## FBD HOLDINGS PLC

### PRELIMINARY ANNOUNCEMENT

# **RESULTS FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2006**

FINANCIAL HIGHLIGHTS	2006 €000s	2005 €000s	%
<ul> <li>Gross written premiums</li> <li>Net earned premiums</li> <li>Operating profit*</li> <li>Profit on sale of land at La Cala</li> </ul>	407,256 345,959 158,515 81,774	389,472 332,371 162,624 -	+4.6% +4.1% -2.5% n/a
<ul> <li>Operating earnings per share*</li> <li>Dividend per share</li> <li>Special dividend per share (paid) – La Cala land sale</li> <li>Net assets per share</li> </ul>	Cent 376.60 69.00 160.00 1,424.76	Cent 363.54 57.50 - 1,250.62	+3.6% +20.0% n/a +13.9%

\* Based on longer term investment return.

Commenting on the results, Philip Fitzsimons, Chief Executive said:

"We are pleased to announce another year of excellent results for 2006. During the year we continued to grow new business volumes and Premium Income while further reducing premiums. Sustainable and competitive pricing combined with good service levels supported expansion of our customer base. Continued premium reductions impacted the underwriting result, increasing the combined ratio to 77.9 per cent. Ongoing savings from national initiatives in road safety and claims costs are essential to enable further premium reductions. "

ENDS	7 <sup>th</sup> March 2007
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### FBD HOLDINGS PLC PRELIMINARY RESULTS ANNOUNCEMENT

FBD Holdings plc ("FBD" or "the Group") is pleased to announce excellent results for the year ended 31<sup>st</sup> December 2006.

### RESULTS

Group operating profit amounted to €158.5m., compared to €162.6m. in 2005.

Total operating income grew to €427.9m (2005: €404.5m). It is comprised of net earned premiums of €346.0m (2005: €332.4m) and investment income (calculated on the basis of longer term returns) of €48.0m (2005: €44.4m) arising in the Group's insurance underwriting business plus net income (i.e after expenses) of €33.9m (2005: €27.7m) from the Group's non-underwriting activities.

Expenses amounting to  $\notin$  269.4m. (2005:  $\notin$  241.9m) related to the Group's underwriting business. They comprise claim costs of  $\notin$  224.7m (2005:  $\notin$  202.5m.) and operating expenses of  $\notin$  44.7m. (2005:  $\notin$  39.4m).

Of the Group's operating profit of €158.5m, €124.6m (2005: €134.9m) is attributable to underwriting and €33.9m (2005: €27.7m) to non-underwriting, as detailed below.

Operating earnings per share, based on longer term investment returns amounted to 376.60c (2005: 363.54c)

Group profit before tax reflects the operating profit of €158.5m (2005: €162.6m), profit on the sale of land at La Cala of €81.8m (2005: no comparative), short-term fluctuations in investment returns of €61.4m (2005: €26.0m) and finance costs of €4.9m (2005: €3.4m).

### UNDERWRITING

Insurance underwriting (FBD Insurance) is the Group's primary business activity.

Gross written premiums (i.e. before reinsurance) increased to  $\notin$ 407.3m., compared to  $\notin$ 389.5m. in 2005. In the light of the reductions in average premium levels that prevailed in the market in 2006, this increase is satisfactory and reflects continued growth in customer numbers in the period.

Net earned premiums amounted to €346.0m. (2005: €332.4m).

The net claims incurred charge, amounted to  $\notin 224.7m$ . (2005:  $\notin 202.5m$ ). comprised of net claims paid of  $\notin 193.6m$ . (2005:  $\notin 163.7m$ .) plus the movement in net outstanding claims provisions of  $\notin 31.1m$  (2005:  $\notin 38.8m$ ). Increased exposures due to the increase in customer numbers together with less benign weather conditions than those experienced in 2005 contributed to the increase.

Net operating expenses amounted to  $\in$  44.7m. (2005:  $\in$  39.4m).

The foregoing premium/claim/expenses figures resulted in an underwriting profit of €76.6m. (2005: €90.5m.). The 2006 net operating ratios were: loss ratio - 65.0% (2005: 60.9%); expense ratio - 12.9% (2005: 11.9%); combined ratio - 77.9% (2005: 72.8%).

After crediting investment income of €48.0m. (2005: €44.4m), the operating profit of FBD's underwriting business amounted to €124.6m. (2005: €134.9m).

### NON-UNDERWRITING

The Group's non-underwriting activities include leisure/property development, financial services and the investment of non-allocated capital ("capital fund"). The contribution to operating profit from these activities amounted to  $\in$  33.9m. (2005:  $\in$  27.7m.)

