

China Life Insurance (Singapore) Pte. Ltd.

PUBLIC DISCLOSURE

For the Financial Year Ended
31 December 2017

Company Profile

China Life Insurance (Singapore) Pte. Ltd. (“we”, “us”, “our”) is a private limited company, incorporated and based in Singapore. As a licensed life insurer which is regulated by the Monetary Authority of Singapore (“MAS”) since August 2015, we are committed to offering value-added financial solutions to customers to fulfill their financial needs.

As part of China Life Insurance (Group) Company (“China Life”) which is the largest financial insurance corporation in China, we are backed by its financial strength and established heritage. China Life is also a Fortune Global 500 company, ranked 51 in 2017, for 15 consecutive years with brand value of over RMB287.1 billion*.

Our parent company, China Life Insurance (Overseas) Company Limited (“China Life Overseas”) is a wholly-owned subsidiary of China Life, and is a leading life insurance company in both Hong Kong and Macau with an asset value of more than HKD300 billion as at December 2017. It has been providing financial services in Hong Kong and Macau since 1984 and 1989 respectively. In 2017, its premium income exceeded HKD70 billion. China Life Overseas prudent financial management and stable outlook are underscored by the rating accredited by international rating agencies, including Moody’s “A1” (insurance financial strength rating in September 2017) and Standard & Poor’s “A” (long-term local currency issuer credit rating and insurer financial strength rating in January 2018).

* Source: “Top 500 Most Valuable Chinese Brands” 2017 by World Brand Lab

Business Strategy

We are a socially responsible company committed to increasingly develop innovative products to meet our customers’ protection, savings, retirement and legacy planning needs. We are also active in giving back to society through our corporate social responsibility activities to make a positive impact on the community and our customers. This resonates with the Belt and Road Initiative to increasingly engage our socio-business influence here.

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.

As at 31 December 2017, we had launched a total of 10 products, catering to both the mass market and high net worth market segments.

The 8 mass market products launched are non-participating endowment plans denominated in Singapore dollars (SGD) and Renminbi (RMB) designed to meet customers’ medium-term wealth accumulation needs with guaranteed yields and capital guarantee upon maturity.

—— 中国人寿保险(新加坡)有限公司
China Life Insurance (Singapore) Pte. Ltd.

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Company Registration Number: 201433645N

The 2 high net worth products launched are regular premium participating whole life plans denominated in US Dollars (USD) designed to provide customers with long-term guaranteed insurance protection, capital guarantee through the return of premiums and yearly potential returns in the medium and long-term. These plans are intended to build and protect customers' legacies for their future generations.

More information on our products is available on our website at <http://www.chinalife.com.sg>.

We will continue to develop innovative and relevant financial solutions to meet our customers' financial needs.

In 2017, we have 15 distribution partners – 2 banks and 8 financial advisory firms, as well as 5 international brokers to distribute our products to their customers.

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, set out by the relevant authorities.

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.

There are 6 directors on our Board, including 2 who are independent non-executive directors. The Board meets at least twice a year and plays a critical role in ensuring the success of our operations. The Board is responsible for:

- providing entrepreneurial leadership;
- setting our culture and values;
- 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;
- overseeing the establishment and operation of an independent risk management system; 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 <http://www.chinalife.com.sg/en/our-management-team>

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.

Our framework follows the defence model as depicted below:



Our process requires our heads of department to identify, address and report the foreseeable and relevant material risks to a management-level 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.

In addition to the quarterly exercise, we undertake an own risk and solvency assessment (“ORSA”) every year. Through ORSA, we will assess the adequacy of our risk management, current and projected future solvency position. Our first ORSA report was submitted to MAS in 2016.

Asset-liability Management

We have an asset-liability management (“ALM”) process which takes in due consideration of our company’s risk tolerance level and other related constraints, when we formulate, implement, monitor and revise strategies to adequately manage our assets and liabilities to

achieve our financial and business objectives.

We evaluate 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 our annual financial statements.

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 and framework combined with authority limits as part of risk mitigation activities embedded in the business operations.

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 and no credit is taken for possible beneficial effects of voluntary withdrawals. 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.

Concentration of risk may arise where a particular event or a series of events impacts heavily upon our insurance contract liabilities. Such concentrations may arise from a single insurance contract or through a small number of related contracts, and relate to circumstances where significant liabilities could arise. We are exposed to geographical concentrations of risks as most of our contracts originate in Singapore.

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.

Capital Adequacy

Our source of funding is from our holding company.

Our 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 support the Company's growth and expansion plans.

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.

MAS may prescribe different fund solvency requirements or capital adequacy requirements for different classes of insurance business and for different types of insurers. We monitor our capital level regularly to assess whether the prescribed MAS' requirements have been met. We also report to the MAS our CAR and fund solvency position quarterly and annually.

As at 31 December 2017, we had met the fund solvency requirements for our life insurance funds and the CAR prescribed by MAS. Our CAR is set out in our annual insurance returns which is available on the MAS' website.

Pricing Adequacy

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

Investment Objectives

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

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.

We have also put in place a credit policy and an investment limits policy that govern the management of credit and concentration risks. These are intended to prevent excessive investment exposure to any particular geographical area, market, industry sector, counterparty, currency or credit rating.

Our standard operating procedures ensure that our investment activities are conducted in a manner that is consistent and compliant with our approved policies. Our standard operating procedures also cover the selection, approval, execution and monitoring processes of our investments; as well as the selection and appointment of our external fund managers.

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.

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, claims statistics and returns on investment assets, are set out in our annual insurance returns and annual financial statements. This information is available on the [Monetary Authority of Singapore](#) and the [Accounting and Corporate Regulatory Authority](#) websites respectively.