

Opportunity Day 2Q2019



THREL

UNIQUE LIFE **RE**SOLUTION

THAIRE LIFE ASSURANCE PUBLIC COMPANY LIMITED

8th August 2019

“ WE PROVIDE **TAILORED SOLUTIONS**
TO MEET SPECIFIC NEEDS FOR OUR
CLIENTS AND ENABLE THEM TO
ENHANCE AND **EXPAND INTO NEW**
MARKET OPPORTUNITIES. ”

SUTTI RAJITRANGSON
President & CEO



Agenda

Who we are

Key financial & highlights

Business Outlook

Q&A

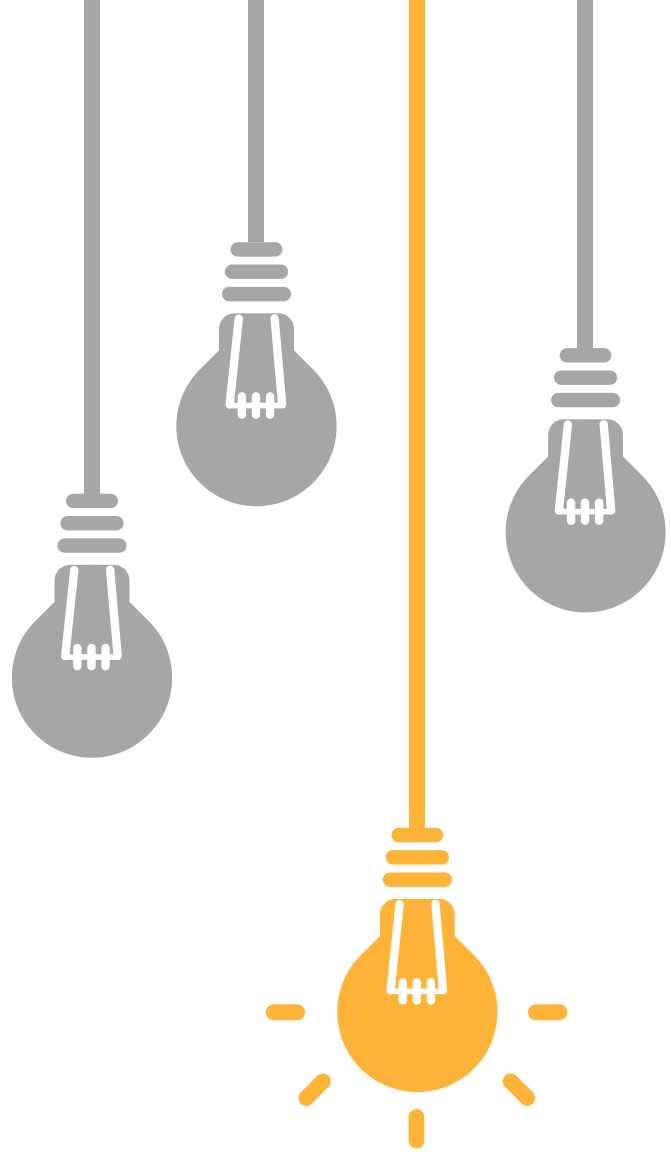
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Vision

Being **unique** life reinsurance solutions provider.

Mission

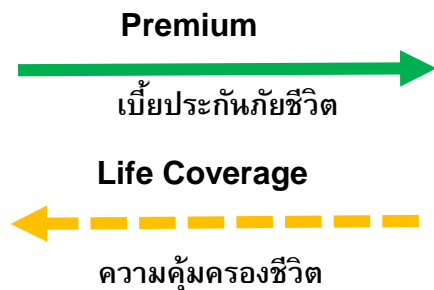
- We aim to create and develop insurance products and services with our international standard approach.
- We continue to maintain our financial strength and create sustainable return to our shareholders.
- We aim to optimize our resources and platforms to cope with business environment changes.

