

## Guardian Holdings Limited (GHL) Results for the Nine Months Ended September 30, 2018

### Key Points:

Guardian Holdings Limited's ('GHL') Group Profits was mainly driven by:

- The Insurance Underwriting Activities as the Life, Health and Pension division continues to grow through new business and persistency
- The Property and Casualty business was spared, to date, no major catastrophic events in comparison to last year
- Global equity markets improved during the quarter and this allowed for the reversal of some of the previously booked unrealized losses

The Group recorded net impairment losses on financial assets of \$15MM (2017: Nil) as prescribe by IFRS 9.

Geographic distribution of revenue remained relatively constant, with approximately 50% earned in Trinidad & other Caribbean.

### Basic Earnings Per Share (EPS):

GHL reported an EPS of \$1.60, up 45.45 per cent or \$0.50 per share on the corresponding period's EPS of \$1.10 in NM17.

EPS recorded in Q3 2018 (\$0.67) was the highest over the past six Q3 quarters.

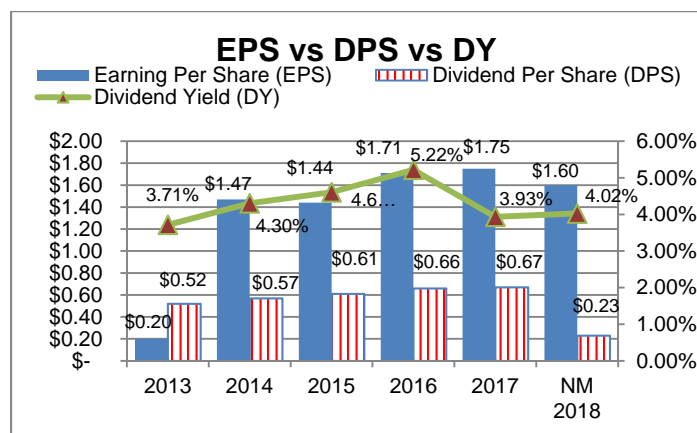
### Dividend:

The Board of Directors declared an interim dividend of \$0.23 per share which was the highest over the past six years. The interim dividend was paid on September 12, 2018 to shareholders on record as at August 22, 2018.

Dividend	Interim	Final	Total	Dividend Yield
2018	0.23			4.02%
2017	0.22	0.45	0.67	3.93%
2016	0.21	0.45	0.66	5.22%
2015	0.19	0.42	0.61	4.60%
2014	0.17	0.40	0.57	4.30%
2013	0.15	0.37	0.52	3.71%

Diluted EPS	Q1	Q2	Q3	Q4	Total
2018	0.31	0.62	0.67		1.60
2017	0.39	0.44	0.27	0.65	1.75
2016	0.27	0.43	0.42	0.59	1.71
2015 Restated	0.23	0.31	0.37	0.53	1.44
2014	0.37	0.42	0.44	0.24	1.47
2013	0.30	0.16	0.39	-0.65	0.20

Financial Year End Sector	December 30 Non-Banking Finance
Symbol on TTSE	GHL
Issued Share Capital	231.90MM
Market Capitalization	\$3.92B
Current Price (January 11, 2019)	\$18.50
52 Week Price Range	\$15.00 - \$19.00
Trailing EPS	\$2.25
Price to Earnings Multiple	8.22x
Current Book Value/Share	\$13.27
Price to Book	1.39x
Return on Equity	15.37%
Return on Assets	1.80%



### Income Statement as at September 30, 2018

			\$ Change		% Change		Change	YE17 \$'000
	NM18 \$'000	NM17 \$'000	NM18 - NM17 \$'000	NM18 - NM17				
Gross written premiums	4,551,171	4,148,816	402,355	9.70%	↑	5,472,644		
Net written premiums	3,168,280	2,989,912	178,368	5.97%	↑	3,926,948		
Net income from insurance underwriting activities	499,758	196,743	303,015	154.02%	↑	403,099		
Net income from investing activities	812,692	889,212	(76,520)	-8.61%	↓	1,190,957		
Net income from brokerage activities	23,094	11,590	11,504	99.26%	↑	15,733		
<b>Net income from all activities</b>	<b>1,335,544</b>	<b>1,097,545</b>	<b>237,999</b>	<b>21.68%</b>	<b>↑</b>	<b>1,609,789</b>		
Net impairment gain on financial assets	(15,004)	0	15,004		↑	0		
Operating expenses	(748,945)	(689,228)	59,717	8.66%	↑	(979,327)		
Finance charges	(101,445)	(96,416)	5,029	5.22%	↑	(128,893)		
<b>Operating profit</b>	<b>470,150</b>	<b>311,901</b>	<b>158,249</b>	<b>50.74%</b>	<b>↑</b>	<b>501,569</b>		
Share of profit of associated companies	17,017	17,046	(29)	-0.17%	↓	18,646		
<b>Profit before taxation</b>	<b>487,167</b>	<b>328,947</b>	<b>158,220</b>	<b>48.10%</b>	<b>↑</b>	<b>520,215</b>		
Taxation	(114,246)	(67,868)	46,378	68.34%	↑	(109,924)		
<b>Profit after taxation</b>	<b>372,921</b>	<b>261,079</b>	<b>111,842</b>	<b>42.84%</b>	<b>↑</b>	<b>410,291</b>		
Amount attributable to participating policyholders	(1,068)	(6,155)	(5,087)	-82.65%	↓	(1,142)		
<b>Profit for the period</b>	<b>371,853</b>	<b>254,924</b>	<b>106,755</b>	<b>41.88%</b>	<b>↑</b>	<b>409,149</b>		
Profit attributable to non-controlling interests	(909)	(1,183)	(274)	-23.16%	↓	(2,540)		
<b>Profit attributable to equity holders</b>	<b>370,944</b>	<b>253,741</b>	<b>117,203</b>	<b>46.19%</b>	<b>↑</b>	<b>406,609</b>		
<b>EPS</b>								
Basic	\$ 1.60	\$ 1.10	\$0.50	45.45%	↑	\$ 1.75		