Leisure and property interests, which include the La Cala and Sunset Beach resorts in Spain and the Tower Hotel Group in Ireland, contributed  $\in 10.1m$  (2005:  $\in 13.6m$ .) to operating profits. The 2005 comparative figure included fees arising on completion of a property related loan. As noted earlier, the profit of  $\in 81.8m$  achieved on the Tranche 1 portion of land sold at La Cala contributed significantly to the Group's pre-tax profits. La Cala's golf and hotel results improved and residential property sales of 38 units were achieved. The Sunset Beach Resort and Tower Hotels Group's results were ahead of 2005.

The Group's financial service businesses, which include general insurance broking (FBD Brokers), life assurance/pension broking/investment advice (FBD Life) and instalment finance (Abbey Finance) contributed  $\notin 4.3m$ . (2005:  $\notin 3.3m$ .) to operating profits. FBD Life maximised the opportunities for growth in the favourable climate that has existed in its markets, particularly for retail investment products. Meanwhile, FBD Brokers continued to be impacted by ongoing reductions in premium levels.

The capital fund, which is invested in "blue chip" equities delivered strong returns which amounted to €19.5m. (2005: €10.8m.)

### BALANCE SHEET

Total assets at year end amounted to  $\in 1,686.6m$  (2005:  $\in 1,564.4m$ ), an increase of 7.8% on 2005. Ordinary shareholders' funds amounted to  $\in 497.5m$  (2005:  $\in 476.1m$ ), an increase of 4.5% for the year. The strong operating performance, the profit on the sale of land at La Cala and the performance of our equity portfolio contributed to the increase. Included in short term fluctuations in investment returns is a gain of  $\in 33.7m$  in respect of the disposal of "available for sale investments". Shareholders' funds at  $31^{st}$  December 2005 included  $\notin 27.0m$  of this gain. The share buyback, amounting to  $\notin 129.0m$  undertaken by the Company in June 2006 and the La Cala special dividend of  $\notin 55.0m$  impacted the year end shareholders' funds' figure. Net Assets per share have grown to 1,424.76c (2005: 1,250.62c), an increase of 13.9%. The buyback and cancellation of shares, already mentioned, contributed to this increase.

## FINAL DIVIDEND

Reflecting the Group's excellent results and the Board's commitment to increase the dividend to earnings ratio, a final dividend of 45.0c (2005: 37.5c) per share is being recommended by the Directors. This will bring the total dividend for the year to 69.0c (2005: 57.5c) an increase of 20%.

The final dividend will be paid on the 25th May 2007 to shareholders on the Company's Register at close of business on 16<sup>th</sup> March 2007. The final dividend is subject to withholding tax ("DWT") except for shareholders who are exempt from DWT and who have furnished a properly completed Composite Resident Form to the Company's Registrar.

## <u>OUTLOOK</u>

The Board is confident that the Group will continue its successful development in the year ahead.

### Underwriting:

Year to date, the trend of premium reductions which has been a feature of the Irish insurance market in recent years has continued, with intense price competition occurring across all classes of business. We will continue to target challenging new business volumes at premium levels we deem to be appropriate and are pleased to report that, year to date, premium income is ahead of last year's corresponding figure.

The insurance environment experienced in Ireland in recent years is the result of unique factors. These include fraudulent claim prevention measures that were introduced, road safety initiatives (e.g. random breath testing, better law enforcement, extension of penalty points), health and safety measures in the workplace/home and the establishment of the Personal Injuries Assessment Board ("PIAB"). The assumptions which each individual insurer makes as to the ongoing impact these matters will have on future claims costs, influences its pricing decisions. Unless further ongoing savings from these and other initiatives are achieved, the pace of premium reductions will advance the convergence of Irish & European combined ratios.

FBD is exercising its own judgements in this environment and will continue to focus on strategies and plans that are designed to grow our underwriting business on the basis of efficiency, sustainability and profitability. These are the critical measures we apply in pursuing our growth objectives. Our approach for growing our business in the prevailing market is built around these key performance criteria.

Our ongoing investment in people, technology and facilities underpins our growth plans. This investment commitment is evidenced by the recent establishment of our new Business Support Centre in Mullingar, Co. Westmeath. The new Centre, which has a start-up complement of 50 new staff, will increase the capacity of our network and play an important role in enabling us to deliver on our business development plans.

