.9 pts

Net income attributable to common shareholders, for the third quarter of 2022 totaled US \$25.4 million compared to US \$50.4 million for the three-month period ended September 30, 2021, a decrease of US \$25.0 million or 50%. The Return on Shareholders' equity<sup>4</sup> (annualised) for the three-month period ended September 30, 2022 was 9.8%, compared to 18.5% for the same period in 2021.

Net income attributable to common shareholders, for the nine-month period ended September 30, 2022 totaled US \$102.5 million compared to US \$91.2 million for the corresponding period in 2021, an increase of US \$11.3 million or 12%. The Return on Shareholders' equity<sup>4</sup> (annualised) for the nine-month period ended September 30, 2022 was 13.2%, compared to 11.3% for the same period in 2021.

Net income for the three-month and nine-month periods ended September 30, 2022 benefited from strong premium production in our USA segment. Total comprehensive income was adversely affected by mark-to-market declines on financial assets due to rising interest rates.

The Earnings per Share's (EPS - basic) moved consistently with our results, closing the nine-month period ended September 30, 2022, at US \$0.717 per share, compared to US \$0.627 per share for the corresponding period in 2021.

<sup>4</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

Refer to the Non-IFRS Financial Information section of this Management's Discussion and Analysis for additional information on the Company's profitability for the nine-month period ended September 30, 2022.

## B. Business Growth

<b>Total Revenue</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Life and annuity	469.8	572.3	(18%)	1,530.5	1,108.0	38%
Health	44.9	38.3	17%	128.2	118.9	8%
Property and casualty	11.8	12.9	(9%)	37.0	37.6	(2%)
<b>Net insurance premium</b>	<b>526.5</b>	<b>623.5</b>	<b>(16%)</b>	<b>1,695.7</b>	<b>1,264.5</b>	<b>34%</b>
Net investment income	84.5	103.2	(18%)	177.4	322.0	(45%)
Gain on derecognition of amortised cost investments	0.6	6.0	(90%)	2.8	11.6	(76%)
(Loss)/gain on derecognition of assets carried at FVOCI	(0.1)	11.6	(101%)	4.6	15.0	(69%)
Credit impairment losses	(1.7)	(1.8)	6%	(4.1)	1.5	(373%)
Fees and other revenue	46.3	39.4	18%	132.6	115.0	15%
<b>Total revenue, net</b>	<b>656.1</b>	<b>781.9</b>	<b>(16%)</b>	<b>2,009.0</b>	<b>1,729.6</b>	<b>16%</b>
<b>Total Revenue by Operating Segment</b>						
Sagikor Life	122.6	121.9	1%	377.0	374.5	1%
Sagikor Jamaica	168.4	174.4	(3%)	490.2	516.3	(5%)
Sagikor Life USA	356.7	465.5	(23%)	1,136.5	782.7	45%
Head office, Other and Adjustments	8.4	20.1	(58%)	5.3	56.1	(91%)
<b>Total revenue, net</b>	<b>656.1</b>	<b>781.9</b>	<b>(16%)</b>	<b>2,009.0</b>	<b>1,729.6</b>	<b>16%</b>

### Quarterly (three-month period) results

Total revenue was US \$656.1 million for the third quarter of 2022, a decrease of US \$125.8 million (16%) from US \$781.9 million reported for the same period in 2021.

Net insurance premium revenue represented 80% (September quarter 2021 – 80%) of total revenue and closed the period at US \$526.5 million, US \$97.0 million (16%) below the US \$623.5 million reported for the same period in 2021. Net premium revenue from the life and annuity insurance business totalled US \$469.8 million for the three-month period ended September 30, 2022, compared to US \$572.3 million for the same period in 2021, a decrease of US \$102.5 million, and reflected sales relative to an exceptionally strong comparative period in the third quarter of 2021.

Net investment income declined by US \$18.7 million (18%) and totalled US \$84.5 million for the three-month period ended September 30, 2022, compared to US \$103.2 million, for the corresponding period in 2021. For the third quarter of 2022, net investment income includes realised and unrealised losses on financial assets carried at FVTPL totalling US \$41.2 million, including a loss of US \$20.2 million associated with the mark-to-market movements on our investment in Playa Hotels and Resorts. For the third quarter of 2021, net investment income included realised and unrealised gains on financial assets categorised as FVTPL of US \$7.8 million, including a US \$8.6 million mark-to-market gain on our investment in Playa Hotels and Resorts. The Group was impacted by mark-to-market declines on other financial assets, due mainly to rising interest rates.

The Group generated fees and other revenues of US \$46.3 million for the period under review, US \$6.9 million above that reported for the same period in 2021, with increased revenue generated from fee income on our banking business as economic activity in our Jamaica segment continued to improve.

**Year-to-date (nine-month period) results**

Total revenue reached US \$2,009.0 million for the nine-month period ended September 30, 2022, an increase of US \$279.4 million (16%) from US \$1,729.6 million reported for the same period in 2021.

Net insurance premium revenue represented 84% (nine-months period ended September 2021 – 73%) of total revenue and closed the period at US \$1,695.7 million, US \$431.2 million (34%) above the US \$1,264.5 million reported for the same period in 2021. Net premium revenue from the life and annuity insurance business totalled US \$1,530.5 million for the nine-month period ended September 30, 2022, compared to US \$1,108.0 million for the same period in 2021, an increase of US \$422.5 million, the result of significant net premium growth observed in our USA segment (US \$413.2 million, period on period).

Net investment income declined by US \$144.6 million and totalled US \$177.4 million for the nine-month period ended September 30, 2022, compared to US \$322.0 million, for the corresponding period in 2021. For the nine-month period ended September 30, 2022, net investment income included realised and unrealised losses on financial assets categorised as FVTPL of US \$166.7 million (inclusive of a loss of US \$32.3 million associated with the mark-to-market movements on our investment in Playa Hotels and Resorts). The Group experienced mark-to-market declines on financial assets, due mainly to rising interest rates. For the corresponding period in 2021, net investment income included realised and unrealised gains on financial assets categorised as FVTPL of US \$50.9 million (inclusive of a gain of US \$24.2 million associated with the mark-to-market movements on our investment in Playa Hotels and Resorts).

The Group generated fees and other revenues of US \$132.6 million for the period under review, which was US \$17.6 million higher than that reported for the same period in 2021. Hotel revenues increased by US \$10.0 million, year on year, to close at US \$30.4 million for the nine-month period ended September 30, 2022, as worldwide travel continued to increase following the lifting of travel restrictions associated with the COVID-19 pandemic experienced in 2021. During the same period in 2021, the Group benefited from increased fee income on its banking business as economic activity in our Jamaica segment continued to improve.

**C. Benefits**

<b>Benefits</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Life and annuity						
Policy benefits	<b>149.0</b>	134.4	(11%)	<b>415.2</b>	389.1	(7%)
Net change in actuarial liabilities	<b>225.2</b>	346.3	35%	<b>736.4</b>	595.3	(24%)
Total life and annuity	<b>374.2</b>	480.7	22%	<b>1,151.6</b>	984.4	(17%)
Health	<b>39.2</b>	37.0	(6%)	<b>111.3</b>	101.7	(9%)
Property and casualty	<b>7.6</b>	7.0	(9%)	<b>19.5</b>	16.4	(19%)
<b>Net insurance benefits</b>	<b>421.0</b>	524.7	20%	<b>1,282.4</b>	1,102.5	(16%)
Interest cost	<b>16.3</b>	10.1	(61%)	<b>43.3</b>	31.0	(40%)
<b>Total benefits</b>	<b>437.3</b>	534.8	18%	<b>1,325.7</b>	1,133.5	(17%)

**Quarterly (three-month period) results**

Benefits totalled US \$437.3 million for the three-month period ended September 30, 2022, a US \$97.5 million or 18% decrease from the US \$534.8 million reported for the corresponding period in 2021.

Life and annuity benefits totalled US \$374.2 million for the period under review compared to US \$480.7 million for the three-month period ended September 30, 2021. Policy benefits (surrenders, deaths, lapses, etc.) increased by US \$14.6 million when compared to that reported in the September 2021 quarter and was mainly observed in our Sagicor Life segment resulting from higher mortality experience, surrenders and withdrawals. Our Sagicor Jamaica segment also experienced higher mortality during the current period. The net change in actuarial liabilities from 2021 to 2022 represented a decrease of US \$121.1 million and was driven mainly by lower new annuity business written by our USA segment.

Total health insurance benefits were US \$39.2 million representing an overall claim to premium ratio (health claims ratio)<sup>5</sup> of 87.3%. In 2021, the Group experienced health insurance benefits of US \$37.0 million and an overall claim to premium ratio<sup>5</sup> of 96.6%. The increase in the health insurance benefits was driven by higher claims reported by our Sagicor Life and Sagicor Jamaica segments, due to inflation on medical and hospital costs as well as an increase in the use of health services, as disruptions associated with the COVID-19 pandemic lessened.

Property and casualty claims amounted to US \$7.6 million in 2022, a US \$0.6 million increase from the US \$7.0 million incurred in 2021, the result of higher motor claims.

Interest expense totalled US \$16.3 million for the three-month period ended September 30, 2022, US \$6.2 million above the US \$10.1 million reported for the September 2021 quarter, due to high interest rates primarily in our Jamaica and USA segments.

#### **Year-to-date (nine-month period) results**

Benefits totalled US \$1,325.7 million for the nine-month period ended September 30, 2022, a US \$192.2 million or 17% increase from US \$1,133.5 million reported for the corresponding period in 2021.

Life and annuity benefits totalled US \$1,151.6 million for the period under review of which US \$415.2 million related to policy benefits and US \$736.4 million related to net changes in actuarial liabilities. Policy benefits (surrenders, deaths, lapses, etc.), increased by US \$26.1 million when compared to that reported in the nine-month period ended September 2021, mainly due to higher mortality experience in our Sagicor Life and Sagicor Jamaica segments and growth in annuity business in force in our USA segment. The net change in actuarial liabilities from 2021 to 2022 represented an increase of US \$141.1 million and was driven by significant new annuity business written by our USA segment.

Total health insurance benefits were US \$111.3 million representing an overall claim to premium ratio (health claims ratio)<sup>5</sup> of 86.8%. In 2021, the Group experienced health insurance benefits of US \$101.7 million and an overall claim to premium ratio<sup>5</sup> of 85.5%. The increase in the health claims ratio was driven by higher claims reported by our Sagicor Life and Sagicor Jamaica segments, driven by inflation on medical and hospital costs as well as an increase in the use of health services, as disruptions associated with the COVID-19 pandemic lessened.

Property and casualty claims amounted to US \$19.5 million in 2022, a US \$3.1 million increase from the US \$16.4 million incurred in 2021, the result of a higher motor claims experienced.

Interest expense totalled US \$43.3 million for the nine-month period ended September 30, 2022, US \$12.3 million above the US \$31.0 million reported for the nine-month period ended September 30, 2021, due to higher interest rates primarily in our Sagicor Jamaica and Sagicor Life USA segments.

#### **D. Expenses and Taxes**

<b><i>Expenses and taxes</i></b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Administrative expenses	<b>100.4</b>	85.9	(17%)	<b>296.2</b>	254.4	(16%)
Commissions and related compensation	<b>35.8</b>	39.0	8%	<b>108.9</b>	98.0	(11%)
Finance costs, depreciation and amortisation	<b>17.7</b>	18.8	6%	<b>53.9</b>	61.7	13%
Premium, asset and income taxes	<b>29.0</b>	26.5	(9%)	<b>93.9</b>	60.5	(55%)
<b>Total expenses and taxes</b>	<b>182.9</b>	170.2	(7%)	<b>552.9</b>	474.6	(16%)

#### **Quarterly (three-month period) results**

Expenses and taxes totalled US \$182.9 million for the three-month period ended September 30, 2022, up US \$12.7 million from the amount reported for the corresponding period in 2021.

<sup>5</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

Administrative expenses totalled US \$100.4 million for the period under review compared to US \$85.9 million for the same period in 2021. These expenses were higher than the comparative period due to the rise in service fees related to Information Technology platforms, including our conversion to IFRS 17.

Commissions and related compensation totalled US \$35.8 million for the period under review, closing US \$3.2 million below the US \$39.0 million reported for the same period in 2021. This decrease was primarily observed in our USA segment (US \$3.9 million) and was driven by the decrease in annuity business reported by that segment during the period under review.

Finance costs, depreciation and amortisation totalled US \$17.7 million, for the period under review, and was US \$1.1 million below that reported for the third quarter of 2021.

Sagicor is subject to a variety of direct taxes, with premium and income taxes comprising the main types of tax. Taxes are incurred in the jurisdiction in which the income is generated. Premium tax is customarily a percentage of gross premium revenue, while income tax is usually either a percentage of investment income or a percentage of profits. Sagicor is also subject to an asset tax in Jamaica and Barbados. In Jamaica, the asset tax is levied on insurance, securities dealers and deposit taking institutions at a percentage of adjusted assets held at the end of the year. In Barbados, the asset tax is levied on insurance, deposit taking institutions and credit unions at a percentage of adjusted assets held at the end of the period.

Premium, asset and income taxes were US \$29.0 million for the three-month period ended September 30, 2022, compared to US \$26.5 million in the same period in 2021, an increase of US \$2.5 million. Of the total taxes, income taxes were US \$25.7 million, compared to US \$23.0 million reported for September quarter 2021, an increase of US \$2.7 million. The Government of Barbados introduced a Pandemic Levy on income generated in 2020 and 2021 amounting to \$3.9 million, which gave rise to higher income taxes. In addition, the improved performance observed in our USA segment also gave rise to higher income taxes in that segment however the impact was offset by lower income taxes in our Jamaica segment.

Earnings from other sources was a loss of US \$2.8 million, representing gains arising from business divestitures of US \$1.7 and the Group's share of income from associates and joint ventures of US \$1.1 million. During the current period, the group disposed of its investment in Sagicor Real Estate X Fund which gave rise to the gain realised in the current period. During the corresponding period in 2021, the Group's earnings from other sources was a gain of US \$2.1 million, representing the Group's share of income from associates and joint ventures.

### **Year-to-date (nine-month period) results**

Expenses and taxes totalled US \$552.9 million for the nine-month period ended September 30, 2022, up US \$78.3 million from the amount reported for the same period in 2021.

Administrative expenses totalled US \$296.2 million for the period under review compared to US \$254.4 million for the same period in 2021. Administrative expenses for our Jamaica segment was impacted by a rise in service fees related to Information Technology platforms supporting certain services as well as higher staff related costs associated with inflation increases and incentive payments. Our head office also incurred higher project-related costs during the period under review.

Commissions and related compensation totalled US \$108.9 million for the period under review, closing US \$10.9 million above the US \$98.0 million reported for the same period in 2021. This increase was primarily observed in our USA segment (US \$10.3 million) and was driven by the increased annuity business reported by that segment during the period under review.

Finance costs, depreciation and amortisation totalled US \$53.9 million, for the period under review, and was US \$7.8 million below that reported for the nine-month period ended September 30, 2021. During 2021, the Company incurred finance costs associated with the early retirement of notes and loans payable.

Sagicor is subject to a variety of direct taxes, with premium and income taxes comprising the main types of tax. Taxes are incurred in the jurisdiction in which the income is generated. Premium tax is customarily a percentage of gross premium revenue, while income tax is usually either a percentage of investment income or a percentage of profits. Sagicor is also subject to an asset tax in Jamaica and Barbados. In Jamaica, the asset tax is levied on insurance, securities dealers and deposit taking institutions at a percentage of adjusted assets held at the end of the year. In

Barbados, the asset tax is levied on insurance, deposit taking institutions and credit unions at a percentage of adjusted assets held at the end of the period.

Premium, asset and income taxes were US \$93.9 million for the nine-month period ended September 30, 2022, compared to US \$60.5 million in the same period in 2021, an increase of US \$33.4 million. Of the total taxes, income taxes were US \$79.1 million, compared to US \$46.1 million reported for nine-month period for 2021, an increase of US \$33.0 million, and was largely related to higher net income levels reported during the 2022 period, when compared to the corresponding period in the prior year, primarily in our USA segment (increase of US \$33.3 million).

Earnings from other sources was a gain of US \$7.0 million for the nine-month period ended September 30, 2022, representing a gain arising from business divestitures of US \$1.7 million and the Group's share of income from associates and joint ventures of US \$5.3 million (nine-month period ended September 30, 2021 – US \$7.9 million). As mentioned previously, during the current period, the group disposed of its investment in Sagicor Real Estate X Fund which resulted in the gain arising from business divestitures of US \$1.7 million.

