

Public Disclosure  
For the Financial Year Ended  
31 December 2017

---



## Contents

Contents.....	1
1 Company Profile.....	2
2 Business Strategy.....	2
3 Our Products and Distribution Overview .....	2
4 Corporate Governance .....	2
5 Enterprise Risk Management .....	3
6 Insurance Risk Exposures .....	3
7 Determination of Technical Provisions .....	4
8 Capital Adequacy and Management.....	4
9 Claims Statistics.....	4
10 Pricing Adequacy .....	5
11 Investment Objectives .....	5
12 Investment Policies and Processes .....	5
13 Our Investments .....	5
14 Financial Performance .....	5

## 1 Company Profile

Singapore Life Pte. Ltd. (“we”, “us”, “our”) is a private limited company, incorporated and based in Singapore. The Monetary Authority of Singapore (“MAS”) granted us the license to conduct life insurance business in Singapore in June 2017.

Standard & Poor’s “BBB” (long-term local currency issuer credit rating and insurer financial strength rating in January 2018).

Singapore Life Pte. Ltd. is committed to offering a full suite of innovative and digitally executed insurance and financial solutions to customers to fulfill their protection, savings and investment needs.

## 2 Business Strategy

Our business strategy is focused on the following key market segments:-

- Customers who prefer to self-execute financial services;
- Customers who prefer an experienced independent financial advisor to assist in their financial planning and wealth management needs; and
- High net individuals for protection and legacy planning.

Our products and propositions as well as post-sales servicing are designed towards simplifying and de-mystifying the insurance and wealth management needs to empower customers to fulfill these needs as efficiently as possible.

## 3 Our Products and Distribution Overview

We adopt a customer-centric approach in our product design and strive to meet our customers’ evolving needs at different life stages.

In October 2017, we launched a fully digital Term Life with optional Critical Illness protection and Temporary and Permanent Disability riders denominated in Singapore Dollars and US Dollars through a direct to customer channel and through the advised channel.

In the High Net Worth segment, we offer Universal Life product in US Dollars, distributed through JLT Private Solutions to customers of select private banks.

More information on our products and partners is available on our website.

## 4 Corporate Governance

As a licensed direct life insurer regulated under the Insurance Act, we are required to comply with applicable rules and regulations, including corporate governance.

Good corporate governance is important to us as it safeguards our stakeholders’ and policyholders’ interests. Our Board of Directors (“Board”) is responsible for the overall good governance and achieves this through the various governance committees and the senior management team.

We have 6 directors on our Board, including 2 who independent non-executive directors.

The Board meets at least four times a year and is responsible for:

- providing entrepreneurial leadership;
- overseeing investment management;
- reviewing the nominations for appointment of directors and key executives;
- recommending the remuneration framework;
- ensuring the adequacy of our risk management, external audit and internal audit functions; and
- reviewing the senior management team's performance.

The senior management team is responsible for the day-to-day operation of the business and is accountable for the business performance of the company to the Board. Information on our senior management team is available at <https://singlife.com/about-us/>

## 5 Enterprise Risk Management

Under MAS Notice 126 on Enterprise Risk Management for Insurers, we are required to establish a framework which:

- provides for the identification and quantification of risks; and
- addresses risk, solvency and capital management.

Heads of department are required to identify, address and report the foreseeable and relevant material risks to the Risk Committee every quarter. The senior management team, which is responsible for the achievement of strategic goals, also plays an important role in the risk management process by identifying, reporting and mitigating emerging risks. The committee will evaluate the items reported by the heads of department and senior management team, and provide an update to the Board on the material risk items and corresponding mitigating measures.

The Investment Committee and the IT Risk Committee reports into the Risk Committee and undertakes an extensive review of risks and mitigating actions required under its purview.

We will be undertaking a periodic own risk and solvency assessment ("ORSA") beginning from FY 2018. Through ORSA, we will assess the adequacy of our risk management, current and projected future solvency position.

We measure our assets and liabilities according to the rules that are set out under the Insurance (Valuation and Capital) Regulations 2004.

Detailed information on the maturity profile of our financial assets and liabilities is available in annual financial statements.