#### Non-Underwriting:

As regards our non-underwriting businesses, we will continue to effect strategies that are focused on maximising returns to shareholders. Our property, leisure and financial service interests face challenges and opportunities that are unique to their individual sectors. Each of these businesses are pursuing ambitious plans to ensure success and we are confident that they will perform to expectations.

Regarding La Cala, the decision last year to dispose of development land at the resort, at significant profit, confirms the ongoing commercial assessment the Group undertakes in relation to all its businesses and the focus it maintains on optimising shareholders' interests. As investors are aware, a special dividend, amounting to  $\in$ 55m in total, was paid in August 2006 in respect of Tranche 1 land net proceeds. Payment for the second Tranche of land awaits final approval from the Regional Planning Authority. As previously advised, due to delays being experienced in this process, final approval is unlikely to be received before year end. A distribution of the remaining net sale proceeds, estimated at  $\in$ 65m, will be made when payment of final monies, triggered by the planning approval, is received. As regards La Cala's ongoing activities, we expect golf and hotel performance and residential property sales to deliver their budgets for the year. Likewise, we are optimistic that Sunset Beach Resort and Tower Hotel Group will achieve their profit targets.

Our financial services businesses have commenced the year well and we are confident that they will deliver satisfactory performances.

### Capital:

Capital efficiency is a fundamental principle which the Group applies in all its businesses. The Company has repatriated  $\in$  265m of capital to shareholders, in addition to significantly increased ordinary dividend payments, over the past 2 years. The utilisation of capital generated for the maximum benefit of shareholders will continue to be determined in the context of the development strategies which the Group pursues. It is a matter to which the Board gives ongoing attention. Meanwhile, shareholders' funds will continue to be invested prudently.

#### ENDS

#### <u>Note</u>

Management will present these results to analysts at 10 am. to-day. A copy of the presentation will be posted on the Group's website, <u>www.fbd.ie</u>, at that time.

## FBD HOLDINGS PLC GROUP INCOME STATEMENT FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

		2006 €000s	2005 €000s
Turnover		693,926 =====	531,747
Income Net premium earned Non-underwriting operating income Investment income – longer term rate of return		345,959 33,919 48,054	332,371 27,739 44,435
_		427,932	404,545
<b>Expenses</b> Change in insurance liabilities net of reinsurance Claims paid, net of recoveries from reinsurers Operating expenses		(31,064) (193,648) (44,705)	(38,809) (163,666) (39,446)
Operating profit	Note 1	158,515	162,624
Profit on the sale of land at La Cala	Note 3	81,774	-
Investment income – short term fluctuation		61,350	25,956
Finance costs		(4,859)	(3,425)
Profit before tax		296,780	185,155
Income tax expense		(49,948)	(23,701)
Profit for the year		246,832 =====	161,454 =====
Attributable to: Equity holders of the parent		246,641	161,500
Minority interest		191	(46)
		246,832 ======	161,454 =====
		2006 Cent	2005 Cent
Earnings per 60c ordinary share		678.82 =====	416.09 =====
Diluted earnings per 60c ordinary share		671.28 =====	411.45 =====

## FBD HOLDINGS PLC GROUP BALANCE SHEET - ASSETS AT 31<sup>ST</sup> DECEMBER 2006

	2006 €000s	2005 €000s
Property and equipment		
Land and buildings	213,564	196,923
Fixtures and fittings	16,815	13,302
	230,379	210,225
Intangible assets		
Deferred acquisition costs	13,517	11,849
Investments Investment property	81,181	48,856
Investments held for trading	558,850	477,310
Available for sale investments	3,727	47,290
Investments held to maturity	171,799	13,740
Deposits with banks	327,973	443,042
	1,143,530	1,030,238
Inventories	66,433	62,496
Loans and receivables	122,762	141,673
Reinsurers' share of technical provisions		
Provision for unearned premiums	21,953	19,412
Claims outstanding	50,600	46,622
	72,553	66,034
Cash and cash equivalents	37,423	41,897
Total assets	1,686,597	1,564,412
	======	=====

## FBD HOLDINGS PLC GROUP BALANCE SHEET - LIABILITIES AT 31<sup>ST</sup> DECEMBER 2006

	2006 €000s	2005 €000s
Equity Share capital Capital reserves Revaluation reserves Translation reserves Retained earnings	21,277 12,605 27,540 162 435,935	23,557 9,813 47,706 435 394,616
Shareholders' funds - equity interests	497,519	
Preference share capital	2,923	2,923
Total shareholders' funds	500,442	479,050
Minority interests	6,476	6,423
Total equity	506,918	
Liabilities		
Technical provisions Provision for unearned premiums Claims outstanding	197,507 734,439	188,953 699,397
	931,946	
Bank and other loans	112,350	99,831
Creditors	90,841	51,434
Current tax	7,728	3,395
Deferred tax	33,227	33,873
Retirement benefit obligation	3,587	2,056
Total liabilities	1,686,597 ======	1,564,412 ======