Who we are

Insured
ผู้เอาประกันภัย



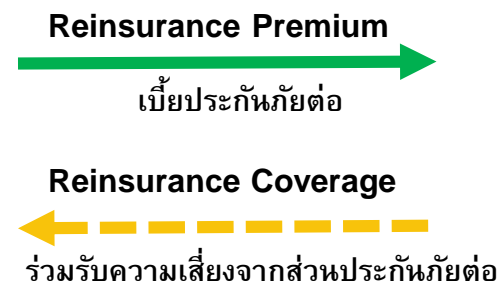
Life Insurance
ประกันชีวิตตรง



Insurer
ผู้รับประกันภัย



Life Reinsurance
ประกันชีวิตต่อ



Reinsurer
ผู้รับประกันภัยต่อ



CGR Score 5
(Excellent)



AMBEST
A- (Excellent)



OIC Rating
AAA

- **We are only one Reinsurer with local service.**
ไทยรีมีความเข้าใจตลาดและให้บริการได้รวดเร็ว
- **We maintain CAR >300% which equivalent to Credit rating AAA of OIC guideline.**
ลูกค้าจะมีต้นทุนที่ถูกลงกว่าหากใช้บริการกับไทยรี
- **We gain market share 20% in Thai market.**
ไทยรีเป็นบริษัทชั้นนำในตลาดประเทศไทย



Characteristics of THREL

Conventional

การพัฒนาธุรกิจแบบดั้งเดิม

Non Conventional

การพัฒนาธุรกิจแบบร่วมพัฒนา

Products



Services

Risk Management :

Provide reassurance capacity and consultancy.

Business Development :

Partner up with life insurers to develop new products, services, and distribution channels.

Consultant :

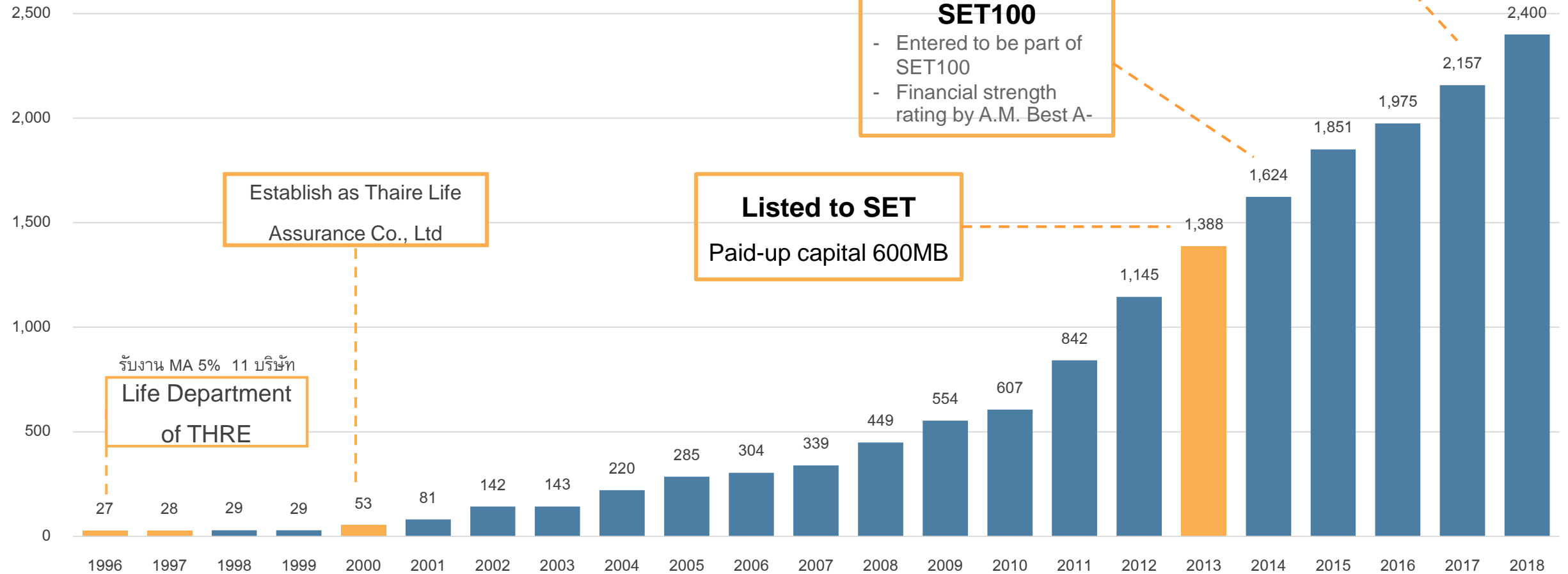
Support UW & Claim service by experienced team of Senior Underwriters, Physician doctor, nurses, and staff.

