

COMPANY PROFILE & BACKGROUND



Is a general insurance company specialising in medical, term life, mortgage protection, personal accident, worker's compensation, public liability, funeral, motor vehicle insurance and micro insurance. FIL is currently diversifying in other products and services to meet the needs of the people in the Pacific Islands.

KEY INVESTOR INFORMATION

Date Listed: 7 Dec 2000
Recent Share Price: \$1.80
Market Capitalisation: FJD15.3m
Total Shares on Issue: 8.5m
Financial Year Ending: 31st December
Sector Represented: Insurance
Website: www.fijicare.com.fj

BOARD OF DIRECTORS



Mr Avi Raju
Chairman



Mr Tukana Bovoro
Independent Director



Mr Peter McPherson
Managing Director



Ms Krishika Narayan
Chief Executive Officer, SPSE

Greetings from SPSE!

From this week, SPSE is starting off with its regular listed entity updates. In this edition we are featuring FijiCare Insurance Limited (FIL). Our team had recently caught up with Mr Avi Raju, the FIL Chairman who completes his one year with the company following the successful acquisition of FIL's 75% ownership by Mount Sophia Ventures (Fiji) Pte Limited (MSVPL) last year. We also wish to provide our readers with additional information about FIL including key financial and market performance highlights, details of the upcoming Annual General Meeting and other key investor information.

UPCOMING AGM

Date: Wednesday, 5 June 2019

Time: 10.30am

Venue: Grand Pacific Hotel, Suva

If you are a shareholder in FIL, you have a right to attend this meeting. You will get an opportunity to meet with the Board of Directors and Management and seek clarifications on any issues related to the company. You will also get a chance to vote on matters concerning your company.

Registry Officers from Central Share Registry (CSR) will also be available at the AGM and you can use this as an opportunity to update your shareholding details or register for the Online Shareholder Portal.



GENDER DIVERSITY

SPSE: There have been numerous discussions regarding gender diversity in recent times involving listed entities. For FIL, there are currently three directors, has there been any discussion to include women as part of the FIL board going forward?

FIL: Traditionally, the board composition in Fijian companies has been skewed towards male gender and FIL is no exception. Board diversity is important and we plan to extend our board directorship to strengthen our corporate governance and bring in expertise and exposure across the board for us to manage a growing business. If we find a woman who is the right fit and has the relevant credentials, we would definitely want to include a female presence in our board.

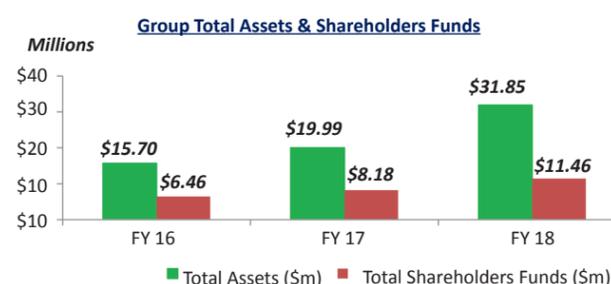
KEY FINANCIAL & MARKET PERFORMANCE HIGHLIGHTS

FIL had a very impressive financial year in 2018 as depicted by strong growth in revenue and profitability. In terms of returns to shareholders, FIL's share price witnessed a 12 month cumulative growth of 33.6% as at December 2018 and a further 16.1% increase as at 14th May 2019. Based on 12 month rolling dividend as at December 2018, FIL shareholders received a dividend of \$0.04 per share which amounted to a dividend return of 2.6%. FIL has also proposed to declare a final dividend of \$0.08 per share for the 2018 financial year during its upcoming AGM. These statistics are depicted below:

Some key financial statistics displaying a three year trend is illustrated below:

| Particulars | Dec-16 | Dec-17 | Dec-18 |
|----------------------------|--------|--------|--------|
| Operating Revenue (\$m) | 12.71 | 15.04 | 21.61 |
| Net Profit after Tax (\$m) | 0.72 | 1.53 | 3.46 |
| Earnings per Share (\$) | 0.10 | 0.20 | 0.41 |
| Return on Equity (%) | 11.19 | 18.73 | 30.19 |
| Net Profit Margin (%) | 5.69 | 10.18 | 16.00 |