## FBD HOLDINGS PLC GROUP CASH FLOW STATEMENT FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

Operating activities	2006 €000s	2005 €000s
Profit before tax for the year	296,780	185,155
Adjustments for: Gains on investments held for trading and held to maturity Depreciation of property and equipment Share-based payment expense Increase in fair value of investment property Increase in technical provisions Profit on sale of land at La Cala	(30,128) 3,525 512 (4,200) 37,077 (81,774)	-
Operating cash flows before movement in working capital	221,792	193,081
Increase in receivables Increase (decrease) in payables	(26,261) 29,326 	(4,274) (26,665)
Cash generated from operations	224,857	162,142
Income taxes paid	(44,348)	(20,516)
Net cash from operating activities	180,509	141,626
Investing activities Investments held for trading Investments held to maturity Investments available for sale Sale (purchase) of land, buildings and inventory Purchase of fixtures and fittings Purchase of investment property Loans and advances Deposits invested with financial institutions Net cash used in investing activities	(51,495) (157,976) 13,456 69,469 (7,038) (28,125) 43,504 115,069  (3,136)	(13,430) (6,242) (24,656) (3,789) 95,378
Financing activities Dividends paid Repurchase of ordinary shares Proceeds of re-issue of ordinary shares Increase in bank loans Net cash used in financing activities Net decrease in cash and cash equivalents Cash and cash equivalents at the beginning of the year Effect of foreign exchange rate changes	(77,672) (129,213) 5,432 19,879  (181,574)  (4,201) 41,897 (273)	(18,158) (81,238) 1,409 1,243  (96,744)  (9,529) 51,362 64
Cash and cash equivalents at the end of the year	37,423 =====	41,897 =====

## FBD HOLDINGS PLC GROUP STATEMENT OF RECOGNISED INCOME AND EXPENSE FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

	2006 €000s	2005 €000s
Income recognised directly in equity Gain on available for sale investments	806	18,033
Revaluation of owner occupied property	8,476	- 10,035
Actuarial loss	(3,869)	(3,802)
Taxation on income/expense recognised directly to equity	(2,400)	(2,254)
Not income recogniced directly in equity	3,013	 11,977
Net income recognised directly in equity	3,013	11,977
Transfers		((
Transfers to income statement on sale of available for sale investments	(30,913)	(6,384)
Transfer to income statement on sale of land and buildings Taxation on transfers to income statement	- 3,865	(1,071) 801
	(27,048)	(6,654)
Profit after taxation	246,832	161,454
	240,032	
Total recognised income and expense	222,797	166,777
	=====	=====
Attributable to:		
Equity holders of the parent	222,744	166,823
Minority interest	53	(46)
	222,797	166,777
	=====	=====

## FBD HOLDINGS PLC GROUP RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

2005	Share capital €000s	Capital reserves €000s	Revaluation and other reserves €000s	Translation reserve €000s	Retained earnings €000s	Attributable to ordinary shareholders €000s	Preference share capital €000s	Minority interests €000s	Total €000s
Balance at 1 <sup>st</sup> January 2005	25,151	7,445	38,581	371	334,905	406,453	2,923	16,333	425,709
Profit after taxation	-	-	-	-	161,500	161,500	-	(46)	161,454
Exchange translation adjustment	-	-	-	64		64	-	-	64
Dividends paid	-	-	-	-	(18,158)	(18,158)	-	-	(18,158)
Buyback of own shares	-	-	-	-	(81,238)	(81,238)	-	-	(81,238)
Cancellation of own shares	(1,594)	1,594	-	-	-	-	-	-	-
Reissue of ordinary shares	-	-	-	-	1,409	1,409	-	-	1,409
Recognition of share based payments	-	774	-	-	-	774	-	-	774
Transfer to income statement on sale of available for sale investments	-	-	(5,583)	-	-	(5,583)	-	-	(5,583)
Gain on available for sale investments	-	-	15,779	-	-	15,779	-	-	15,779
Purchase of minority interest	-	-	-	-	-	-	-	(9,864)	(9,864)
Actuarial loss on pension fund valuation	-	-	-	-	(3,802)	(3,802)	-	-	(3,802)
Sale of land and buildings	-	-	(1,071)		-	(1,071)	-	-	(1,071)
Balance at 31 December 2005	23,557	9,813	47,706	435	394,616	476,127	2,923	6,423	485,473
2006									