### E. Comprehensive Income

<b>Other comprehensive (loss)/income</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
<b>Items net of tax that may be reclassified subsequently to income:</b>						
Financial assets measured at fair value through other comprehensive income:						
Losses revaluation	<b>(150.3)</b>	(18.1)	(730%)	<b>(529.9)</b>	(23.6)	(2,145%)
Loss/(gains) transferred to income	<b>0.1</b>	(9.1)	(101%)	<b>(3.7)</b>	(12.3)	(70%)
Net change in actuarial liabilities	<b>77.8</b>	13.4	481%	<b>294.8</b>	5.2	5,569%
Cash flow hedges	-	-	-	-	3.4	(100%)
Retranslation of foreign currency operations	<b>(6.6)</b>	20.4	(132%)	<b>7.6</b>	(34.8)	122%
	<b>(79.0)</b>	6.6	(1,297%)	<b>(231.2)</b>	(62.1)	(272%)
<b>Items net of tax that will not be reclassified subsequently to income:</b>						
Gains on revaluation of owner-occupied property and owner-managed property	<b>15.3</b>	9.2	66%	<b>15.3</b>	11.0	39%
Gains on defined benefit plans	<b>7.1</b>	0.2	3,450%	<b>11.3</b>	0.2	5,550%
	<b>22.4</b>	9.4	138%	<b>26.6</b>	11.2	138%
Other comprehensive (loss)/income	<b>(56.6)</b>	16.0	(454%)	<b>(204.6)</b>	(50.9)	(302%)

<b>Total comprehensive income</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Group net income	<b>38.7</b>	79.0	(51%)	<b>137.3</b>	140.1	(2%)
Other comprehensive (loss)/gain	<b>(56.6)</b>	16.0	(454%)	<b>(204.6)</b>	(50.9)	(302%)
Total comprehensive (loss)/income for the period	<b>(17.9)</b>	95.0	(119%)	<b>(67.3)</b>	89.2	(175%)
<b>Total comprehensive (loss)/income attributable to:</b>						
Common shareholders	<b>(30.0)</b>	50.7	(159%)	<b>(72.9)</b>	65.7	(211%)
Participating policyholders	<b>0.4</b>	(0.1)	500%	<b>(0.8)</b>	(0.4)	(100%)
Non-controlling interests	<b>11.7</b>	44.4	(74%)	<b>6.4</b>	23.9	(73%)
	<b>(17.9)</b>	95.0	(119%)	<b>(67.3)</b>	89.2	(175%)

Items recorded within other comprehensive income arise generally from fair value changes of certain asset classes, from the related movements in actuarial liabilities and from the retranslation of foreign currency operations.

**Quarterly (three-month period) results**

During the three-month period ended September 30, 2022, the Group reported net losses on financial assets totalling US \$150.3 million compared to losses of US \$18.1 million for the same period in the prior year and was impacted by mark-to-market declines on financial assets due mainly to rising interest rates. These losses were offset by gains in the net change in actuarial liabilities reserve of US \$77.8 million (Quarter 3, 2021 – gains totalling US \$13.4 million). Other comprehensive income for the period also included retranslation losses of US \$6.6 million, largely related to the impact of the depreciation of the Jamaican dollar against the United States dollar during the quarter. During the third quarter of 2021, the Group recorded gains of US \$20.4 million associated with the translation of foreign currency operations for the period ended September 30, 2021.

**Year-to-date (nine-month period) results**

During the nine-month period ended September 30, 2022, the Group reported a net loss on financial assets totalling US \$529.9 million compared to a loss of US \$23.6 million for the same period in the prior year and was impacted by mark-to-market declines on financial assets due mainly to rising interest rates. This loss was offset by a gain in the net change in actuarial liabilities reserve of US \$294.8 million (nine-month period ended September 30, 2021 – gain of US \$5.2 million). Other comprehensive income for the period also included a retranslation gain of US \$7.6 million, largely related to the impact of the appreciation of the Jamaican dollar against the United States dollar. The Group recorded a loss of US \$34.8 million associated with the translation of foreign currency operations for the corresponding period ended September 30, 2021. This translation loss included the impact of a gain of US \$17.8 million related to our investment in Playa Hotels and Resorts N.V which was recycled to the income statement on disposal.

## 5. RESULTS BY SEGMENT

Sagikor operates its business primarily through three reporting operating segments. These segments are: Sagikor Life, Sagikor Jamaica and Sagikor Life USA. A summary analysis of revenue and net income by operating segment are presented on a three-month and nine-month period basis for 2022 and 2021 as follows:

### Third Quarter (three-month period) – September 30

(in millions of US \$)	Sagikor Life		Sagikor Jamaica		Sagikor Life USA		Head office & other		Adjustments		Total	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
Revenue	122.6	121.9	168.4	174.4	356.7	465.5	16.2	48.3	(7.8)	(28.2)	656.1	781.9
Benefits and expenses	(122.8)	(113.2)	(137.5)	(106.1)	(301.6)	(436.3)	(40.8)	(35.8)	8.2	9.4	(594.5)	(682.0)
Gain arising on business combinations, acquisitions and	-	-	1.7	-	-	-	-	-	-	-	1.7	-
Share of operating income of associates and joint ventures	1.1	0.7	-	1.4	-	-	-	-	-	-	1.1	2.1
Segment income/(loss) before tax	0.9	9.4	32.6	69.7	55.1	29.2	(24.6)	12.5	0.4	(18.8)	64.4	102.0
Income taxes	(6.1)	(2.4)	(6.5)	(14.1)	(13.1)	(6.1)	-	(0.4)	-	-	(25.7)	(23.0)
Segment net (loss)/income	(5.2)	7.0	26.1	55.6	42.0	23.1	(24.6)	12.1	0.4	(18.8)	38.7	79.0
Net (loss)/ income attributable to shareholders	(5.1)	7.0	12.6	27.1	42.0	23.1	(24.5)	12.1	0.4	(18.9)	25.4	50.4

### Year-to-date Quarter (nine-month period) – September 30

(in millions of US \$)	Sagikor Life		Sagikor Jamaica		Sagikor Life USA		Head office & other		Adjustments		Total	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
Revenue	377.0	374.5	490.2	516.3	1,136.5	782.7	44.3	102.1	(39.0)	(46.0)	2,009.0	1,729.6
Benefits and expenses	(356.3)	(349.6)	(402.0)	(398.6)	(952.5)	(731.8)	(114.3)	(108.9)	25.5	26.8	(1,799.6)	(1,562.1)
Gain/(loss) arising on business combinations, acquisitions and divestitures	-	-	1.7	(1.5)	-	-	-	12.3	-	-	1.7	10.8
Share of operating income of associates and joint ventures	3.0	3.2	2.3	4.7	-	-	-	-	-	-	5.3	7.9
Segment income/(loss) before	23.7	28.1	92.2	120.9	184.0	50.9	(70.0)	5.5	(13.5)	(19.2)	216.4	186.2
Income taxes	(10.4)	(6.0)	(23.8)	(27.8)	(44.0)	(10.7)	(0.9)	(1.6)	-	-	(79.1)	(46.1)
Segment net income/(loss)	13.3	22.1	68.4	93.1	140.0	40.2	(70.9)	3.9	(13.5)	(19.2)	137.3	140.1
Net income/(loss) attributable to shareholders	13.7	22.1	32.8	44.0	140.0	40.2	(70.5)	4.1	(13.5)	(19.2)	102.5	91.2

The performance of these reporting segments for the three-month and nine-month periods ended September 30, 2022 compared to the same periods in 2021, is discussed in the following sections.



## A. Sagicor Life

The Sagicor Life segment conducts life, health insurance, property & casualty insurance, pensions, annuities, and asset management services in Barbados, Trinidad and Tobago, Eastern Caribbean, Dutch Caribbean, the Bahamas and Central America. Sagicor Life has a diversified customer base providing financial solutions to both individuals and corporations, mainly through a captive distribution network and local brokers. Sagicor Life's strong corporate image, people, financial strength, and diverse insurance solutions have contributed to Sagicor Life's leading position in the insurance market in the Caribbean.

	Three months ended September 30			Nine months ended September 30		
(in millions of US \$)	2022	2021	Change	2022	2021	Change
Net premium revenue	92.3	91.7	1%	282.8	275.9	3%
Gains on derecognition of amortised cost assets	-	0.9	(100%)	0.5	0.9	(44%)
Gains on derecognition of assets carried at FVOCI	-	0.1	(100%)	0.2	1.8	(89%)
Interest income earned from financial assets measured at amortised costs and FVOCI	22.4	20.4	10%	65.3	61.4	6%
Other investment income	1.9	2.0	(5%)	5.5	9.2	(40%)
Credit impairment (losses)/gains	-	(1.5)	100%	1.2	-	-
Fees and other revenue	1.0	2.0	(50%)	4.2	6.4	(34%)
Inter-segment revenues	5.0	6.3	(21%)	17.3	18.9	(8%)
<b>Total revenue, net</b>	<b>122.6</b>	<b>121.9</b>	<b>1%</b>	<b>377.0</b>	<b>374.5</b>	<b>1%</b>
Benefits	(89.0)	(81.7)	(9%)	(258.4)	(252.4)	(2%)
Expenses and taxes	(31.2)	(29.1)	(7%)	(92.9)	(86.4)	(8%)
Depreciation and amortisation	(1.8)	(1.8)	-	(5.2)	(6.0)	13%
Inter-segment expenses	(0.8)	(0.6)	(33%)	0.2	(4.8)	104%
Share of operating income of associates and joint ventures	1.1	0.7	57%	3.0	3.2	(6%)
Segment income before taxes	0.9	9.4	(90%)	23.7	28.1	(16%)
Income taxes	(6.1)	(2.4)	(154%)	(10.4)	(6.0)	(73%)
Net segment (loss)/income	(5.2)	7.0	(174%)	13.3	22.1	(40%)
(Loss)/Income attributable to shareholders	(5.1)	7.0	(173%)	13.7	22.1	(38%)
Return on Investments (annualised) <sup>6</sup>	6.0%	5.7%	0.3 pts	5.9%	6.1%	(0.2 pts)
Return on Equity (annualised) <sup>6</sup>	(3.2%)	4.6%	(7.8 pts)	2.8%	5.0%	(2.2 pts)
Return on Shareholder's Equity (annualised) <sup>6</sup>	(3.2%)	4.6%	(7.8 pts)	2.9%	5.0%	(2.1 pts)

### Quarterly (three-month period) results

The Sagicor Life segment generated net loss attributable to shareholders of US \$5.1 million for the three-month period ended September 30, 2022, compared to net income of US \$7.0 million in the prior year. While revenue has remained stable, benefits and income taxes increased over the prior period. Benefits increased by US \$7.3 million and include an update of actuarial assumptions during the quarter, the impact of which was an increase in the actuarial reserves of US \$2.4 million. Additionally, the Government of Barbados introduced a Pandemic Levy on income generated in 2020 and 2021 amounting to US \$3.9 million. The segment continues to operate in a challenging economic environment as jurisdictions recover from the effects of the COVID-19 pandemic.

The Sagicor Life segment generated total revenue of US \$122.6 million for the three-month period, which was on par with that reported for the third quarter of 2021. Net premium revenue grew marginally by 1%, with growth observed in the life and health business being partially negated by the decline observed in the annuity business. Net investment income totalled US \$24.3 million, growing US \$1.8 million, period on period, mainly due to increased interest income.

<sup>6</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

Benefits incurred for the Sagicor Life segment totalled US \$89.0 million for the three-month period ended September 30, 2022, compared to benefits incurred of US \$81.7 million reported for the corresponding period in 2021.

<b>Benefits</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Life and annuity						
Policy benefits	<b>56.1</b>	47.1	(19%)	<b>154.0</b>	145.4	(6%)
Net change in actuarial liabilities	<b>11.7</b>	13.9	16%	<b>41.6</b>	49.1	15%
Total life and annuity	<b>67.8</b>	61.0	(11%)	<b>195.6</b>	194.5	(1%)
Health	<b>18.0</b>	16.9	(7%)	<b>52.4</b>	46.2	(13%)
<b>Net insurance benefits</b>	<b>85.8</b>	77.9	(10%)	<b>248.0</b>	240.7	(3%)
Interest cost	<b>3.2</b>	3.8	16%	<b>10.4</b>	11.7	11%
<b>Total benefits</b>	<b>89.0</b>	81.7	(9%)	<b>258.4</b>	252.4	(2%)

Life and annuity benefits totalled US \$67.8 million for the three-month period ended September 30, 2022 (September quarter 2021 – US \$61.0 million). Life and annuity policy benefits (surrenders, deaths, etc.) closed at US \$56.1 million for the three-month period ended September 30, 2022, an increase of US \$9.0 million, period on period due to a higher mortality experience for the current period, coupled with higher surrenders and withdrawals. The net change in actuarial liabilities was US \$11.7 million for the three-month period ended September 30, 2022 (September quarter 2021 – US \$13.9 million), closing US \$2.2 million below that reported for the same period in 2021 and includes an update of actuarial assumptions during the quarter, the impact of which was an increase in the actuarial reserves of US \$2.4 million. Net health benefits closed at US \$18.0 million, US \$1.1 million above that reported for the same period in 2021, due to portfolio growth, inflation, together with an increase in the use of health services period on period, as 2021 was impacted by disruptions associated with the COVID-19 pandemic. Interest expense was marginally below that reported for the prior period, closing at US \$3.2 million for the current period.

Total expenses and taxes for the Sagicor Life segment totalled US \$39.9 million for the three-month period ended September 30, 2022, US \$6.1 million above the US \$33.8 million reported for the same period in 2021. Total expenses closed at US \$33.8 million, slightly higher than that reported for the September quarter 2021 (US \$31.4 million).

#### **Year-to-date (nine-month period) results**

The Sagicor Life segment, for the nine-month period ended September 30, 2022, generated net income attributable to shareholders of US \$13.7 million, down 38% (US \$8.4 million) from the US \$22.1 million reported for the nine-month period ended September 30, 2021. While revenue has remained stable, benefits and income taxes have increased over the prior period. Benefits increased by US \$6.0 million and include an update of actuarial assumptions during the quarter, the impact of which was an increase in the actuarial reserves of US \$2.4 million. Additionally, the Government of Barbados introduced a Pandemic Levy on income generated in 2020 and 2021 amounting to US \$3.9 million.

The segment generated total revenue of US \$377.0 million for the nine-month period, which was US \$2.5 million above the US \$374.5 million reported for the corresponding period in 2021. Net premium revenue totalled US \$282.8 million, closing US \$6.9 million above that reported for the same period in 2021, with growth observed in the net life and health insurance business lines while annuity contributions declined as a result of lower single premium annuity new business.

Net investment income remained flat, period on period, with the impact of increased interest income being partially reduced by realised and unrealised losses on financial assets carried at FVTPL.

Benefits incurred for the Sagicor Life segment totalled US \$258.4 million for the nine-month period ended September 30, 2022, compared to benefits incurred of US \$252.4 million reported for the corresponding period in 2021. Life and annuity benefits totalled US \$195.6 million for the nine-month period ended September 30, 2022 (nine-month period September 30, 2021 – US \$194.5 million), and includes life and annuity policy benefits (surrenders, deaths, etc.) of US \$154.0 million, which was above that reported for the same period in 2021. The increase was driven by a higher level of mortality, withdrawal and surrender claims. The net change in actuarial liabilities was US \$41.6 million for the nine-month period ended September 30, 2022 (nine-month period September 30, 2021 – US \$49.1 million), a decline of US \$7.5 million. The lower change in actuarial liabilities is a function of the higher benefits incurred and lower single premium annuity new business of \$5.9 million in the current period, partially offset by an increase of US \$2.4 million associated with an update of actuarial assumptions during the quarter.

Health benefits totalled US \$52.4 million for the period under review, US \$6.2 million above the US \$46.2 million reported for the same period in 2021. The increase in health claims was due to portfolio growth, inflation together with

an increase in the use of health services period on period, as 2021 was impacted by disruptions associated with the COVID-19 pandemic.

Interest expense decreased marginally by US \$1.3 million resulting from lower unrealised gains on FVTPL assets accruing to policyholders.

Total expenses and taxes for the Sagicor Life segment totalled US \$108.3 million for the nine-month period ended September 30, 2022, US \$5.1 million above the US \$103.2 million reported for the same period in 2021. Total expenses increased by US \$0.7 million to close at US \$97.9 million, compared to the US \$97.2 million reported for the same period in 2021, with the impact of higher administrative expenses being reduced by lower inter-segment expenses. Income taxes increased by US \$4.4 million, year on year to close at US \$10.4 million for the current year due to the Government of Barbados introducing a Pandemic Levy on income generated in 2020 and 2021 amounting to \$3.9 million.

