

## 7. Overview of Operating Performance

The Company has engaged in life reinsurance of all classes. The reinsurance premium written are partially appropriated for insurance reserve which is further invested to bring in returns that could cover contingent liabilities. Thus, in addition to life reinsurance, investment is extremely crucial for our business operation.

Our major income source is net reinsurance premium written which make up 97-99 percent of total income, followed by investment income which is around 3-4 percent of total income. The remainder includes commission and brokerage income and other incomes.

The Company provided reinsurance for domestic life insurance companies. The services are classified by two main types of business, which are conventional and non-conventional reinsurance. Over the past 9-10 years, non-conventional reinsurance has played a pivotal role in growing the Company's overall premiums. It has experienced robust growth and contributed an increasing proportion in the Company's total reinsurance premium written when compared with the past records.

On the investment side, the Company enjoyed an average rate of return on investment of 2-5 percent in 2018 to 2020. The main investment assets are held-to-maturity investments such as government and state enterprise securities, debentures, etc., which make up about 45-60 percent of total investment assets, moreover by available-for-sale investments such as equity securities and unit trusts, accounting for approximately 40-50 percent of total investment assets. Aside from the above is trading investment accounting for approximately 4 percent. Please see the information as detail from annual report 2020, page 121 – 136

Unit : Million

Items	Y 2020	Y 2019
Gross written premium	2,339.70	2,400.30
Earned premium	2,281.48	2,347.46
Net investment income	70.52	61.45
Long-term insurance policy reserves increased from prior year	64.66	86.59
Gross benefits and claims	1,420.63	1,370.46
Net Profit (loss)	194.13	255.47

Unit : Percent

Items	Y 2020	Y 2019
First year underwriting expenses: Net reinsurance premium	32.15%	32.75%
Renewal underwriting expenses: Net reinsurance premium	26.47%	24.50%
Return on equity ratio	13.34%	17.08%

Unit : Percent

Items	Y 2020	Y 2019
Return on asset ratio - Total return on asset ratio - Return on asset ratio excluding life insurance policies from Unit Linked and Universal Life	8.15% -	10.73% -
Unit: Return on Investment Ratio - Total return on investment ratio - Return on investment ratio excluding investment from life insurance policies A Unit Linked and Universal Life	3.56% -	3.11% -
Ratio Investment asset per premium reserves (appraised value)	236.91%	255.47%