Knowledge :

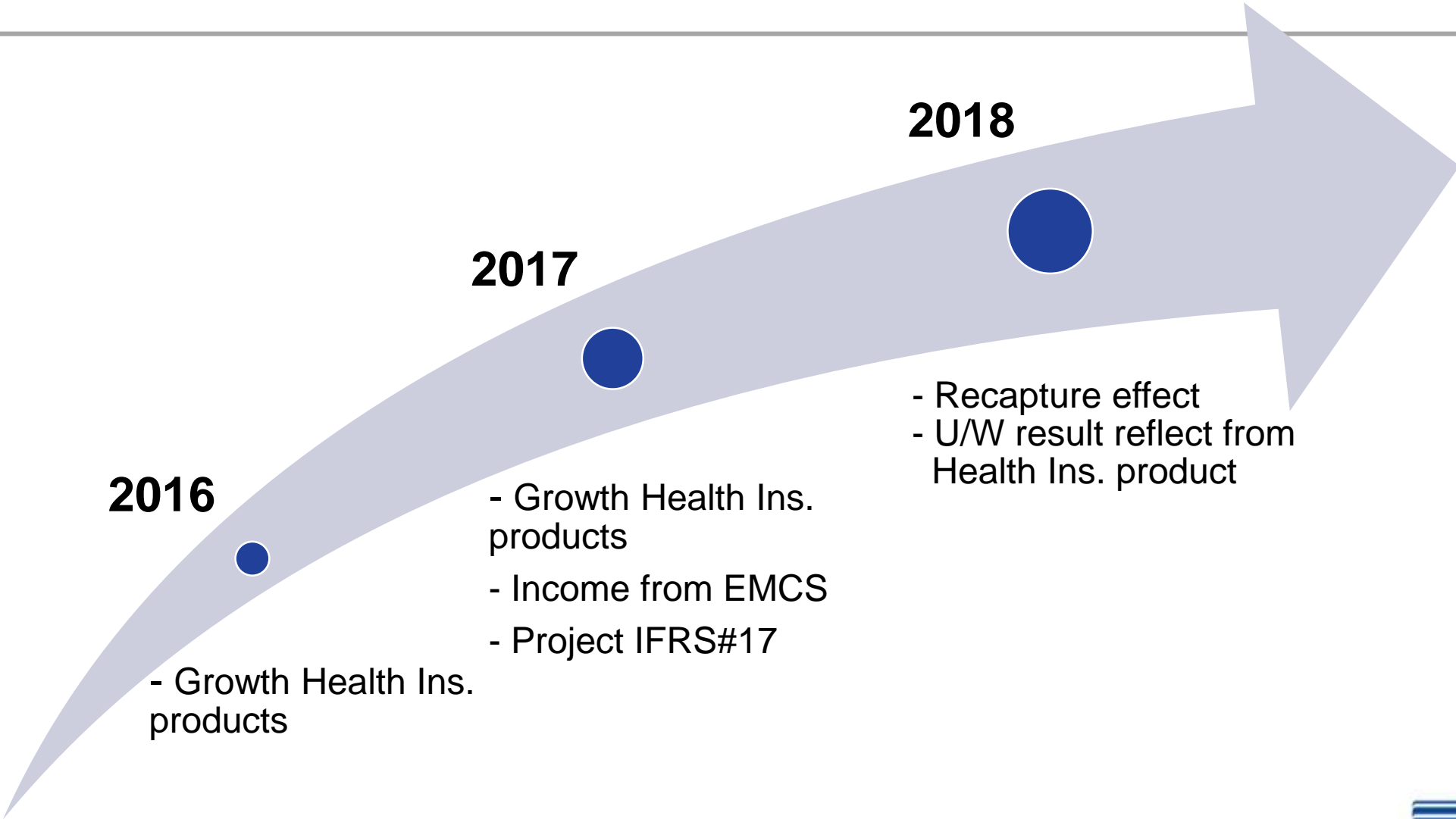
Provide tailor-made & public trainings and seminars for the industry.