Profit after taxation	-	-	-	-	246,641	246,641	-	191	246,832
Exchange translation adjustment	-	-	-	(273)	-	(273)	-	-	(273)
Dividends paid	-	-	-	-	(77,672)	(77,672)	-	-	(77,672)
Buyback of own shares	-	-	-	-	(129,213)	(129,213)	-	-	(129,213)
Cancellation of own shares	(2,280)	2,280	-	-	-	-	-	-	-
Reissue of ordinary shares	-	-	-	-	5,432	5,432	-	-	5,432
Recognition of share based payments	-	512	-	-	-	512	-	-	512
Transfer to income statement on sale of available for sale investments	-	-	(27,048)	-	-	(27,048)	-	-	(27,048)
Gain on available for sale investments	-	-	706	-	-	706	-	-	706
Actuarial loss on pension fund valuation	-	-	-	-	(3,869)	(3,869)	-	-	(3,869)
Revaluation of owner occupied property	-	-	6,176	-	-	6,176	-	(138)	6,038
Balance at 31 December 2006	21,277	12,605	27,540	162	435,935	497,519	2,923	6,476	506,918
	=====			=====		=====	=====	=====	=====

## FBD HOLDINGS PLC SUPPLEMENTARY INFORMATION FOR YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

### Note 1 - Operating profit by activity

	2006 €000s	2005 €000s
Underwriting	124,598	134,885
Non underwriting	<u> </u>	27,739 162,624

### Note 2 - Underwriting result

	2006 €000s	2005 €000s
Gross written premiums	407,256	389,472
Net earned premiums	345,959	332,371
Net claims incurred	(224,712)	(202,475)
Net operating expenses	(44,705)	(39,446)
Underwriting result	76,542	90,450
Ratios:	%	%
Net loss ratio	65.0	60.9
Net expense ratio	12.9	11.9
Combined ratio	77.9	72.8

### Note 3 Profit on sale of land at La Cala

On 23rd February 2006, Ranchos Reunidos S.A., a 100% subsidiary of the Group, entered into a conditional agreement to sell a major portion of the building development land which it owned at La Cala Resort, Mijas, Costa del Sol, Spain, for a total consideration of €201,000,000. The consideration was constituted in two parts, apportioned between two tranches of land.

On 22nd June 2006, the initial consideration payment of  $\in 100,000,000$  arising on the Tranche I land was received. The remainder of the Tranche I consideration, amounting to  $\in 21,000,000$  is due to be received on 30th June 2007. The Group has recognised a profit of  $\in 81,774,000$  on the sale Tranche I development land in the year to  $31^{st}$  December 2006.

The consideration, amounting to €80,000,000, for the Tranche II land, becomes payable at a later date, contingent on receipt of final planning approval from the Spanish Regional Planning Authority.

## FBD HOLDINGS PLC SUPPLEMENTARY INFORMATION (continued) FOR YEAR ENDED 31<sup>ST</sup> DECEMBER 2006

# Note 4 - Dividends

		2006 €000s	2005 €000s
Paid in Period 2006 Interim dividend of 24.00c (2005: 20 ordinary shares of 60c each	.00c) per share on	8,247	7,578
2005 Final dividend of 37.50c (2005: 27.2 ordinary shares of 60c each Dividend of nil (2005: 8.4c) per share on 1		14,277	10,298
preference shares of 60c each Dividend of 4.8c (2005: 4.8c) per share on		-	113
preference shares of 60c each		169	169
Special dividend of 160.00c (2005: nil) per shares	share on ordinary	54,978	-
		77,672	18,158
<b>Proposed:</b> Dividend of 8.4c (2005: nil) per share on 1	4% non-cumulative	113	
	•		- 169
ordinary shares of 60c each		<u>15,714</u> 15,996	14,277
	-	13,996	14,446
Note 5 - Share capital Authorised	Number	2006 €000s	2005 €000s
At beginning of year:			
Ordinary shares of 60c each	51,326,000	30,796	30,796
Issued and fully paid:			
At beginning of year Cancellation of shares	39,261,206 (3,800,000)	23,557 (2,280)	25,151 (1,594)
At end of year	35,461,206	21,277	23,557

The total number of shares held as treasury shares at 31<sup>st</sup> December 2006 was 541,775.