Statement of Financial Position	As of		
	September 30, 2022	December 31, 2021	Change
<i>(in millions of US \$)</i>			
Financial investments	1,662.9	1,623.5	2%
Other assets	329.6	348.8	(6%)
Inter-segment assets	425.6	416.8	2%
Total assets	2,418.1	2,389.1	1%
Policy liabilities	1,603.2	1,560.6	3%
Other liabilities	92.4	84.6	9%
Inter-segment liabilities	84.4	115.8	(27%)
Total liabilities	1,780.0	1,761.0	1%
Net assets	638.1	628.1	2%

Financial investments totalled US \$1,662.9 million (December 31, 2021 - US \$1,623.5 million) and comprised 69% (December 31, 2021 - 68%) of the segment's total assets, and policy liabilities totalled US \$1,603.2 million (December 31, 2021 - US \$1,560.6 million) and comprised 90% (December 31, 2021 - 89%) of the segment's total liabilities at the end of September 2022. Overall, net assets increased by 2% or US \$10.0 million due to retention of segment earnings, decrease in asset held at FVOCI, and capital injected into the segment of US \$12.0 million during the nine-month period.

### **New initiatives and developments**

All territories continued to operate in a challenging economic environment as jurisdictions begin to recover from the effects of the pandemic. The digitalization of Sagicor Life continues and during Q2 we introduced our eLife Direct to Consumer (D2C) platform. This is the first of its kind D2C offering in the region, which allows a client to purchase life insurance online and have a policy contract ready for delivery within 48 hours of application. As we continue to lead our industry in digital engagement, we will continue to add additional solutions to our eLife platform.

We remain focused on improving the ability of clients to interact with the organization more easily and efficiently and continue to be guided by our vision and remain committed to supporting the communities in which we operate as they continue to navigate the challenging economic environment.

## B. Sagicor Jamaica

The Sagicor Jamaica segment offers life, health, annuity, property and casualty insurance, pension administration services, commercial banking, investment banking, hospitality and real estate investment services in the markets of Jamaica, Cayman Islands, and Costa Rica. Sagicor Jamaica's strong brand, together with its wide range of products and highly skilled work force, has allowed it to maintain a leading position in market segments in which it operates. Its commercial banking services are offered through a network of fifteen (15) branches.

	Three months ended September 30			Nine months ended September 30		
(in millions of US \$)	2022	2021	Change	2022	2021	Change
Net premium revenue	96.0	84.5	14%	268.7	256.6	5%
Gains on derecognition of amortised cost investments	0.7	5.1	(86%)	2.3	10.7	(79%)
Gains on derecognition of assets carried at FVOCI	1.0	5.7	(82%)	2.7	12.9	(79%)
Interest income earned from financial assets measured at amortised costs and FVOCI	44.0	40.0	10%	127.1	117.0	9%
Other investment income /(expenses)	(11.3)	1.0	(1,230%)	(24.1)	16.5	(246%)
Credit impairment (losses)/gains	(1.5)	0.2	(850%)	(2.9)	(1.3)	(123%)
Fees and other revenue	39.5	37.9	4%	116.4	103.9	12%
<b>Total revenue, net</b>	<b>168.4</b>	<b>174.4</b>	<b>(3%)</b>	<b>490.2</b>	<b>516.3</b>	<b>(5%)</b>
Benefits	(69.8)	(43.0)	(62%)	(187.5)	(206.2)	9%
Expenses and taxes	(63.0)	(58.1)	(8%)	(200.1)	(177.4)	(13%)
Depreciation, amortisation and impairments	(4.4)	(4.5)	2%	(13.5)	(13.6)	1%
Inter-segment expenses	(0.3)	(0.5)	40%	(0.9)	(1.4)	36%
Loss arising on business combination, acquisitions and divestitures	1.7	-	-	1.7	(1.5)	213%
Share of operating income from associates and joint ventures	-	1.4	(100%)	2.3	4.7	(51%)
Segment income before taxes	32.6	69.7	(53%)	92.2	120.9	(24%)
Income taxes	(6.5)	(14.1)	54%	(23.8)	(27.8)	14%
Net segment income	26.1	55.6	(53%)	68.4	93.1	(27%)
Income attributable to shareholders	12.6	27.1	(54%)	32.8	44.0	(25%)
Return on Investments (annualised) <sup>7</sup>	4.9%	5.9%	(1.0 pts)	5.1%	6.6%	(1.5 pts)
Return on Total Equity (annualised) <sup>7</sup>	13.2%	25.4%	(12.2 pts)	11.4%	14.0%	(2.6 pts)
Return on Shareholder's Equity <sup>7</sup>	13.6%	29.1%	(15.5 pts)	11.8%	15.5%	(3.7 pts)

### Quarterly (three-month period) results

The Sagicor Jamaica segment reported net income of US \$26.1 million for the three-month period ended September 30, 2022, compared to US \$55.6 million in the prior year, a decline of US \$29.5 million, period on period.

Net income attributable to shareholders was US \$12.6 million for the three-month period ended September 30, 2022, compared to US \$27.1 million for the corresponding period in 2021.

Net income and net income attributable to shareholders were adversely impacted by mark-to-market declines on financial assets designated as FVTPL and higher life benefits, which contributed to the overall lower performance than the corresponding period in 2021.

The segment generated total revenue of US \$168.4 million for the third quarter of 2022, compared to US \$174.4 million for the same period in the prior year, representing a decrease of US \$6.0 million or 3%. The decline in total revenue was fuelled primarily by unrealised losses on financial assets carried at FVTPL.

<sup>7</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

Net premium revenue increased by US \$11.5 million to close at US \$96.0 million, with growth observed across all lines except from the property and casualty insurance business which reported a slight decline compared to the prior year.

Interest income was US \$44.0 million for the period under review compared to US \$40.0 million in the corresponding prior period. Other investment income which includes investment gains and losses was a loss of US \$11.3 million, for the period under review, compared to a gain of US \$1.0 million for the same period in the prior year. Unrealised losses associated with mark-to-market movements on financial assets carried at FVTPL totalled US \$12.9 million for the period under review and were higher than the loss of US \$1.0 million reported in the corresponding period in the prior year. These declines were due mainly to rising interest rates.

Credit impairment losses for the period ended September 30, 2022 totalled \$1.5 million, compared to a reversal of impairment losses of US \$0.2 million for the corresponding period in the prior year.

Fees and other revenue closed at US \$39.5 million for the third quarter of 2022, compared to US \$37.9 million for the same period of 2021, an increase of US \$1.6 million or 4%.

Benefits totalled US \$69.8 million compared to US \$43.0 million reported for the same period in 2021, an increase of US \$26.8 million.

<b>Benefits</b> <i>(in millions of US \$)</i>	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Life and annuity						
Policy benefits	<b>41.9</b>	38.0	(10%)	<b>118.7</b>	109.7	(8%)
Net change in actuarial liabilities	<b>(6.1)</b>	(25.3)	(76%)	<b>(23.4)</b>	13.4	275%
Total life and annuity	<b>35.8</b>	12.7	(182%)	<b>95.3</b>	123.1	23%
Health	<b>21.2</b>	20.2	(5%)	<b>58.9</b>	55.5	(6%)
Property and casualty	<b>2.7</b>	3.1	13%	<b>7.0</b>	7.1	1%
<b>Net insurance benefits</b>	<b>59.7</b>	36.0	(66%)	<b>161.2</b>	185.7	13%
Interest cost	<b>10.1</b>	7.0	(44%)	<b>26.3</b>	20.5	(28%)
<b>Total benefits</b>	<b>69.8</b>	43.0	(62%)	<b>187.5</b>	206.2	9%

Life and annuity policy benefits (surrenders, deaths, lapses, etc.) totaled US \$41.9 million for the three-month period ended September 30, 2022, an increase of US \$3.9 million over that reported for the same period in 2021 and reflected higher life benefits due to an increase in death benefits. The net change in actuarial liabilities was a release of US \$6.1 million for the three-month period ended September 30, 2022, compared to a release of US \$25.3 million in 2021, an increase of US \$19.2 million and was primarily the result of increasing interest rates in the Jamaican market. Health benefits for the September 2022 quarter, increased marginally over that reported for the September 2021 quarter. Interest costs for period under review increased by US \$3.1 million, period on period, and reflecting local interest rate increases.

Expenses and taxes incurred (including segment expenses and income taxes) decreased by US \$3.0 million, to close at US \$74.2 million (September quarter 2021 – US \$77.2 million). Other operating expenses were higher than the comparative period due to the rise in service fees related to Information Technology platforms supporting certain services. Income taxes decreased by US \$7.6 million to close at US \$6.5 million, due to lower performance when compared to the prior year.

Earnings from other sources was a gain of US \$1.7 million for the three-month period ended September 30, 2022, compared to a gain of US \$1.4 million for the same period in 2021. The results for the September 2022 quarter include a gain of US \$1.7 million relating to the sale of Sagicor Real Estate X Fund, while the segment's share of operating income from its Joint Venture in Costa Rica was nil (September quarter 2021 – US \$1.4 million).

#### **Year-to-date (nine-month period) results**

The Sagicor Jamaica segment reported net income of US \$68.4 million for the nine-month period ended September 30, 2022, compared to US \$93.1 million in the prior year, a decline of US \$24.7 million (27%).

Net income attributable to shareholders was US \$32.8 million for the nine-month period ended September 30, 2022, compared to US \$44.0 million for the corresponding period in 2021.

Net income and net income attributable to shareholders were adversely impacted by mark-to-market declines on financial assets designated as FVTPL and higher life and health benefits, factors which contributed to the overall lower than prior year performance.

The segment generated total revenue of US \$490.2 million for the nine-month period ended September 30, 2022, compared to US \$516.3 million for the same period in the prior year, representing a decrease of US \$26.1 million or 5%. The decline in total revenue, period on period, was mainly driven by realised and unrealised losses on financial assets carried at FVTPL.

Net premium revenue was US \$12.1 million higher than that reported in the prior year, closing at US \$268.7 million. The growth in net premium revenue reported for the life, health and property and casualty insurance businesses offset the decline observed on the annuity businesses.

Interest income was US \$127.1 million for the period under review compared to US \$117.0 million in the corresponding prior period. Other investment income which includes investment gains and losses was a loss of US \$24.1 million, for the period under review, compared to a gain of US \$16.5 million for the same period in the prior year. Unrealised losses associated with mark-to-market movements on financial assets carried at FVTPL totalled US \$30.5 million for the period under review, generating earnings lower than the unrealised gains of US \$11.8 million reported in the corresponding period in the prior year, and were due mainly to increasing interest rates.

Credit impairment losses for the period under review totalled US \$2.9 million, which was slightly above that reported for the corresponding period in 2021.

Fees and other revenue closed at US \$116.4 million for the period ended September 30, 2022, compared to US \$103.9 million for the same period of 2021, an increase of US \$12.5 million or 12%. During the 2022 period, the segment benefited from higher hotel revenues (US \$10.0 million) as worldwide travel continued to increase following the lifting of travel restrictions associated with the COVID-19 pandemic experienced in 2021. The segment also benefitted from increased fee income on its banking business as economic activity in Jamaica continue to improve.

Benefits totalled US \$187.5 million compared to US \$206.2 million reported for the same period in 2021, a decrease of US \$18.7 million. Life and annuity policy benefits (surrenders, deaths, lapses, etc.) totalled US \$118.7 million for the nine-month period ended September 30, 2022, an increase of US \$9.0 million over that reported for the same period in 2021 and reflected higher life benefits. The net change in actuarial liabilities was a release of US \$23.4 million for the nine-month period ended September 30, 2022, compared to an increase of US \$13.4 million in 2021, a decline of US \$36.8 million and was primarily the result of increasing interest rates in the Jamaican market. Health benefits for the period under review, increased by US \$3.4 million, period on period to close at US \$58.9 million as a result of an increase in medical inflation. Interest costs totalled US \$26.3 million for the period under review, an increase of US \$5.8 million (28%) over the September 2021 period due to local interest rate increases.

Expenses and taxes incurred (including segment expenses and income taxes) increased by US \$18.1 million, to close at US \$238.3 million (September 2021 – US \$220.2 million). Hotel expenses increased by US \$6.0 million, stemming from higher occupancy levels associated with increasing worldwide travel. Other operating expenses were higher than the comparative period due to the rise in service fees related to Information Technology platforms supporting certain services as well as higher staff related costs associated with inflation increases and incentive payments. Income taxes decreased by US \$4.0 million to close at US \$23.8 million, due to a lower performance compared to the prior year.

Earnings from other sources was a gain of US \$4.0 million for the nine-month period ended September 30, 2022, compared to a gain of US \$3.2 million for the same period in 2021. During 2022, the segment benefitted from a gain of US \$1.7 million relating to the sale of Sagicor Real Estate X Fund. During the corresponding period in 2021, the segment disposed of its 14.9% equity interest in Playa Hotels and Resorts which gave rise to a loss on the disposal of US \$1.5 million. The impact of this disposal was negated by our share of income earned on the joint venture in Costa Rica totaling US \$4.7 million. For the nine-month period ended September 30, 2022, the segment's share of income earned on the joint venture totaled US \$2.3 million, which was US \$2.4 million below that reported in the corresponding period in 2021.

Statement of Financial Position (in millions of US \$)	As of		
	September 30, 2022	December 31, 2021	Change
Financial investments	2,694.9	2,776.3	(3%)
Other assets	623.4	654.3	(5%)
Inter-segment assets	12.5	12.1	3%
Total assets	3,330.8	3,442.7	(3%)
Policy liabilities	804.5	830.2	(3%)
Other liabilities	1,765.5	1,695.9	4%
Inter-segment liabilities	2.4	1.8	33%
Total liabilities	2,572.4	2,527.9	2%
Net assets	758.4	914.8	(17%)

Overall net assets decreased by 17% (US \$156.4 million) moving from US \$914.8 million as at December 31, 2021 to US \$758.4 million at the end of September 2022. The impact of the positive operating results was negated by the impact of mark-to-market losses on FVOCI financial assets as well as dividends declared to shareholders. During the period the segment also disposed of its investment in Sagicor Real Estate X Fund which resulted in of the derecognition of net assets totalling US \$123.6 million.

### New initiatives and developments

Sagicor Jamaica, through its Foundation arm, provided support in cash and kind to several Summer Camps and back-to-school initiatives. Additionally, new scholarships were awarded to thirty tertiary students and twenty-three secondary students under our Scholarship awards program. In honor of Jamaica 60, the segment also provided sixty educational grants to tertiary students. Sagicor Jamaica completed renovations at two schools under its 2021/2022 Adopt-A-School Programme and at a local hospital during the period. Nominations for the Sagicor Foundation Biennial Community Heroes Awards were also launched in the quarter. Fourteen heroes will be selected from the nominations received from the public. Overall, the segment continued to strengthen its corporate social responsibility efforts as it remains committed to improving the lives of the people in the communities in which it serves.

At the end of the third quarter of 2022, Sagicor Jamaica completed the full disposal of shareholdings in Sagicor Real-estate X Fund. The sale netted total proceeds of US \$25.0 million.



### C. Sagicor Life USA

Sagicor USA, Inc. and its operating entity, Sagicor Life Insurance Company, (collectively, Sagicor USA) operate in 45 states and the District of Columbia. Sagicor USA is focused on providing life and annuity products to middle market America through independent producers.

Sagicor USA's current product offerings can be broadly placed in three categories:

- **Annuities** - Annuity offerings are single premium products, which include traditional deferred, multi-year guaranteed (MYGA) and immediate annuities. Sagicor Life Insurance Company's annuities allow customers to accumulate assets at fixed interest rates, with no negative market risk.
- **Periodic premium** - This includes products such as non-participating whole life and indexed universal life. Premiums can be paid on a monthly, quarterly, semi-annual, or annual basis, and products are differentiated based on protection and/or accumulation potential.
- **Single premium life** - This includes an indexed universal life product developed for a retiree demographic to transfer wealth and leave a legacy to the next generation, while having access to funds to assist with a chronic illness, if needed.