### Balance Sheet as at September 30, 2018

			\$ Change		% Change		Change	YE17 \$'000
	NM18 \$'000	NM17 \$'000	NM18 - NM17 \$'000	NM18 - NM17				
Total Assets	26,901,687	28,402,841	(1,501,154)	-5.29%	↓	27,886,636		
Total Liabilities	23,802,793	25,178,742	(1,375,949)	-5.46%	↓	24,563,751		
Total Equities	3,098,894	3,224,099	(125,205)	-3.88%	↓	3,322,885		
	<b>26,901,687</b>	<b>28,402,841</b>	<b>(1,501,154)</b>			<b>27,886,636</b>		

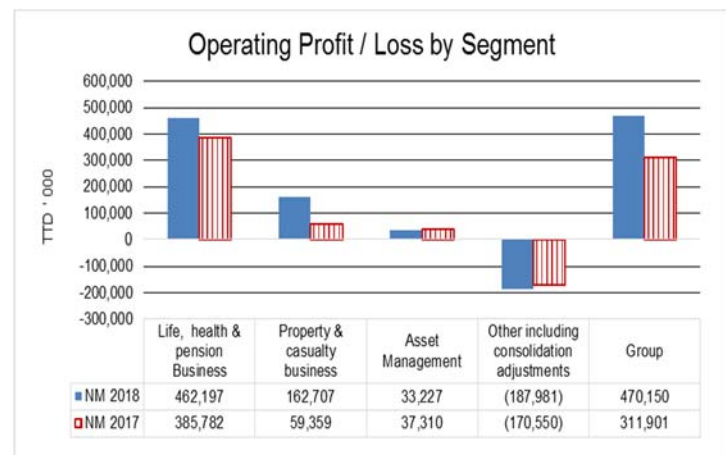
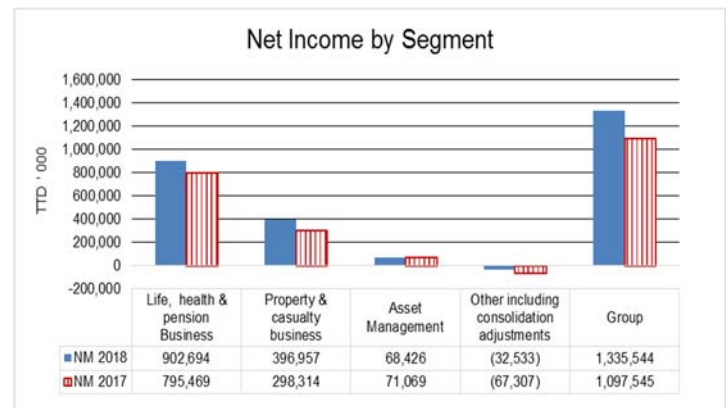
### Financials:

Net Income from all activities closed at \$1.34B, up 21.68 per cent or \$238.00MM from NM17's total of \$1.10B. Profit Before Tax for NM18 stands at \$487.17MM, up 48.10 per cent or \$158.22MM from \$328.95MM in HY17. Profit attributable to equity holders totaled \$370.94MM in NM18 up 46.19 per cent or \$117.20MM from \$253.74MM in NM17.

Total Assets decreased by 5.29 per cent or \$1.50B to \$26.90B in NM18. Total Liabilities amounted to \$23.80B

in NM18 and Total Equities was down by 3.88 per cent or \$125.21MM to close at \$3.10B.

The Life, Health & Pension segment continues to be the major contributor to the Group's Total Income and Operating Profit / Loss followed by Property & Casualty. In third place is the Asset Management segment.



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