## 6 Insurance Risk Exposures

Insurance risk relates to the inherent risks associated with the underwriting activities of life business. Such risks include pricing, reserving, underwriting and reinsurance risks. We have established appropriate guidelines, policies and framework combined with authority limits as part of risk mitigation activities embedded in the business operations. Our reinsurers are selected based on the financial strength and technical expertise, and

retention limits are reviewed periodically by the Board and Senior Management.

The principal risk that we face under our insurance contracts is that the actual claims and benefits payment exceed the carrying amount of the insurance liabilities. Our assumptions in determining the insurance liabilities are based on industry experiences, external market indices and benchmarks which reflect current observable market prices and trends. Assumptions and prudent estimates are determined at the date of valuation. Assumptions will be further evaluated on a periodic basis in order to ensure realistic and reasonable valuations. Details on key assumptions and sensitivity tests for insurance risk were performed to assess the impact to insurance liabilities which can be found in our annual financial statements.

## 7 Determination of Technical Provisions

Determination of technical provisions, including future cash flow assumptions, choice of discount rates and methodology, will affect the insurance liabilities at the end of the reporting period. Material judgement is required in determining the insurance liabilities and in the choice of assumptions.

Quantitative and qualitative information about the rationale and methodology on which we determine our technical provisions is available in our annual financial statements.

## 8 Capital Adequacy and Management

Our source of funding is from shareholders. The Company's objectives when managing capital are:

- to comply with the insurance capital requirements stipulated by the MAS;
- to safeguard our ability to continue as a going concern so that we can continue to protect policyholders; and
- to provide adequate returns by pricing insurance contracts so that the level of premiums charged are commensurate with the risks.

Under the Insurance (Valuation and Capital) Regulations 2004, licensed insurers are required to meet:

- the minimum fund solvency ratio of 100% of total risk requirement for each insurance fund; and
- the capital adequacy ratio ("CAR") of at least 120% of total risk requirement or SGD5,000,000, whichever is higher.

The Company monitors its capital level on a regular basis and reports to MAS its Capital Adequacy Ratio and Fund Solvency Ratios on a quarterly basis. As at 31 Dec 2017, the Company's Capital Adequacy Ratio was above the stipulated requirements.

## 9 Claims Statistics

We did not make any claim payment or had any unpaid claim in 2017.

## 10 Pricing Adequacy

We have a product development and pricing policy which sets out our internal approval process for new products as well as the review process for existing products. The policy is in line with the requirements set out under MAS Notice 302 on Product Development and Pricing.

## 11 Investment Objectives

Our investment objectives are to protect our company's assets, to achieve investment returns to meet our stakeholders' expectations without taking on excessive risks and to optimize returns to policyholders.

## 12 Investment Policies and Processes

Our policies and processes are developed with reference to the prevailing MAS regulations and guidelines.

Our management-level investment committee exercises oversight on our investment portfolio, including monitoring investment performance and regularly reviewing our investment policy to ensure that it remains appropriate and relevant.

Our Board-approved investment policy establishes our overall investment framework, which prescribes the roles and responsibilities of the respective stakeholders, guiding principles, minimum standards of investing, monitoring and reporting requirements, investment approval authority and authority delegation limits.

The investment limits policy governs the management of credit and concentration risks by the use of limits to prevent excessive investment exposure to any particular geographical area, market, industry sector, counterparty and ensure that overall credit rating is in line with risk tolerance levels. Close attention is paid to credit rating downgrades and developments that may affect downgrades.

An extensive due diligence process is undertaken in relation to the appointment of our external fund managers and custodian.

## 13 Our Investments

Quantitative and qualitative information on our investment portfolio, how we determine the fair value of our investments and the level of sensitivity to market variables associated with our investments is set out in our annual financial statements.

## 14 Financial Performance

Our annual financial statements have been prepared in accordance with Singapore Financial Reporting Standards.

Quantitative and qualitative information on our financial performance, including our source of earnings and returns on investment assets, is set out in our annual insurance returns and annual financial statements which are available on the [Monetary Authority of Singapore](#) and the [Accounting and Corporate Regulatory Authority](#) websites respectively.