	Three months ended September 30			Nine months ended September 30		
(in millions of US \$)	2022	2021	Change	2022	2021	Change
Net premium revenue	329.4	437.6	(25%)	1,116.9	703.7	59%
(Losses)/gains on derecognition of assets carried at FVOCI	(1.1)	5.8	(119%)	1.7	(0.4)	525%
Interest income earned from financial assets measured at amortised cost and FVOCI	46.6	24.6	89%	109.8	65.6	67%
Other investment income/(expenses)	(19.8)	1.0	(2,080%)	(90.2)	19.3	(567%)
Credit impairment (losses)/gains	(0.2)	(0.5)	60%	(2.4)	2.3	(204%)
Fees and other revenue	1.8	(3.0)	160%	0.7	(7.8)	109%
<b>Total revenue, net</b>	<b>356.7</b>	<b>465.5</b>	<b>(23%)</b>	<b>1,136.5</b>	<b>782.7</b>	<b>45%</b>
Benefits	(273.0)	(405.6)	33%	(865.2)	(664.0)	(30%)
Expenses and taxes	(25.6)	(27.5)	7%	(75.8)	(61.4)	(23%)
Depreciation and amortisation	(0.9)	(1.1)	18%	(3.0)	(3.4)	12%
Inter-segment expenses	(2.1)	(2.1)	-	(8.5)	(3.0)	(183%)
Segment income before taxes	55.1	29.2	89%	184.0	50.9	261%
Income taxes	(13.1)	(6.1)	(115%)	(44.0)	(10.7)	(311%)
Net segment income	42.0	23.1	82%	140.0	40.2	248%
Income attributable to shareholders	42.0	23.1	82%	140.0	40.2	248%
Return on Investments (annualised) <sup>8</sup>	2.7%	3.4%	(0.7 pts)	0.7%	4.0%	(3.3 pts)
Return on Equity (annualised) <sup>8</sup>	29.2%	32.3%	(3.1 pts)	40.9%	20.0%	20.9 pts
Return on Shareholder's Equity (annualised) <sup>8</sup>	29.2%	32.3%	(3.1 pts)	40.9%	20.0%	20.9 pts

#### Quarterly (three-month period) results

The Sagicor Life USA segment experienced a strong performance and reported net income of US \$42.0 million, for the three-month period ended September 30, 2022 compared to US \$23.1 million reported for the same period in the prior year, a US \$18.9 million improvement period on period.

The segment generated revenue of US \$356.7 million for the three-month period ended September 30, 2022, compared to US \$465.5 million reported for the same period in 2021. Net premium revenue declined during the third quarter of 2022 to close at US \$329.4 million (Third quarter September 2021 – US \$437.6 million), a decrease attributed to unusually high sales in Q3 2021. Interest income increased by 89% year over year to close at US \$46.6 million,

<sup>8</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.



primarily due to growth of the investment portfolio resulting from strong sales performance reported in the last twelve months.

Other investment income showed a loss of US \$19.8 million, (Q3 2021 – gain of US \$1.0 million), a decrease of US \$20.8 million period on period, and was due to losses on financial assets carried at FVTPL totalling US \$26.7 million (Q3 2021 – loss of US \$2.2 million), consisting of: losses of US \$3.0 million on debt securities, losses of US \$18.8 million on equity securities, and losses of US \$4.9 million on derivative financial instruments.

The losses on debt securities and equity securities (which are predominantly preferred shares which have the characteristics of fixed income instruments) held at FVTPL are primarily due to rising interest rates. The losses on derivative financial instruments are due to declines in equity markets. Losses on the portion of debt, equity and derivative securities backing the actuarial liabilities are largely offset by the change in actuarial liabilities on the income statement.

Fees and other income increased by US \$4.8 million, to close at US \$1.8 million (September quarter 2021 – loss of US \$3.0), due to higher commission income on insurance and reinsurance contracts.

Benefits, which reflect net policy benefits (surrenders, deaths, lapses, etc.), interest expense and changes in actuarial liabilities, totalled US \$273.0 million compared to US \$405.6 million reported for the same period in 2021, a decrease of US \$132.6 million.

<b>Benefits</b> (in millions of US \$)	<b>Three months ended September 30</b>			<b>Nine months ended September 30</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
Life and annuity						
Policy benefits	<b>51.0</b>	49.3	(3%)	<b>142.4</b>	133.9	(6%)
Net change in actuarial liabilities	<b>219.7</b>	357.8	39%	<b>718.3</b>	532.8	(35%)
Total life and annuity	<b>270.7</b>	407.1	34%	<b>860.7</b>	666.7	(29%)
Interest cost	<b>2.3</b>	(1.5)	(253%)	<b>4.5</b>	(2.7)	(267%)
<b>Total benefits</b>	<b>273.0</b>	405.6	33%	<b>865.2</b>	664.0	(30%)

Life and annuity policy benefits totalled US \$51.0 million, compared to the US \$49.3 million reported for the same period in 2021. The segment reported a net change in actuarial liabilities of US \$219.7 million for the three-month period ended September 30, 2022, compared to US \$357.8 million, for the same quarter in 2021, a decrease of US \$138.1 million, and was driven by lower annuity business acquired during the quarter. The third quarter 2022 changes in actuarial liabilities were also negatively impacted by a strengthening of actuarial liabilities associated with the segment's forward-looking assumptions surrounding its policy liabilities in the amount of US \$2.9 million. Interest cost increased by US \$3.8 million to close at US \$2.3 million, due to short-term interest rates increasing.

Total expenses and taxes (including inter-segment expenses and income taxes) totalled US \$41.7 million compared to US \$36.8 million reported for the same period in 2021, an increase of US \$4.9 million, (driven by income tax). Total expenses for the period were down by US \$2.1 million when compared to the same period in 2021 and was mainly driven by lower sales commissions (US \$3.8 million), associated with the lower new business growth reported. Income taxes increased by US \$7.0 million, year over year, closing at US \$13.1 million for the third quarter of 2022. This increase was due to the significant improvement in the segment's performance compared to the prior period.

#### **Year-to-date (nine-month period) results**

The Sagicor Life USA segment experienced a strong performance for the period and reported net income of US \$140.0 million, for the nine-month period ended September 30, 2022 compared to US \$40.2 million reported in the prior year, for a significant period on period improvement.

The segment generated revenue of US \$1,136.5 million for the nine-month period ended September 30, 2022, compared to US \$782.7 million reported for the same period in 2021, and was fuelled by growth in premium revenue. Net Premium revenue grew by 59% during the nine-month period ended September 30, 2022 to close at US \$1,116.9 million (nine-month period ended September 2021 – US \$703.7 million), an increase of US \$413.2 million. This reflects our strategy of focusing on accumulation type products. Interest income increased by 67% year over year to close at US \$109.8 million, primarily due to the continued strong growth of the investment portfolio resulting from strong sales performance reported during the 2021 financial year.

Other investment income showed a loss of US \$90.2 million, (nine-month period ended September 2021 – a gain of US \$19.3 million), a decrease of US 109.5 million year over year, and was due to losses on financial assets carried at FVTPL totalling US \$110.1 million, compared to gains of US \$11.4 million, reported for the nine-month period ended September 30, 2021. The losses for 2022 consisted of: losses of US \$13.5 million on debt securities, losses of US \$69.2 million on equity securities, and losses of US \$27.4 million on derivative financial instruments.

As mentioned previously, the losses on debt securities and equity securities (which are predominantly preferred shares which have the characteristics of fixed income instruments) held at FVTPL are primarily due to rising interest rates. The losses on derivative financial instruments are due to declines in equity markets. Losses on the portion of debt, equity and derivative securities backing the actuarial liabilities are largely offset in the change in actuarial liabilities on the income statement.

Fees and other income increased by US \$8.5 million, to close at US \$0.7 million (nine-month period ended September 30, 2021 – loss of US \$7.8), due to higher commission income on insurance and reinsurance contracts.

Benefits, which reflect net policy benefits (surrenders, deaths, lapses, etc.), interest expense and changes in actuarial liabilities, totalled US \$865.2 million compared to US \$664.0 million reported for the same period in 2021, an increase of US \$201.2 million. Net life and annuity policy benefits totalled US \$142.4 million, compared to the US \$133.9 million reported for the same period in 2021, an increase of US \$8.5 million, primarily due to growth in annuity business income. The segment reported a net change in actuarial liabilities of US \$718.3 million for the nine-month period ended September 30, 2022, compared to US \$532.8 million, for the same quarter in 2021, an increase of US \$185.5 million, and was driven by the significant increase in new annuity business acquired during 2022 as well as a strengthening of actuarial liabilities associated with the segment's forward-looking assumptions surrounding its policy liabilities in the amount of US \$2.9 million. Interest cost increased by US \$7.2 million to close at US \$4.5 million, due to short-term interest rates increasing.

Total expenses and taxes (including inter-segment expenses and income taxes) totaled US \$131.3 million compared to US \$78.5 million reported for the same period in 2021, an increase of US \$52.8 million, (largely driven by commissions and income tax). Total expenses for the period were up by US \$19.5 million when compared to the same period in 2021 and was mainly driven by higher sales commissions (US \$10.2 million), associated with the new business growth reported, while other operating expenses increased due to higher inter-segment expenses. Income taxes increased by US \$33.3 million, year over year, closing at US \$44.0 million for the nine-month period ended September 30, 2022. This increase was due to the significant improvement in the segment's performance when compared to the prior period.

Statement of Financial Position (in millions of US \$)	As of		
	September 30, 2022	December 31, 2021	Change
Financial investments	4,112.5	3,569.3	15%
Other assets	609.6	664.9	(8%)
Inter-segment assets	42.0	50.1	(16%)
Total assets	4,764.1	4,284.3	11%
Policy liabilities	3,432.9	3,137.4	9%
Other liabilities	548.7	532.6	3%
Inter-segment liabilities	176.7	168.2	5%
Total liabilities	4,158.3	3,838.2	8%
Net assets	605.8	446.1	36%

Overall, the increase in net assets from December 31, 2021 to September 30, 2022 of US \$159.7 million (36%) was primarily the result of profitability for the period coupled with a capital injection of US \$135.8 million during 2022. The impact of net income and capital injection was partially offset by the impact of mark-to-market losses on FVOCI financial assets.

Consistent with prior reporting periods, Sagicor Life USA's financial position is dominated by the liabilities it recognizes on its in force life and annuity policy obligations; 83% of total liabilities as of September 30, 2022 (December 31, 2021 – 82%) and the financial investments that support those liabilities (86% of total assets as of September 30, 2022 and 83% of total assets as of December 31, 2021).

Policy liabilities and the supporting financial investments grew by 9% and 15%, respectively for the nine-month period, as the impact of new business partially offset the drop in market values of the financial investments due to slightly improving market yields.

### **New initiatives and developments**

Sagicor USA will continue its focus on providing accumulation and living benefit-focused products throughout a consumer's life cycle, while utilizing technology to create an ease of doing business for new and existing distribution partners. These include an emphasis on annuity and wealth transfer products that offer consumers a measure of certainty in an unsettling economic environment.

Sagicor USA will continue to optimize its investment portfolio, including expanding the breadth of asset classes utilized to increase risk-adjusted returns and improve the asset and liability matching of its insurance portfolio.

## **6. FINANCIAL POSITION**

### **A. Capital Adequacy**

	September 30, 2022	December 31, 2021
Sagicor Consolidated MCCR <sup>9</sup>	204%	269%
Sagicor Life Jamaica Limited MCCR <sup>9</sup>	185%	162%
Sagicor Investments capital base to risk weighted assets <sup>9</sup>	13%	18%
Sagicor Bank capital base to risk weighted assets <sup>9</sup>	13%	14%

### **Sagicor Consolidated Capital Adequacy**

Capital adequacy is managed at both the operating company level and at the Group level. It is calculated by the company's Appointed Actuary (AA) and reviewed by executive management, the audit committee and the board of directors of the company. In addition, the Group seeks to maintain internal capital adequacy at levels higher than the regulatory or internationally recognised requirements.

To assist in evaluating the current business and strategy opportunities, a risk-based capital approach is a core measure of financial performance. Some jurisdictions within our Group prescribe differing risk-based assessment measures for statutory purposes, and a number of jurisdictions in the Caribbean region have no internationally recognized capital adequacy requirements. Sagicor voluntarily adopted the Canadian Minimum Continuing Capital and Surplus Requirement ("MCCR") standard as its risk-based assessment measure to provide a consolidated view of capital adequacy. The MCCR was a standard used by Canadian regulators from 1992 until 2018, when it was superseded by the Life Insurance Capital Adequacy Test (LICAT). When it was in place, the minimum standard recommended by the Canadian regulators was an MCCR of 150.0%. Canadian practices for calculation of the MCCR evolved and changed from inception through its replacement. In jurisdictions where the MCCR is currently prescribed, such as Jamaica, the MCCR guidance is not consistent with the most recent Canadian MCCR guidelines or with current Canadian capital standards under LICAT. Sagicor has made certain interpretations in our calculation of the MCCR, in consultation with our appointed actuary, which we believe appropriately reflect the risk-based assessment of our capital position. As the MCCR is no longer prescribed by Canadian regulators and is interpreted in different ways by our local regulators, there can be no assurance that Sagicor's MCCR figures are comparable to current reporting by Canadian life insurers or that of Canadian life insurers at any single point in time since the implementation of the MCCR.

The consolidated MCCR for the life insurers of the Sagicor Group as of September 30, 2022 has been estimated as 204% (December 31, 2021 – 269%). The consolidated result should be regarded as applicable to the life insurers of

<sup>9</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

the Group and not necessarily applicable to each individual segment, insurance subsidiary or insurance subsidiary branch.

### **Sagicor Life Jamaica Limited**

Sagicor Life Jamaica is governed by the Jamaican MCCR regime (based on Canadian standards in effect in 2001), which requires an insurer to maintain a minimum ratio of 150%.

### **Sagicor Life Insurance Company (USA)**

A risk-based capital (RBC) formula and model have been adopted by the National Association of Insurance Commissioners (NAIC) of the United States. RBC is designed to assess minimum capital requirements and raise the level of protection that statutory surplus provides for policyholder obligations. The RBC formula for life insurance companies measures four major areas of risk: (i) underwriting, which encompasses the risk of adverse loss developments and property and casualty insurance product mix; (ii) declines in asset values arising from credit risk; (iii) declines in asset values arising from investment risks, including concentrations; and (iv) off-balance sheet risk arising from adverse experience from non-controlled assets such as reinsurance guarantees for affiliates or other contingent liabilities and reserve and premium growth. If an insurer's statutory surplus is lower than required by the RBC calculation, it will be subject to varying degrees of regulatory action, depending on the level of capital inadequacy.

The RBC methodology provides for four levels of regulatory action. The extent of regulatory intervention and action increases as the ratio of surplus to RBC falls. The least severe regulatory action is the "Company Action Level" (as defined by the NAIC) which requires an insurer to submit a plan of corrective actions to the regulator if surplus falls below 200% of the RBC amount. Sagicor Life USA has maintained all minimum regulatory capital level ratios as of September 30, 2022 and December 31, 2021, respectively.

### **Sagicor Investments Jamaica Limited and Sagicor Bank Jamaica Limited**

The capital adequacy and the use of regulatory capital are monitored monthly by management employing techniques based on the guidelines developed by the Financial Services Commission (FSC), the Bank of Jamaica (BOJ), Basel II and the Risk Management and Compliance Unit. The required information is filed with the respective regulatory authorities at stipulated intervals. The Bank of Jamaica and the FSC require each regulated entity to hold the minimum level of regulatory capital, and to maintain a minimum ratio of total regulatory capital to the risk-weighted assets.

The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of each asset and counterparty, taking into account, any eligible collateral or guarantees. A similar treatment is adopted for off financial statements exposure, with some adjustments to reflect the more contingent nature of the potential losses. The required capital base to risk weighted assets for both Sagicor Investments and Sagicor Bank is 10% and has been maintained as at September 30, 2022 and December 31, 2021.

## **B. Capital**

<i>(in millions of US \$)</i>	<b>September 30, 2022</b>	<b>December 31, 2021</b>	<b>Change</b>
<b>Total Capital<sup>10</sup></b>			
Shareholders' equity	<b>1,034.7</b>	1,134.0	(9%)
Non-controlling interest	<b>391.4</b>	531.7	(26%)
Notes and loans payable	<b>639.4</b>	683.4	(6%)
<b>Total capital<sup>10</sup></b>	<b>2,065.5</b>	2,349.1	(12%)

The Group deploys its capital resources through its operating activities. These operating activities are carried out by subsidiary companies which are either insurance entities or provide other financial services. The capital is deployed in such a manner as to ensure that subsidiaries have adequate and sufficient capital resources to carry out their activities and to meet regulatory requirements.