Group Total Assets and Shareholder Funds displaying a three year trend is illustrated below:

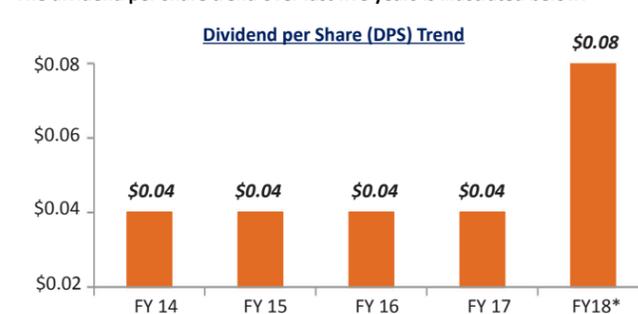


The share price trend over last five years is illustrated below:



*May-19 depicts the most recent share price of FIL

The dividend per share trend over last five years is illustrated below:



*FY 18 DPS of \$0.08 is the proposed final dividend to be declared at the upcoming AGM

REGIONAL FOOTPRINT

SPSE: FIL has presence in Vanuatu. How is the performance of the Vanuatu business? What are some of the plans for the Vanuatu business that would positively compliment the overall FIL business on consolidated basis?

FIL: Vanuatu is a small market with other insurance players and so FIL has made strategic decisions in terms of what products to offer to the market. So far, we feel comfortable with that these decisions. In Vancare's first year of operations, it incurred a loss of around of \$24,000, which is expected for a new business. Completing its 4th year of operations this year, Vancare has made a net profit of around \$800,000. FIL is also in close discussion with other islands in the Pacific, some at fairly advanced stages. In addition, FIL continues to work very closely with PFIP on the micro-insurance product, of which PFIP is a promoter and supporter. We expect to launch the micro-insurance product in other parts of the Pacific as part of our regional growth objectives.

LISTING ON SPSE

SPSE: FIL has been a listed for more than 18 years now and you are completing almost a year as the Chairman of FIL. As a new executive of a company that has been listed for a number of years now, what would be your advice to other private companies who are still contemplating going Public?

FIL: FIL has been listed for many years and has continued to grow and provide both capital appreciation as well as dividend returns to its shareholders. As we plan to grow our footprint in the Pacific, being listed is a tremendous advantage as it provides us with a certain amount of credibility and a track record. I would encourage any Company looking to list not to be daunted by the process of making a transition from a private company to a publicly listed entity. From our experience, there are enough capable people to support and guide you and your management team to become a successfully listed entity on the SPSE.

CHALLENGES

SPSE: What would you say would be some of the challenges that FIL faces in its core business operations and what are some of the measures put in place to minimise the impact of these challenges?

FIL: With increased revenues and profitability, the challenges we have faced include having the appropriate levels of human resources, office space and better technology services. To address this, FIL has grown its workforce to employ more people with the skills we require to grow. We have also made some substantial investments in IT technology and infrastructure. We will continue to grow our presence in Fiji, including a new office in Lautoka to be opened.

FUTURE PLANS

SPSE: You have been based outside of Fiji for many years and it was interesting to see a businessman like you willing to invest in a local company. What was the aspiration behind you buying majority shares in FIL through MSVPL? What are some of your future plans that would further enhance shareholder value?

FIL: First of all, I am thrilled to be back in Fiji. Since acquiring majority shares in FIL through Mount Sophia Ventures (Fiji) Pte Limited (MSVPL), FIL has demonstrated 12 months of excellent growth. The performance of FIL has strengthened my conviction that there will continue to be more excellent opportunities. I look forward to continuing to invest in and grow businesses in Fiji and other parts of the Pacific. Traditionally, FIL has probably taken a more passive role in managing its investments. My vision is for FIL to more actively manage its investment portfolio both in Fiji and in Vanuatu. It is important to set strategic goals in order to continue our robust growth and set the stage for ongoing success. We expect to continue to focus on innovation – not only in terms of new insurance products but also innovation of our distribution channels and the use of financial technology in our business. Overall, I believe the next few years at FIL will be exciting as we continue to build and expand our business.

For further information about listing on SPSE, other listed entity performance and/or investing in listed entities, as well as any shareholder related queries regarding your investments in one of the listed entities, please do not hesitate to contact us.

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