<sup>10</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

The Group's objectives are to (i) to comply with capital requirements established by insurance, banking and other financial intermediary regulatory authorities; (ii) to comply with internationally recognised capital requirements for insurance, where local regulations do not meet these international standards; (iii) to safeguard its ability as a going concern to continue to provide benefits and returns to policyholders, depositors, note-holders and shareholders; (iv) to provide adequate returns to shareholders; and (v) to maintain a strong capital base to support the future development of Group operations.

At September 30, 2022, the Company's capital<sup>10</sup> totalled US \$2,065.5 million, US \$283.6 million below the December 31, 2021 position (US \$2,349.1 million). The Company experienced a decrease in Shareholder's equity during the period, largely due mark-to-market declines on our FVOCI financial assets due to rising interest rates. Dividends declared to shareholders also impacted Shareholder's equity during the period. Notes and loans payable remained on par with that reported at December 31, 2021. Non-controlling interest at September 30, 2022 was US \$140.3 million below that reported at December 31, 2021. On June 13, 2022, a resolution was passed for the wind-up of Jamziv MoBay Jamaica Portfolio Limited ("Jamziv"), a subsidiary of Sagicor Real Estate X-Fund Limited in the Sagicor Jamaica segment. This resulted in the cancellation of a promissory note of US \$37.4 million, issued by holders of the non-controlling interest in Jamziv, and the removal of the non-controlling interest from the statement of financial position. During the third quarter of 2022, Sagicor Jamaica's investment in Sagicor Real Estate X Fund was disposed of, resulting in a further reduction in non-controlling interest. The two divestitures combined gave rise to an overall decline in non-controlling interest totaling US \$ 126.9 million. Non-controlling interest was also impacted by dividends declared of US \$20.8 million during the period under review.

### C. Financial Leverage

	September 30, 2022	December 31, 2021	Change
Debt / capital <sup>11</sup>	31.0%	29.1%	(1.9 pts)
Debt / equity <sup>11</sup>	44.8%	41.0%	(3.8 pts)

The Debt to Capital ratio<sup>11</sup> was 31.0% at September 30, 2022, compared to 29.1% as of December 31, 2021. As of September 30, 2022, Sagicor had a debt-to-equity ratio<sup>11</sup> of 44.8%, compared to 41.0% as of December 31, 2021, respectively.

### D. Ratings

Sagicor Financial Company Ltd, its principal operating subsidiaries, and its debt financing vehicle, have been rated by the rating agencies AM Best, Standard and Poor's, or Fitch. The ratings as of the date of issue of this Management Discussion and Analysis are as follows.

	AM Best Rating <sup>(a)</sup>	S&P Rating <sup>(b)</sup>	Fitch Rating <sup>(b)</sup>
<b>Sagicor Life Inc</b> Financial Strength Issuer Credit Rating	A- u (Excellent) a- u (Excellent)		
<b>Sagicor Life Jamaica Limited</b> Financial Strength Issuer Credit Rating	B++ u (Good) bbb+ u (Good)		
<b>Sagicor Life Insurance Company (USA)</b> Financial Strength Issuer Credit Rating	A- u (Excellent) a- u (Excellent)		
<b>Sagicor Financial Company Ltd</b> Issuer Credit Rating Senior Unsecured	bbb- u (Good) Bbb- u (Good)	BB+ (Positive) BB+ (Positive)	BB (RWP) <sup>(c)</sup> BB- (RWP) <sup>(c)</sup>
<b>Sagicor General Insurance Inc</b> Financial Strength Issuer Credit Rating	A- u (Excellent) a- u (Excellent)		
<b>Sagicor Reinsurance `Bermuda Ltd</b> Financial Strength Issuer Credit Rating	A- u (Excellent) a- u (Excellent)		

(a) Updated September 1, 2022; (b) Updated August 26, 2022; (c) RWP – Rating Watch Positive

Sagicor's credit ratings constitute the rating agencies' assessment of Sagicor's ability to meet its payment obligations as they become due. The credit ratings, which may be revised or withdrawn at any time, do not represent a recommendation to buy, sell or hold Sagicor's Common Shares. Each rating agency's credit rating should be evaluated independently of credit ratings issued by other rating agencies.

<sup>11</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

**E. Common Shares, Book Value and Market Capitalization**

	September 30, 2022	December 31, 2021	Change
Number of common shares outstanding (million)	142.9	143.2	-
Share price	US \$4.44	US \$4.91	(10%)
Market Capitalization (million) <sup>12</sup>	US \$634.1	US \$703.0	(10%)
Book value per common share <sup>12</sup>	US \$7.25	US \$7.92	(8%)

**Outstanding Common Shares**

The authorised share capital of the Company is US \$200,000,000 divided into 10,000,000,000 common shares of US \$0.01 each and 10,000,000,000 preference shares of US \$0.01 each.

The number of issued and outstanding common shares at September 30, 2022 was 142,811,034. During the nine-month period ended September 30, 2022, the Company repurchased 1,119,176 (nine-month period ended September 30, 2021 – 3,817,021) shares, at a total cost of US \$5.7 million (nine-month period ended September 30, 2021 - US \$19.1 million), which were subsequently cancelled. The cost of shares totaling US \$0.01 million (nine-month period ended September 30, 2021 - US \$0.04 million), which were repurchased at the period-end date but not cancelled, has been reflected in treasury shares.

**Securities convertible, exercisable or exchangeable into common shares**

The number of issued and outstanding options at September 30, 2022 was 1,042,532.

The number of issued and outstanding warrants at September 30, 2022 was 34,774,993.

**Dividends**

	September 30, 2022	September 30, 2021	Change
Dividends declared and paid during the period, per common share	US \$0.1688	US \$0.1688	-

The Group declared three dividends to common shareholders during the nine-month period ended September 30, 2022.

On March 18, 2022, the Board of Directors declared a dividend of US \$0.05625 per share, on issued and outstanding common shares held by registered holders on record at the close of business on April 4, 2022. This dividend was paid on April 25, 2022.

On May 12, 2022, the Board of Directors declared a dividend of US \$0.05625 per share, on issued and outstanding common shares held by registered holders on record at the close of business on May 25, 2022. This dividend was paid on June 15, 2022.

On August 11, 2022, the Board of Directors declared a dividend of US \$0.05625 per share, on issued and outstanding common September 14, 2022 held by registered holders on record at the close of business on August 24, 2022. This dividend was paid on June 15, 2022.

<sup>12</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

## F. Notes and Loans Payable

As of September 30, 2022, Sagicor had US \$639.4 million in notes and loans payable compared to US \$683.4 million as of December 31, 2021.

Summary details of carrying values and fair values of notes and loans payable as of September 30, 2022 and December 31, 2021, respectively are set out in the following table.

(in millions of US \$)	September 30, 2022		December 31, 2021	
	Carrying value	Fair value	Carrying value	Fair value
<b>Notes and loans payable</b>				
5.30% senior notes due 2028 <sup>(a)</sup>	543.3	536.3	532.2	570.3
5.50% unsecured bond due 2022 <sup>(b)</sup>	-	-	32.1	32.4
6.25% unsecured bond due 2022 <sup>(b)</sup>	-	-	25.1	28.7
5.75% unsecured bond due 2023 <sup>(b)</sup>	26.6	26.8		
6.50% unsecured bond due 2023 <sup>(b) &amp; (c)</sup>	19.8	21.6	-	-
6.75% notes due 2024	14.7	14.6	14.3	14.9
Bank loans & other funding instruments	35.0	35.0	33.7	33.7
Mortgage loans <sup>(d)</sup>	-	-	46.0	48.9
<b>Total</b>	<b>639.4</b>	<b>634.3</b>	<b>683.4</b>	<b>728.9</b>

### (a) Senior notes due 2028

On May 13, 2021, Sagicor Financial Company Ltd. issued US \$400 million of senior notes due 2028 (the "New Notes"). The New Notes are due May 13, 2028 and bear interest at an annual rate of 5.30%.

The Company used partial proceeds of the transaction to repurchase US \$318 million principal amount of 8.875% Senior Notes due 2022 (the "Notes") which were issued by its subsidiary, Sagicor Finance 2015 Limited. In May 2021, the Group made a cash tender offer for the Notes and cash tenders totalling US \$130 million were accepted. On August 11, 2021, the Company redeemed all of the remaining US \$188 million principal amount of the 2022 notes at an aggregate redemption price of US \$188 million.

On December 15, 2021, the Group issued an additional US \$150 million principal amount of the New Notes. These New Notes are also due May 13, 2028 and bear interest at an annual rate of 5.30%.

As at September 30, 2022, the Group had, in total, US \$550 million principal amount of the New Notes outstanding.

Pursuant to the terms of the New Notes, the Group may redeem the New Notes under the scenario as summarised below:

**Optional Redemption with an Applicable Premium** - At any time on or after May 13, 2024, the Group may redeem the New Notes in whole or in part at specified redemption prices, plus accrued and unpaid interest, if any, on the New Notes redeemed, to the applicable date of redemption.

The Group has estimated the fair value of the optional redemption embedded derivative at US \$8.5 million as at September 30, 2022 (US \$11.3 million as at December 31, 2021).

For more details on notes and loans payable, refer to note 9 of the Group's September 30, 2022 Interim financial statements.

(b) On April 27, 2022, these facilities were extended with bond issues in two Tranches, Tranche A up to J\$4,895,140,000 and Tranche B up to US \$26,400,000, carrying annual interest rates of 6.50% and 5.75% respectively. Interest is payable quarterly commencing July 27, 2022. The Tranches mature on May 26, 2023.



- (c) At September 30, 2022, Sagicor Investments Jamaica Limited held an investment of US \$12.5 million in Tranche A above (US \$12.5 million as at December 31, 2021).
- (d) During the quarter ended September 30, 2022, SGJ disposed of its subsidiary, Sagicor Real Estate X-Fund Limited. As a result, the mortgage loans payable to its subsidiaries, X Fund Properties LLC and X Fund Properties Limited, have been derecognised. See note 20 to the Group's September 2022 interim financial statements.

## G. Liquidity and Capital Resources

The following discussion is qualified by reference to the consolidated statement of cash flows and note 36 of the 2021 audited financial statements.

Liquidity sources immediately available to the Sagicor Group include: (i) existing cash and cash equivalents; (ii) the Group's portfolio of highly rated, highly liquid investments; (iii) cash flow from operating activities which include net premiums receipts, fee income and investment income; and (iv) borrowing facilities. These funds are used primarily to pay current benefits and operating expenses, service the Group's long-term debt, purchase investments to support future benefits and maturing obligations, and for distribution of dividends. Sagicor expects to have sufficient liquidity to fund its operations and to meet its current business plans. However, should the need arise, additional liquidity sources include further bank loans and new issuances of debt or shares in the private or public markets.

### Cash Flows

The following table summarise the Group's cash flows for the three-month and nine-month periods ended September 30, 2022 and September 30, 2021, respectively.

(in millions of US \$)	Three months ended September 30			Nine months ended September 30		
	2022	2021	Change	2022	2021	Change
Net cash flows:						
Operating activities	(128.3)	(141.3)	9%	(260.2)	(57.4)	(353%)
Investing activities	7.5	(4.1)	283%	(9.1)	39.7	(123%)
Financing activities	(10.6)	(210.5)	95%	(49.8)	10.7	(565%)
Effect of exchange rate changes	(0.6)	6.0	(110%)	(1.0)	(4.1)	76%
	(132.0)	(349.9)	62%	(320.1)	(11.1)	(2,784%)
Cash and cash equivalents:						
Beginning of period	648.7	886.0	(27%)	836.8	547.2	53%
End of period	516.7	536.1	(4%)	516.7	536.1	(4%)

### Third Quarter (three-month period) - Cash flows analysis

For the third quarter of 2022, Sagicor's net cash outflows associated with operating activities was US \$128.3 million compared to outflows of US \$141.3 million for the same period in 2021, the impact of lower purchases of financial assets particularly in our USA segment.

Sagicor's net cash inflows for investing activities was US \$7.5 million for the three-month period ended September 30, 2022, compared to outflows of US \$4.1 million for the same period in 2021, an increase in inflows of US \$11.6 million. During the September 2022 quarter the Sagicor Jamaica completed the disposal of its investment in Sagicor Real Estate X Fund for a consideration of US \$11.3 million (net of cash equivalents).

Sagicor's net cash outflows from financing activities totalled US \$10.6 million for the three-month period ended September 30, 2022, compared to outflows of US \$210.5 million for the same period in 2021, a decrease in outflows of US \$199.9 million. On May 13, 2021, the Company completed an offering of US \$400 million of 5.300% Senior Notes due May 13, 2028. On August 11, 2021, the Company used partial proceeds of the transaction to repurchase the remaining US \$188 million aggregate principal amount of its 8.875% Senior Notes due 2022 issued by its subsidiary Sagicor Finance (2015) Limited (the "2022 Notes").

For the three-month period ended September 30, 2022, the effect of exchange rate changes was a loss of US \$0.6 million compared to a gain of US \$6.0 million for the corresponding period in 2021.

Year-to-date (nine-month period) - Cash flows analysis

For the nine-month period ended September 30, 2022, Sagicor's net cash outflows associated with operating activities was US \$260.2 million compared to outflows of US \$57.4 million for the same period in 2021, the net impact of higher purchases of financial instruments being made in 2022, as the funds obtained from the significant annuity sales in our USA segment were invested in securities.

Sagicor's net cash outflows for investing activities was US \$9.1 million for the nine-month period ended September 30, 2022, compared to inflows of US \$39.7 million for the same period in 2021, a decrease in inflows of US \$48.8 million. On April 1, 2022, the Group finalized its purchase of 100% interest in Alliance Financial Services Limited. The purchase consideration includes an initial cash consideration of US \$5.2 million (net of cash and cash equivalents). During the current period the Group completed the disposal of its investment in Sagicor Real Estate X Fund Limited for a consideration of US \$11.3 million (net of cash and cash equivalents). In the prior year, the Group partially disposed of its investment in Playa. This transaction gave rise to net inflows to the Group of US \$55.2 million.

Sagicor's net cash outflows from financing activities totalled US \$49.8 million for the nine-month period ended September 30, 2022, compared to inflows of US \$10.7 million for the same period in 2021, a decrease in inflows of US \$60.5 million. On March 24, 2022, SGJ disposed of 191,913,423 shares of Sagicor Real Estate X-Fund Limited ("X-Fund Limited") representing 4.2% of SFCL's shareholding in the company, for proceeds of US \$10.3 million. During the prior year the Company issued 5.30% senior notes due 2028 in the amount of US \$400 million. The Company used partial proceeds of the transaction to repurchase the remaining US \$318 million aggregate principal amount of its 8.875% Senior Notes due 2022 issued by its subsidiary Sagicor Finance (2015) Limited (the "2022 Notes").

For the nine-month period ended September 30, 2022, the effect of exchange rate changes was a loss of US \$1.0 million compared to a loss of US \$4.1 million for the corresponding period in 2021.

## 7. FINANCIAL INVESTMENTS

As of September 30, 2022, the Sagicor Group held US \$8,746.6 million of diversified financial assets, compared to US \$8,498.1 million at December 31, 2021, an increase of US \$248.5 million. The Group recorded net investment income of US \$177.4 million for the nine-month period ended September 30, 2022, compared to US \$322.0 million for the same period in 2021. The annualized return on investments<sup>13</sup> was 2.8% compared to 5.7% for the same period in 2021. During the nine-month period ended September 30, 2022 the Group was impacted by mark-to-market declines on financial assets due mainly to rising interest rates. Since becoming a public company in 2002, Sagicor has had positive and stable investment portfolio performance. As at September 30, 2022, Sagicor held US \$6,480.6 million in debt securities and money market funds (74% of the total financial investments on hand). A summary of net investment income for the three-month and nine-month periods ended September 30, 2022 and 2021, is shown below.

<i>Investment Income Summary</i>	Three months ended September 30			Nine months ended September 30		
<i>(in millions of US \$, unless otherwise noted)</i>	2022	2021	Change	2022	2021	Change
Interest income (AC)	51.0	45.7	12%	148.1	138.3	7%
Interest income (FVOCI)	63.8	40.1	59%	160.5	108.1	48%
Income from FVTPL investments	(30.1)	16.7	(280%)	(133.3)	73.8	(281%)
Other investment income	1.8	1.9	(5%)	6.7	4.8	43%
Investment expenses	(2.0)	(1.2)	(67%)	(4.6)	(2.8)	(64%)
	84.5	103.2	(18%)	177.4	322.0	(45%)

Each principal operating entity within the Group has an investment policy that provides a framework of maximizing investment yield subject to the management of the Asset Liability Management (ALM) risks and the investment regulations of each country.

<sup>13</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

## A. Carrying Values

The table below shows the carrying value of Sagicor's investment portfolio as of September 30, 2022 and December 31, 2021.

(in millions of US \$, except percentages)	As of		As of	
	September 30, 2022		December 31, 2021	
	Carrying value	% of Total	Carrying value	% of Total
<b>Investments at FVOCI:</b>				
Debt securities and money market funds	4,698.3	54%	4,481.3	53%
Equity securities	0.4	-	0.5	-
	4,698.7	54%	4,481.8	53%
<b>Investments at FVTPL:</b>				
Debt securities	314.9	4%	283.6	3%
Equity securities <sup>(1)</sup>	789.8	9%	889.6	11%
Derivative financial instruments	5.1	-	26.2	-
Mortgage loans	23.8	-	24.4	-
	1,133.6	13%	1,223.8	14%
<b>Investments at amortised cost:</b>				
Debt securities	1,467.4	17%	1,399.7	17%
Mortgage loans	529.4	6%	425.5	5%
Policy loans	158.4	2%	153.9	2%
Finance loans	615.4	7%	533.5	6%
Securities purchased for re-sale	36.9	-	68.0	1%
Deposits	106.8	1%	211.9	2%
	2,914.3	33%	2,792.5	33%
<b>Total financial investments</b>	<b>8,746.6</b>	<b>100%</b>	<b>8,498.1</b>	<b>100%</b>

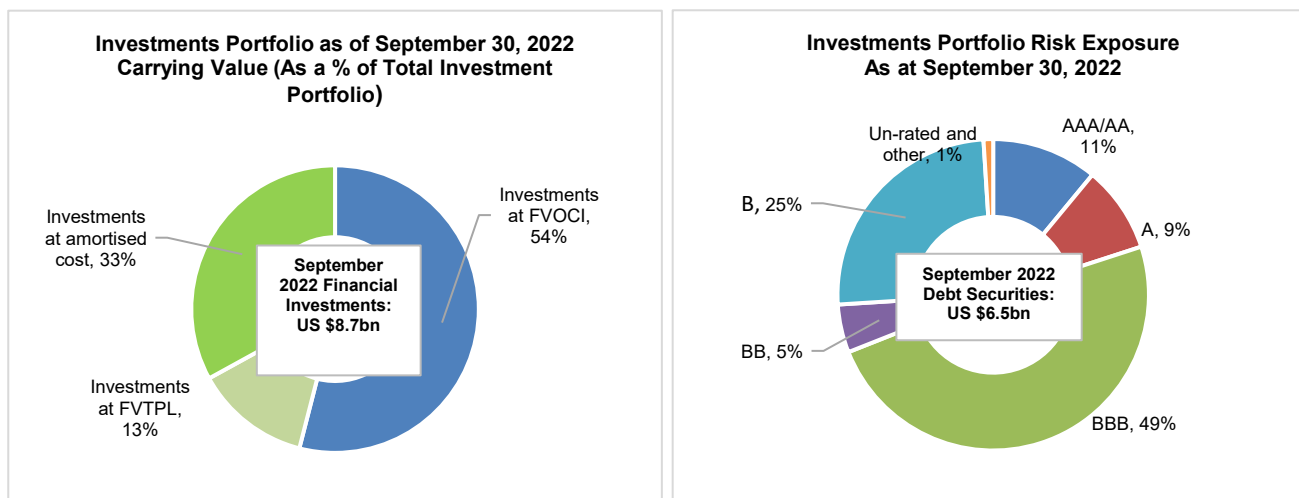
(1) Included in equity securities are exchange-traded funds of US \$349.1 million as at September 30, 2022 (US \$446.3 million as at December 31, 2021).

Our debt security portfolios constitute the major asset class of the Group and are reflected in the statement of financial position as follows:

(in millions of US \$)	As of		Change
	September 30, 2022	December 31, 2021	
<b>Debt securities and money market funds</b>			
Measured at fair value through other comprehensive income (FVOCI)	4,698.3	4,481.3	5%
Measured at amortised cost (AC)	1,467.4	1,399.7	5%
Measured at fair value through income (FVTPL)	314.9	283.6	11%
<b>Total</b>	<b>6,480.6</b>	<b>6,164.6</b>	<b>5%</b>
Represented by:			
Government and government-guaranteed debt securities	2,267.5	2,219.0	2%
Collateralised mortgage obligations	879.1	692.6	27%
Corporate debt securities	3,147.5	2,859.5	10%
Money market funds	112.6	264.0	(57%)
Other securities	73.9	129.5	(43%)
<b>Total</b>	<b>6,480.6</b>	<b>6,164.6</b>	<b>5%</b>

FVOCI debt securities are held to collect contractual cash flows and to sell periodically to collect gains. These securities primarily support our business in the USA and in Jamaica, where there is reasonable opportunity to realise investment gains. Amortised cost debt securities are held to collect contractual cash flows and are sold infrequently. These securities primarily support our business in the Southern and Eastern Caribbean. FVTPL debt securities are classified as such when the Group insurance or investment contract-holder is credited with the full return on the underlying asset.

Debt securities held for trading are also classified as FVTPL. The pie charts below represent a breakdown of the carrying value and risk exposure of Sagicor's consolidated investments portfolio as of September 30, 2022.



**B. NET INVESTMENT INCOME**

	Three months ended September 30			Nine months ended September 30		
(in millions of US \$)	2022	2021	Change	2022	2021	Change
<b>Investment income</b>						
Interest income (amortised cost assets):						
Debt securities	25.6	22.4	14%	75.2	69.6	8%
Mortgage loans	6.9	5.8	19%	19.2	17.8	8%
Policy loans	2.8	2.7	4%	8.6	8.1	6%
Finance loans	14.7	13.9	6%	42.0	41.1	2%
Securities purchased for resale	0.6	0.6	-	1.8	0.9	100%
Deposits, cash and other items	0.4	0.3	33%	1.3	0.8	63%
	51.0	45.7	12%	148.1	138.3	7%
Interest income (FVOCI assets):						
Debt securities and money market funds	63.8	40.1	59%	160.5	108.1	48%
<b>Interest income earned from financial assets measured at amortised cost and FVOCI</b>	<b>114.8</b>	<b>85.8</b>	<b>34%</b>	<b>308.6</b>	<b>246.4</b>	<b>25%</b>
<b>Fair value changes, dividend income and interest income (FVTPL assets):</b>						
Debt securities	(1.7)	6.7	(125%)	(13.1)	15.9	(182%)
Equity securities <sup>(a)</sup>	(29.3)	8.5	(445%)	(91.4)	41.7	(319%)
Mortgage loans	0.1	0.4	(75%)	1.5	1.3	15%
Derivative financial instruments	0.8	1.1	(27%)	(30.3)	14.9	(303%)
	(30.1)	16.7	(280%)	(133.3)	73.8	(281%)
Investment income:						
Other income on financial investments	0.3	0.1	200%	0.6	0.4	50%
Investment property rental income and fair value gains	1.3	1.4	(7%)	3.3	2.8	18%
Other investment income	0.2	0.4	(50%)	2.8	1.4	100%
	1.8	1.9	(5%)	6.7	4.6	46%
<b>Investment expenses:</b>						
Direct operating expenses of investment property that generated rental income	0.6	0.5	(20%)	1.5	1.4	(7%)
Other direct investment expenses	1.4	0.7	(100%)	3.1	1.4	(121%)
	2.0	1.2	(67%)	4.6	2.8	(64%)
<b>Other investment (loss)/ income</b>	<b>(30.3)</b>	<b>17.4</b>	<b>(274%)</b>	<b>(131.2)</b>	<b>75.6</b>	<b>(274%)</b>
<b>Net investment income</b>	<b>84.5</b>	<b>103.2</b>	<b>(18%)</b>	<b>177.4</b>	<b>322.0</b>	<b>(45%)</b>
<b>Return on Investments (annualised)<sup>14</sup></b>	<b>3.9%</b>	<b>5.2%</b>	<b>(1.3 pts)</b>	<b>2.8%</b>	<b>5.7%</b>	<b>(2.9 pts)</b>

(a) Included in fair value changes on equity securities is a loss of US \$33.3 million for the nine-month period ended September 30, 2022 (a gain of US \$24.2 million for the nine-month period ended September 30, 2021) on the interest held in Playa Hotel & Resorts N.V. ("Playa") as a FVTPL investment (see note 20 of the Group's interim financial statements).

<sup>14</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

### C. INSURANCE AND INVESTMENT CONTRACT LIABILITIES

The amount of liabilities held in respect of long-term or recurring insurance or investment contracts is a measure of the quantum of business held from such contracts. The liabilities of such contracts are summarised in the following table.

<i>(in millions of US \$)</i>	<b>September 30, 2022</b>	<b>December 31, 2021</b>	<b>Change</b>
<b>Principal insurance and investment contract liabilities</b>			
Actuarial liabilities	<b>5,093.8</b>	4,792.6	6%
Investment contract liabilities	<b>473.3</b>	468.1	1%
Customer deposits	<b>929.5</b>	881.4	5%
Securities sold for repurchase	<b>643.4</b>	598.3	8%
Other funding instruments	<b>533.6</b>	511.5	4%
Structured product contracts	<b>4.4</b>	4.3	2%
<b>Total</b>	<b>7,678.0</b>	7,256.2	6%

## 8. RISK MANAGEMENT

Sagicor is in the business of taking risks and must manage those risks effectively to generate profitable growth, safeguard its reputation and protect its solvency. In its management of risks, the Group seeks to optimize the relationship between risk and reward across the entire enterprise and to limit possible losses resulting from its risk exposure.

Enterprise Risk Management (ERM) at Sagicor has been ongoing for many years, having appointed its first Chief Risk Officer in 2005. For about a decade, a standardized risk taxonomy and dictionary has been utilized across the Group and group-wide exposures to key financial risks (credit, interest rate, liquidity and currency risks) have been aggregated and reported to the Board. Further, each of the Group's major operating segments has implemented ERM appropriate to the nature, scale and complexity of their operations. Sagicor continues to evolve its ERM especially as it relates to strategic and operational risks.

The Group defines risk as an event that causes a deviation from its strategic plan. Risk is also viewed holistically recognizing that one risk event may cause downside deviations in several business segments but also simultaneously causes upside deviations in one or more other business segments or may also be highly correlated with a second risk event. Lastly, the Group considers risks defined by source (e.g., data breach) as opposed to intermediate (e.g., reputation damage) or ultimate (e.g., lower earnings) outcomes. This not only provides the necessary specific context for risk assessment but also facilitates complete assessment of any and all downstream outcomes resulting from the risk.

Details of the Group's ERM Process, and Roles and Responsibilities are disclosed in the 2021 Annual Report. Updated disclosures of the risks associated with credit losses are included in note 12 to the September 30, 2022, interim financial statements.

## 9. ADDITIONAL INFORMATION

### A. Outlook

The Group's financial results in Q3 2022 continue to reflect an unusual macroeconomic environment. Asset price volatility driven by geopolitical instability, inflationary pressures and rising interest rates created mark-to-market losses on Sagicor's balance sheet. In addition, our Sagicor Life segment in particular continues to operate in a challenging economic environment as jurisdictions recover from the effects of the Covid-19 pandemic. On the other hand, the rising rate environment enabled Sagicor to continue to invest new policyholder funds at robust investment spreads. The effects of global inflation and economic slowdown may hamper economic growth in our core markets and may counteract an improving forward outlook for tourism. We anticipate resuming specific guidance with respect to earnings targets when the timing of economic recovery becomes more certain.

### B. Economic Environment

According to the International Monetary Fund's October 2022 release of its World Economic Outlook, global inflation is expected to peak in late 2022. Nevertheless, the Fund projects global inflation will remain elevated over the short term and decline to 4.1% by 2024. It maintained its global growth forecast for 2022 at 3.2% and 2.7% for 2023 as it anticipates more than one-third of the global economy to contract in 2022 or 2023 and growth in large economies to decelerate. The Bureau of Economic Analysis' advance estimate indicated economic activity in the USA expanded by an annual rate of 2.6% during the third quarter of 2022. In addition, the US Labor Department reported the unemployment rate stood at 3.5% as at September 30, 2022. During the third quarter of 2022, the Federal Open Market Committee (FOMC) announced two 75 basis points rate hikes in an effort to temper the current inflationary environment. At the end of the quarter the target range for the federal fund rates stood at 3.00% to 3.25%. As monetary authorities maintained their hawkish path, many market indexes ended the third quarter of 2022 below the lows registered in the second quarter.



The International Monetary Fund in its October 2022 release of the World Economic Outlook projects real GDP in the Eastern Caribbean Currency Union (ECCU) to grow by 7.2% in 2022 and 5.4% in 2023. The most recent data from the Central Bank of Barbados estimated Barbados' economy grew by 10.1% during the first nine months of 2022 and 9.8% during the third quarter of 2022. The Central Bank has credited this level of economic expansion to the performance of tourism related activity and its spillover effects into other sectors. The Central Bank highlighted, tourist arrivals at the end of September totalled approximately 302,863 or 58% of the arrivals in 2019. According to the Central Bank of Barbados' September 2022 Economic Review, economic growth in Barbados is expected to expand by approximately 10% for 2022 and further expand within a range of 3.5% and 5% during 2023. According to the International Monetary Fund's World Economic Outlook released in October 2022, Trinidad and Tobago's real GDP is expected to grow by 4% in 2022. In Trinidad and Tobago, headline inflation increased to 5.9% (year-on-year) in July 2022, up from 4.9% recorded in June 2022. In September 2022, Trinidad and Tobago's Monetary Policy Committee maintained its Repo Rate at 3.5% - where it has stood since March 2020. The Statistical Institute of Jamaica estimated the Jamaican economy grew by 4.8% in the second quarter of 2022 compared to the similar period in 2021. Jamaica's point-to-point inflation rate for the twelve months ending September 2022 stood at 9.3%. As the point-to-point inflation rate remained elevated, during the third quarter of 2022, the Monetary Policy Committee in Jamaica implemented two additional, 50 basis points, increases to the Bank of Jamaica's policy rate. Effective September 30, 2022, the Bank of Jamaica's policy interest rates stood at 6.50%.

### C. Impact of COVID-19 Coronavirus

Since the World Health Organisation declared the emergence of COVID-19 coronavirus as a global pandemic in March 2020, COVID-19 has affected many countries, all levels of society and our economic environment in significant ways. The situation continues to evolve and many of the markets in which Sagicor operates have implemented public health safety protocols. Over two years on from the initial outbreak, the availability of vaccines has aided recovery efforts.

COVID-19 continues to cause some disruption in certain of the economies in which the Sagicor Group operates. However, in response to the changing economic environment, the Sagicor Group has performed reviews and updated its assumptions, including those related to asset impairment, where necessary. Management has also considered the potential impact of the pandemic on actuarial reserves but has concluded that it has not had a significant impact on actuarial assumptions and the valuation of actuarial liabilities of the Group.

The Group continues to monitor the economic impact on its investments, actuarial reserves, customer and trading partners, and the effect on the industries in which it operates.

### D. Quarterly Financial Disclosures

The following table provides a summary of Sagicor's results from continuing operations for the eight most recently completed quarters. A more complete discussion of our historical quarterly results can be found in our interim and annual MD&A for the relevant periods.

<i>(in millions of US \$, unless otherwise noted)</i>	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020
Net premium revenue	<b>526.5</b>	612.8	556.4	448.7	623.5	364.9	276.1	510.9
Net investment and other income	<b>129.6</b>	59.5	124.2	180.8	158.4	151.4	155.4	163.6
Total revenue	<b>656.1</b>	672.3	680.6	629.5	781.9	516.3	431.5	674.5
Benefits and expenses	<b>(594.5)</b>	(597.3)	(607.9)	(550.5)	(682.0)	(487.8)	(392.2)	(612.8)
Other	<b>2.8</b>	1.9	2.3	(0.5)	2.1	3.3	13.1	(33.4)
Income/(loss) before tax	<b>64.4</b>	76.9	75.0	78.5	102.0	31.8	52.4	28.3
Income tax	<b>(25.7)</b>	(34.3)	(19.1)	(22.1)	(23.0)	(12.3)	(10.8)	(13.9)
Net income/(loss)	<b>38.7</b>	42.6	55.9	56.4	79.0	19.5	41.6	14.4
Income/(loss) attributable to shareholders	<b>25.4</b>	35.3	41.8	41.9	50.4	9.3	31.5	29.0
Basic EPS	<b>17.8 ¢</b>	24.7 ¢	29.2 ¢	29.3 ¢	34.9 ¢	6.4 ¢	21.5 ¢	19.8 ¢
Diluted EPS	<b>17.6 ¢</b>	24.5 ¢	28.9 ¢	28.9 ¢	34.5 ¢	6.3 ¢	21.3 ¢	19.6 ¢
Return on shareholders' equity (annualised) <sup>15</sup>	<b>9.8%</b>	13.1%	15.1%	15.1%	18.5%	3.4%	11.6%	10.8%
Dividends paid per share	<b>5.6 ¢</b>	5.6 ¢	5.6 ¢	5.6 ¢	5.6 ¢	11.2 ¢	-	5.6 ¢
Total assets	<b>10,536.4</b>	10,592.9	10,513.4	10,377.9	10,135.3	9,891.4	9,218.7	9,266.3
Total equity attributable to shareholders	<b>1,034.7</b>	1,071.7	1,125.7	1,134.0	1,134.7	1,102.0	1,100.5	1,109.8
Income/(loss) attributable to shareholders by operating segment:								
Sagicor Life	<b>(5.1)</b>	11.8	7.0	21.8	7.0	6.8	8.3	35.2
Sagicor Jamaica	<b>12.6</b>	7.6	12.6	16.4	27.1	7.0	9.9	11.0
Sagicor Life USA	<b>42.0</b>	72.2	25.8	17.4	23.1	16.0	1.1	8.8
Head office, other & inter-segment eliminations	<b>(24.1)</b>	(56.3)	(3.6)	(13.7)	(6.8)	(20.5)	12.2	(26.0)
Total	<b>25.4</b>	35.3	41.8	41.9	50.4	9.3	31.5	29.0

<sup>15</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

Second Quarter 2022

Net income attributable to common shareholders, closed the period at US \$35.3 million compared to US \$9.3 million for the three-month period ended June 30, 2022, an increase of US \$26.0 million. The Group's performance was driven by very strong net premium production in our USA segment despite being impacted by mark-to-market declines on financial assets due mainly to increasing interest rates. Return on Equity<sup>16</sup> was 13.1% (annualised), compared to 3.4% (annualised) for the second quarter of 2021, reflecting higher net income for the period.

First Quarter 2022

Net income attributable to common shareholders, closed the period at US \$41.8 million compared to US \$31.5 million for the three-month period ended March 31, 2021, an increase of US \$10.3 million. The Group's performance was fuelled by very strong net premium production in our USA segment despite being impacted by mark-to-market declines on financial assets due mainly to increasing interest rates. Return on Equity<sup>16</sup> was 15.1% (annualised), compared to 11.6% (annualised) for the first quarter of 2021, reflecting higher net income for the period.

Fourth Quarter 2021

Net income attributable to common shareholders, closed the period at US \$41.9 million compared to US \$29.0 million for the three-month period ended December 31, 2020, an increase of US \$12.9 million. The quarter observed increased fee income from the banking business as commercial activity increased. The results for the fourth quarter of 2020 included restructuring expenses related to the retirement of a senior executive.

Third Quarter 2021

Net income attributable to common shareholders, closed the quarter at US \$50.4 million compared to a loss of US \$3.0 million for the three-month period ended September 30, 2020. Net income benefitted from strong premium production in our USA segment as well as positive net experience through the annual review of actuarial assumptions.

Net income for the period includes gains of US \$8.6 million from our investment in Playa.

During the third quarter of 2020 both group net income and income attributable to shareholders from continuing operations, were adversely affected by the impact of the COVID-19 pandemic on the business. The main contributing factors to the net loss in the prior year were impacted by the strengthening of our actuarial liabilities and our share of net loss related to our associated company investment in Playa Hotels & Resorts, all due to the economic environment occasioned by the pandemic.

Second Quarter 2021

Net income from continuing operations attributable to common shareholders for the three-month period ended June 30, 2021 was US \$9.3 million compared to net losses of US \$0.3 million, for the same period in the prior year, with substantial net premium revenue growth being observed in our Sagicor Life and Sagicor USA segments. During the second quarter of 2020 both Group net loss and loss attributable to Shareholders, were impacted by significant mark-to-market losses and credit impairment losses, as capital markets responded adversely to the COVID-19 pandemic. Group net income was also impacted by our share of net loss and impairment related to our associated company investment in Playa Hotels and Resorts, all due to the economic environment occasioned by the pandemic.

First Quarter 2021

Net income from continuing operations attributable to common shareholders for the three-month period ended March 31, 2021 was US \$31.5 million compared to net losses of US \$29.3 million, for the same period in the prior year. The March 2021 results include net gains of US \$25.0 million (Shareholder – US \$26.4 million) emanating from a transaction

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<sup>16</sup> Represents a non-IFRS measure: refer to Section 10 - Non-IFRS Financial Measures in this document for relevant information about such measures.

associated with our investment in Playa Hotels and Resorts (Playa). Included in this amount is a net gain of US \$10.7 million relating to the partial disposal of our investment Playa on January 15, 2021, where the Group's shareholding was reduced from 16% to 6%. In addition, subsequent to this, the Group designated the investment in Playa as an investment at FVTPL and generated mark-to-market gains of US \$14.3 million, based on Playa's share price at March 31, 2021.

#### Fourth Quarter 2020

Net income from continuing operations attributable to common shareholders for the three-month period ended December 31, 2020 was US \$29.0 million compared to net income US \$11.5 million, for the same period in the prior year. The main contributing factors to the financial performance during the three-month period were the normalisation of new business sales levels across all our geographies, and the positive impact of our asset optimisation efforts in our Sagicor Life segment which gave rise to a release in actuarial liabilities. These positive developments were offset by a further strengthening of reserves for forward-looking assumptions in our United States subsidiary.

#### Third Quarter 2020

The Group's financial results for the quarter ended September 30, 2020 continued to be affected by the COVID-19 pandemic.

Against this backdrop the Sagicor Group recorded a net loss from continuing operations attributable to common shareholders of US \$3.0 million compared to net income US \$6.3 million, for the same period in the prior year. The net loss was primarily related to significant strengthening of reserves in our U.S. operation associated with forward-looking assumptions.

#### Second Quarter 2020

The Group's financial results for the quarter ended June 30, 2020 were materially affected by the COVID-19 pandemic. On March 11, 2020 the World Health Organisation declared the emergence of COVID-19 coronavirus, a global pandemic. As a response to this public health emergency, governments around the world made significant interventions in response to this threat. Most Caribbean countries shut down air and sea traffic. Similar procedures were also implemented in the United States, Canada and elsewhere. During the three-month period ended June 2020 attempts were made to modify and relax some of the restrictions implemented in the first quarter of the year, however these have yielded mixed results and therefore many of the restrictions continued with a continued slowdown in economic activity.

Against this backdrop the Sagicor Group recorded a net loss from continuing operations attributable to common shareholders of US \$0.3 million compared to net income US \$11.1 million, for the same period in the prior year. The net loss was primarily related to higher Expected Credit Losses (ECLs) losses due to the pandemic as well as an internal reinsurance transaction that resulted in a strengthening of reserves in our U.S. operation. The results also include impairment losses on an associated company.

## E. Key Factors Affecting Results

A variety of factors affect Sagicor's results, including:

- (i) sales of core products and services;
- (ii) life insurance and annuity policy lapse experience;
- (iii) insurance claims experience;
- (iv) investment yields;
- (v) asset default;
- (vi) country inflation and taxes;
- (vii) sensitivity arising from the valuation of actuarial liabilities;
- (viii) Sagicor's expansion into new geographic markets (in the United States) and product markets (in Jamaica) through portfolio and / or company acquisitions; and
- (ix) the continuing availability of appropriately priced reinsurance treaties for life, health and property and casualty insurance.

### Sales of core products and services

Growth in sales enables Sagicor to allocate its fixed operating expenses over larger revenues and subsequently increases its profitability. The impact is very significant for the Sagicor Life and Sagicor Jamaica operating segments which sell significant amounts of periodic premium life insurance and annuity policies. The pricing of such products is either fixed at the issue of each policy or may limit the extent of cost recovery over the duration of the policy which can extend over decades. Growth in sales enables Sagicor to contain the growth in unit policy operating expenses.

### Lapse experience

With respect to periodic premium life insurance and annuity policies, lapse experience is a factor of profitability. Many of these policies have up-front commission, policy issue and medical underwriting costs which are only recovered in full if the policy is premium paying for the initial years of its duration. If the policy lapses during the initial years, Sagicor will not fully recover its up-front costs and incur a loss on that policy.

For the same reasons that the quantum of sales of insurance policies is an important factor in maintaining insurance policy unit costs of administration, the rates of lapse or termination of inforce policies impacts the policy unit costs incurred. The lower the lapse or termination rate, the more policies are inforce, enabling Sagicor to contain growth in unit policy administrative costs.

### Insurance claims experience

Across all lines of insurance, claims experience is a factor in profitability. In establishing rates of premium, Sagicor provides for appropriate levels of claims experience, be it rates of mortality for life insurance, rates of longevity for annuities, rates of morbidity for disability and health insurance, or rates of contingent losses for property and casualty insurance. Claims rates incurred in excess of pricing have adverse consequences for profitability, and conversely, claims rates incurred at levels below pricing impact profitability positively.

### Investment yields

Across applicable lines of insurance and across financial contracts issued by Sagicor, investment yield is important to the profitability of the Group. Higher investment yields enable Sagicor to achieve higher interest margins (defined as the difference between interest earned and payable) on applicable insurance contracts and financial contracts. With lower investment yields, the interest margins are generally lower and may be eliminated if Sagicor is not able to earn a guaranteed rate of interest which is payable under the insurance or financial contract.

For long-term life insurance and annuity contracts, the Appointed Actuaries within the Group determine each segment's actuarial liabilities at December 31 after factoring in rates of investment return on re-invested assets. These rates, including the ultimate rates of return, affect the quantum of actuarial liability determined, with higher re-investment rates resulting in a lower actuarial liability, and with lower re-investment rates resulting in a higher actuarial liability.

### Asset default

The recognition of an un-anticipated default from an invested asset, may have immediate negative consequences for profitability. Sagicor maintains certain invested assets for which the full return (of capital and of interest) is borne by insurance and /or financial contract-holders. In such instances, Sagicor is generally not exposed to asset default risk. However, for other invested assets, for which Sagicor is exposed to default risk, the default risk may be entirely borne by Sagicor's shareholders, or the risk is shared by Sagicor's shareholders and insurance and /or financial contract-holders. In such instances, the impact on profitability will be negative.

For long-term life insurance and annuity contracts, the Appointed Actuaries within the Group determine each segment's actuarial liabilities at December 31 after factoring in the expected rates of asset default. Should asset default rates over time be lower than expected, profitability is impacted positively. Conversely, if asset default rates over time are higher than expected, profitability is impacted negatively.

### Country inflation and taxes

As with other key factors affecting profitability, changes in the level of country inflation and taxes impact the operating costs of the Sagicor Group, immediately and in the longer term.

Actuaries within the Group determine each segment's actuarial liabilities as of December 31 after factoring in expected levels of operating expenses. Higher inflation and taxation levels result in adverse consequences for profitability and lower inflation and taxation levels result in positive consequences for profitability.

### Sensitivity arising from the valuation of actuarial liabilities

The estimation of actuarial liabilities is sensitive to the assumptions made. Changes in those assumptions could have a significant effect on the valuation results which are discussed below.

The valuation of actuarial liabilities of life insurance and annuity contracts is sensitive to:

- the economic scenario used,
- the investments allocated to back the liabilities,
- the underlying assumptions used, and
- the margins for adverse deviations

Under Canadian accepted actuarial standards, the Appointed Actuary is required to test the actuarial liability under economic scenarios.

### Expansion into new markets and company acquisitions

While Sagicor has endured for over 180 years, its product offerings and geographic markets have evolved. Markets often have different preferences for certain products and any successful venture into new markets need to adapt to market tastes. Sagicor only ventures into new markets or offers new products after extensive research and appraisal.

Company acquisitions has been a strategy employed by the Sagicor Group over the last twenty years. As a result of these acquisitions, Sagicor's assets include goodwill and other intangibles acquired on company acquisitions. As a result of these acquisitions, Sagicor's assets include goodwill and other intangibles acquired on company acquisitions.

### Reinsurance treaties

In order to offer useful insurance coverages to potential customers, the Group holds reinsurance coverages that allow potential policy benefits to exceed amounts which are prudent for Sagicor to undertake the claims risk. Reinsured amounts may be on a per policy basis, (i.e. in excess of a pre-determined insured amount) or may be based on the aggregation of the insured's coverages (i.e. the insured has several policies and the amount reinsured is the aggregate exceeding a pre-determined amount).

## F. Critical Accounting Estimates and Judgments

Certain accounting estimates and judgements are recognised as critical because they require us to make particularly subjective or complex judgments about matters that are inherently uncertain and significantly different amounts could be reported under different conditions or using different assumptions.

Our critical accounting estimates and judgements are described in note 3 to our 2021 audited financial statements. The critical accounting policies and the estimation process include:

- Impairment of financial assets
- The fair value of securities not quoted in an active market,
- Recognition and measurement of intangible assets
- Impairment of intangible assets
- Valuation of actuarial liabilities
- Investment in associate

## G. Changes to Accounting Policies in 2022

There were no new significant accounting standards adopted during the nine-month period ended September 30, 2022. Refer to note 2 of the Group's 2021 audited financial statements for more details

## H. Litigation or Other Matters

The Group is subject to various claims, disputes and legal proceedings, as part of the normal course of business. Provision is made for such matters when, in the opinion of management and its professional advisors, it is probable that a payment will be made by the Group, and the amount can be reasonably estimated. In respect to claims asserted against the Group which, according to the principles outlined above, have not been provided for, management is of the opinion that such claims are either without merit, can be successfully defended, cannot be reasonably estimated or will result in exposure to the Group which is immaterial to both the financial position and the results of operations. Details of significant matters have been disclosed in the Group's 2021 audited financial statements.

## I. Share Buyback Programme

During the nine-month period ended September 30, 2022, the Company repurchased 1,119,176 (nine-month period ended September 30, 2021 – 3,817,021) shares, at a total cost of US \$5.7 million (nine-month period ended September 30, 2021 - US \$19.1 million), which were subsequently cancelled. Share capital and share premium in equity have been reduced by the cost of the shares repurchased and commission paid on the transactions. The premium or discount paid on the repurchase of shares has been recorded directly in retained earnings.

The cost of shares totaling US \$0.01 million (nine-month period ended September 30, 2021 - US \$0.04 million), which were repurchased at the period-end date but not cancelled, has been reflected in treasury shares.

## J. Related Party Transactions

Note 46 of the 2021 audited financial statements provides additional information on related party transactions.



## K. Board of Directors

The composition of the Board of Directors has been disclosed in the Annual Report for the year ended December 31, 2021. Mr. Timothy Hodgson retired as a director of the Company effective December 31, 2021, bringing the total number of directors to fourteen.

## L. Interest in Playa Hotel & Resorts N.V

During the period ended March 31, 2021, certain transactions took place which resulted in the Group's interest in Playa Hotel & Resorts N.V. ("Playa"), as an associate, being reduced and redesignated as a FVTPL investment.

On January 15, 2021, Playa issued 25,000,000 new ordinary shares for US \$125 million in an underwritten public offering. Concurrent to this transaction, Sagicor Group Jamaica (SGJ) disposed of its shareholding of 20,000,000 ordinary shares of Playa for net cash consideration of US \$96 million. In a public offering held by the Group, 11,499,000 shares of Playa were sold by SGJ at a price of US \$5.00 per share net of commission expenses associated with the public offering. In addition, Sagicor Financial Corporation (SFCL), the intermediate parent company of SGJ, acquired 8,501,000 of Playa's shares from SGJ at a price which was equal to the price offered through the public offering, net of commission expenses.

The Group's shareholding in Playa was reduced from 16% to 6% based on the total of 10,001,000 shares held by SFCL in Playa following these transactions. The transactions gave rise to a net loss of US \$1.6 million on the disposal of 20,000,000 shares by SGJ and a gain by SFCL of US \$12.3 million on remeasurement of the investment in Playa to FVTPL as at March 31, 2021, representing a net gain on the transactions of US \$10.7 million in the three-month period ended March 31, 2021. Subsequent to these transactions, Sagicor purchased an additional 950,451 shares in Playa which has increased its interest to 10,951,451 shares representing a 7% shareholding in Playa.

## M. Commitments

- I. Effective June 25, 2020, the Group entered into a letter of credit arrangement with a facility whereby an irrevocable standby letter of credit was issued on behalf of Sagicor Reinsurance Bermuda Ltd. (SRBL) in favour of Sagicor Life Insurance Company, USA, in support of a coinsurance agreement between the two parties. The facility was automatically extended on June 26, 2022. The letter of credit facility is guaranteed by Sagicor Financial Corporation Limited and SRBL.
- II. Effective May 3, 2022, the Group entered into a letter of credit arrangement whereby an irrevocable and unconditional standby letter of credit was issued on behalf of Sagicor Reinsurance Bermuda Ltd. (SRBL). The letter of credit expires on May 4, 2023. A condition of the letter of credit is that it will be automatically extended for periods of one year, without amendment, from the relevant expiration date, unless notice is sent in writing at least six months prior to the relevant expiration date.

Details of the Group's commitments are included in note 21 to the September 2022 interim financial statements.

## N. Reinsurance Agreement

Effective January 1, 2022, Sagicor Life Inc executed a reinsurance arrangement with Sagicor Reinsurance Bermuda Limited ("SRBL"), the Bermuda reinsurance subsidiary of Sagicor Financial Corporation Limited, through a segregated account established and managed by SRBL, and owned by Sagicor Financial Company Ltd. Through this arrangement, SLI has transferred the insurance risks associated with certain life and annuity products relating to its Trinidad & Tobago business to SRBL for a ceding commission. Inter-entity balances have been appropriately eliminated in the interim financial statements.



## O. Acquisition/Disposal of Interests in Subsidiaries

### Alliance Financial Services Limited

On February 9, 2022, Sagicor announced that Sagicor Group Jamaica Limited ("SGJ") had entered a definitive agreement for the purchase of 100% of the shares of Alliance Financial Services Limited ("AFSL"). The arrangement was subject to due diligence and regulatory approval and SGJ applied for relevant licences from the Bank of Jamaica.

Effective April 1, 2022, the purchase of 100% of the shares of AFSL by SGJ was finalised. On April 4, 2022, following the successful completion of due diligence procedures and receipt of regulatory approval, AFSL resumed its operations.

AFSL is a provider of cambio and remittance services in Jamaica. The acquisition represents a move into a new business segment and affords the Sagicor Jamaica Group an opportunity to expand its product offerings to its customers. The purchase consideration includes an initial cash consideration of US \$16.8 million with provision for contingent cash consideration up to US \$22.6 million, based on specified performance criteria.

For more details of the acquisition of Alliance Financial Services Limited refer to note 22 of the Group's September 2022 interim financial statements.

### Alliance Investment Management Limited

On April 25, 2022, SGJ announced that its subsidiary, Sagicor Investments Jamaica Limited (SIJL), entered into a definitive agreement for the purchase of the securities dealer book of business of Alliance Investment Management Limited (AIML).

In August 2022, SGJ further announced that the purchase of the securities dealer book of business of AIML had been completed, following the completion of due diligence procedures and having met all regulatory requirements. The purchase of the portfolio expands SIJL's business and provides an opportunity to serve a wider client base.

The purchase price for the portfolio was US \$0.1 million and the carrying value of net assets assumed in the transaction was US \$0.1 million.

### Sagicor Real Estate X-Fund Limited

On March 24, 2022, Sagicor Group Jamaica Limited ("SGJ") sold 191,913,423 shares of Sagicor Real Estate X-Fund Limited ("X-Fund Limited") to related parties, Sagicor Sigma Global Unit Trust and Sagicor Pooled Investment Fund Limited, at market value. Net proceeds were US \$10.3 million, resulting in a gain of US \$0.8 million as at March 31, 2022.

During the quarter ended September 30, 2022, SGJ sold the remaining 281,500,577 shares of X-Fund Limited to Sagicor Sigma Global Unit Trust and Sagicor Pooled Investment Fund Limited, at market value, for net proceeds of US \$25.0 million, representing a gain of US \$1.7 million.

For more details of the disposal of Sagicor Real Estate X-Fund Limited refer to note 22 of the Group's September 2022 interim financial statements.

### Jamziv MoBay Jamaica Portfolio Limited

On June 13, 2022, a resolution was passed for the wind-up of Jamziv MoBay Jamaica Portfolio Limited ("Jamziv"), a subsidiary of Sagicor Real Estate X-Fund Limited in the Sagicor Jamaica Group. This resulted in the cancellation of a promissory note of US \$37.4 million, issued by holders of the non-controlling interest in Jamziv, and the removal of the non-controlling interest from the statement of financial position.

ivari

On August 24, 2022, Sagicor entered into a definitive agreement to indirectly acquire ivari, a leading middle-market individual life insurer in Canada and a subsidiary of Wilton Re Ltd., subject to various customary conditions, including receipt of required regulatory approvals.

The expected consideration, to be paid in cash at closing, is estimated to be C\$325 million, subject to certain adjustments.

The transaction is expected to be financed mainly through new debt and cash on hand. The Group has entered into a commitment for up to US \$320 million of new debt financing in the form of a five-year senior secured loan facility. Certain terms, conditions and covenants come into effect when the loan is drawn down and the acquisition is finalised. The transaction is currently expected to close in mid-2023.

Fees totalling US \$5.6 million have been paid to date in relation to the financing commitment entered into for the acquisition of ivari.

**P. Subsequent Events**

- I. On October 5, 2022, the Group entered into an agreement for the sale of its operations in Curacao and St Maarten. The sale is subject to receipt of regulatory approval. The effective date of disposal shall be the last business day of the month in which all regulatory approvals are obtained. The agreement may be terminated by either party if regulatory approval is not received within nine months of the signing date.

The purchaser is expected to assume the insurance and other liabilities of the Group's operations in Curacao & St Maarten as at the effective date, in exchange for assets which shall exceed the value of the liabilities transferred by US \$3.038 million.

- II. On November 10, 2022, the Board of Directors of Sagicor Financial Company Ltd. approved and declared a quarterly dividend of US \$0.05625 per common share payable on December 14, 2022 to the shareholders of record at the close of business on November 23, 2022.

## 10. NON-IFRS FINANCIAL MEASURES

**Return on Shareholders' Equity:** IFRS does not prescribe the calculation of return on shareholders' equity and therefore a comparable measure under IFRS is not available. To determine this measure, reported net income/(loss) attributable to shareholders is divided by the total weighted average common shareholders' equity for the period. The quarterly return on shareholders' equity is annualised. This measure provides an indication of overall profitability of the company.

**Return on Total Equity:** IFRS does not prescribe the calculation of return on total equity and therefore a comparable measure under IFRS is not available. To determine this measure, reported group net income/(loss) is divided by the weighted average total equity for the period. The quarterly return on total equity is annualised.

**Return on Investments:** IFRS does not prescribe the calculation of return on Investments therefore a comparable measure under IFRS is not available. Return on investments measures the return on the investments relative to the value of the investments for a period. To determine this measure, two times investment income is divided by the opening financial investments plus the closing financial investments minus the investment income for the period.

**Book value per share:** To determine the book value per share, shareholders' equity is divided by the number of shares outstanding at the period end, net of any treasury shares. All components of this measure are IFRS measures.

**Minimum Continuing Capital and Surplus Requirements (MCCSR):** Sagicor voluntarily adopted the Canadian Minimum Continuing Capital and Surplus Requirement ("MCCSR") standard as its risk-based assessment measure to provide a consolidated view of capital adequacy. The MCCSR was a standard used by Canadian regulators from 1992 until 2018, when it was superseded by the Life Insurance Capital Adequacy Test (LICAT). When it was in place, the minimum standard recommended by the Canadian regulators was an MCCSR of 150.0%. Canadian practices for calculation of the MCCSR evolved and changed from inception through its replacement. In jurisdictions where the MCCSR is currently prescribed, such as Jamaica, the MCCSR guidance is not consistent with the most recent Canadian MCCSR guidelines or with current Canadian capital standards under LICAT. Sagicor has made certain interpretations in our calculation of the MCCSR, in consultation with our appointed actuary, which we believe appropriately reflect the risk-based assessment of our capital position. As the MCCSR is no longer prescribed by Canadian regulators and is interpreted in different ways by our local regulators, there can be no assurance that Sagicor's MCCSR figures are comparable to current reporting by Canadian life insurers or that of Canadian life insurers at any single point in time since the implementation of the MCCSR. IFRS does not prescribe the calculation for the MCCSR, therefore a comparable measure under IFRS is not available.

**Debt-to-capital ratio:** The debt-to-capital ratio is the ratio of notes and loans payable (refer to note 16 to the 2021 audited annual financial statements) to total capital (excluding Participating accounts), where capital is defined as the sum of notes and loans payable and total equity excluding Participating accounts. This ratio measures the proportion of debt a company uses to finance its operations as compared with its capital.

**Debt-to-equity ratio:** The debt-to-equity ratio is the ratio of notes and loans payable (refer to note 16 to the 2021 audited annual financial statements) to total equity (excluding Participating accounts). This ratio measures the proportion of debt a company uses to finance its operations as compared with its equity. IFRS does not prescribe the calculation of debt-to-equity ratio, therefore a comparable measure under IFRS is not available.

**Dividend pay-out ratio:** This is the ratio of dividends paid per share to basic earnings per common share. IFRS does not prescribe the calculation of dividend pay-out ratio, therefore a comparable measure under IFRS is not available.

**Health claims ratio:** This is the ratio of net health claims including the provision for incurred but not reported claims, divided by net health premiums revenue earned for the period under review. The ratio seeks to measure health claims as a percentage of premium income. IFRS does not prescribe the calculation of health claims ratio, therefore a comparable measure under IFRS is not available.

**Total capital:** This measure provides an indicator for evaluating the Company's performance. Total capital is the sum of shareholder's equity, notes and loans payable and non-controlling interest. This measure is the sum of several IFRS measures.

**Market capitalisation:** Market capitalisation is the value a company is traded on the stock market. It is calculated by multiplying the total number of shares by the present share price, at a given date. IFRS does not prescribe the calculation of market capitalization, therefore a comparable measure under IFRS is not available.

**Capital base to risk-weighted assets:** This capital adequacy measure is based on the guidelines developed by the Financial Services Commission (FSC), the Bank of Jamaica (BOJ), Basel II and the Risk Management and Compliance Unit. The required information is filed with the respective Regulatory Authorities at stipulated intervals. The BOJ and the FSC require each regulated entity to hold the minimum level of regulatory capital, and to maintain a minimum ratio of total regulatory capital to the risk-weighted assets. The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of each asset and counterparty, taking into account any eligible collateral or guarantees. IFRS does not prescribe the calculation for Capital base to risk-weighted assets, therefore a comparable measure under IFRS is not available.

**11. CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION**

This forward-looking information and these assumptions include, but are not limited to, statements about the Company's objectives and strategies to achieve those objectives, and about its beliefs, plans, expectations, anticipations, estimates, or intentions. Information included in this MD&A that is not a statement of historical fact is forward-looking information. When used in this MD&A, words such as "believes," "may," "will," "estimate," "would," "should," "shall," "plans," "assumes," "continue," "outlook," "could," "anticipates," "intends," "expects," and words of similar import, are intended to identify statements containing forward-looking statements. These statements appear throughout this MD&A. Such forward-looking statements are based on Sagicor's estimates, assumptions, strategies and projections and subject to known and unknown risks, uncertainties and other factors, all of which are difficult to predict and many of which are beyond its control and which may cause actual results, events or developments to be significantly different from any future results, events or developments expressed or implied by such forward-looking statements.

Risk factors include, but are not limited to, the following: fluctuations in the fixed income markets may adversely affect Sagicor's profitability and financial condition; the success of Sagicor's operations in the United States depends on Sagicor's ability to grow its business; Sagicor's financial targets may prove materially inaccurate or incorrect; Sagicor's exposure to the credit risk of its counterparties could adversely affect its profitability; differences between actual claims experience and estimated claims at the time the product was priced may result in increased losses, and so Sagicor's policy reserves may be insufficient to cover actual policy benefits; Sagicor could be forced to sell investments at a loss to cover policyholder withdrawals; Sagicor's risk management policies and procedures could leave Sagicor exposed to unidentified or unanticipated risks, which could negatively affect Sagicor's business or result in losses; illiquidity of certain investment assets may prevent Sagicor from selling investments at fair prices in a timely manner; Sagicor's fiduciary relationship with certain counterparties could adversely affect its profitability; a prolonged labour dispute could hurt Sagicor's business; disease outbreaks may negatively impact the performance of Sagicor and its subsidiaries; a failure to successfully integrate Sagicor's acquisitions could adversely affect Sagicor's operations and profitability; a failure to successfully execute current and future strategic acquisitions could adversely affect Sagicor's profitability; Sagicor's business is highly regulated and subject to numerous laws and regulations; litigation and regulatory proceedings outcomes could adversely affect Sagicor's business; companies in the financial services industry are sometimes the target of law enforcement investigations and the focus of increased regulatory scrutiny; there may be adverse consequences if the status of Sagicor's independent contractors is successfully challenged; failures to implement or comply with legally required anti-money laundering practices could subject Sagicor to sanctions and/or criminal and civil penalties; the amount of statutory capital that Sagicor's insurance subsidiaries have and the amount of statutory capital that they must hold to maintain their financial strength and credit ratings and meet other requirements can vary significantly from time to time and are sensitive to factors outside of Sagicor's control; a failure to maintain adequate levels of surplus capital may result in increased regulatory scrutiny or a downgrade by the private rating agencies; Sagicor's financial condition may be adversely affected by geopolitical events; Sagicor operates in a highly competitive industry; Sagicor faces significant competition mainly from national and regional insurance companies and from self-insurance, and Sagicor also faces competition from global companies – this competition could limit Sagicor's ability to gain or maintain its position in the industry and could materially adversely affect its business, financial condition and results of operations; brokers that sell Sagicor's products may sell insurance products of Sagicor's competitors and such brokers may choose not to sell Sagicor's products; computer viruses, network security breaches, disasters or other unanticipated events could affect Sagicor's data processing systems or those of its business partners and could damage Sagicor's business and adversely affect its financial condition and results of operations; a financial strength downgrade in Sagicor's A.M. Best ratings or any other negative action by a rating agency may increase policy surrenders and withdrawals, adversely affect relationships with advisors and negatively affect Sagicor's financial condition and results of operations; the unpredictable nature of the property and casualty insurance industry may cause fluctuations in Sagicor's results; Sagicor may be unable to reinsure risks on terms that are commercially reasonable or satisfactory to Sagicor, or Sagicor's reinsurers may fail to meet assumed obligations, increase rates, or be subject to adverse developments, negatively affecting Sagicor's business, financial condition and result of operations; Sagicor's business model depends on the performance of various third parties including actuarial consultants and other service providers; negative publicity in the insurance industry could adversely affect Sagicor; Sagicor depends on key personnel, and if they were to leave Sagicor, Sagicor might have an insufficient number of qualified employees; Sagicor is highly dependent upon economic, political and other conditions and developments in Barbados, Jamaica, Trinidad and Tobago, the United States and the other jurisdictions in which it operates; Sagicor's financial condition and operating results may be adversely affected by foreign exchange fluctuations; foreign exchange controls may restrict Sagicor's ability to receive distributions from its subsidiaries and any such distributions may be subject to foreign withholding taxes; catastrophes and weather-related events, such as hurricanes, may adversely affect Sagicor; disease outbreaks may negatively impact the performance of Sagicor and its subsidiaries; the performance of Sagicor's group life insurance may be adversely affected by the characteristics of the employees insured or through unexpected

catastrophic events such as natural disasters; Sagicor's credit ratings may be reduced, which may adversely affect Sagicor; Sagicor may be subject to Bermuda tax; Bermuda's compliance with the Organization for Economic Cooperation and Development international tax standards could subject Sagicor to additional taxes; legislation enacted in Bermuda in response to the European Union's review of harmful tax competition could adversely affect Sagicor's operations and financial condition; any additional taxes resulting from changes to tax regulations or the interpretation thereof in countries in which it does business could negatively impact Sagicor's financial condition; Sagicor Financial Company Ltd. is a holding company and is dependent upon distributions from subsidiaries to pay taxes and other expenses.

Additional information about material risk factors that could cause actual results to differ materially from expectations and about material factors or assumptions applied in making forward-looking statements may be found in this MD&A under "Risk Management", "Key Factors Affecting Results," and "Critical Accounting Estimates and Judgements" and in the "Financial Risk" and "Insurance Risk" notes to the consolidated financial statements. The forward-looking statements in this document are, unless otherwise indicated, stated as of the date hereof and are presented for the purpose of assisting investors and others in understanding our financial position and results of operations, our future operations, as well as our objectives and strategic priorities, and may not be appropriate for other purposes. We do not undertake to update any forward-looking statements, except as required by law.