Company History 1996 – 2018 THREL Premiums

THREL'S Premium (MB)



Events 2016-2018



2016

- Growth Health Ins. products

2017

- Growth Health Ins. products
- Income from EMCS
- Project IFRS#17

2018

- Recapture effect
- U/W result reflect from Health Ins. product



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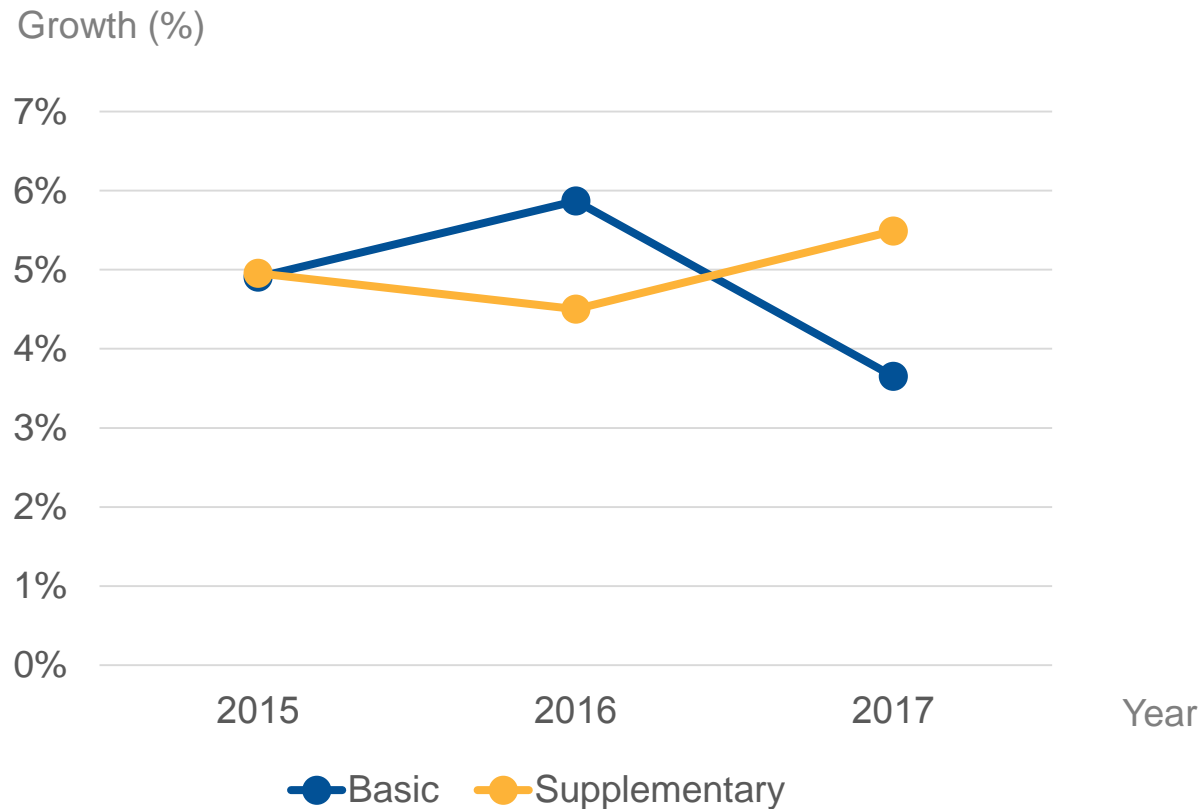
Key financial & highlights

Business Outlook

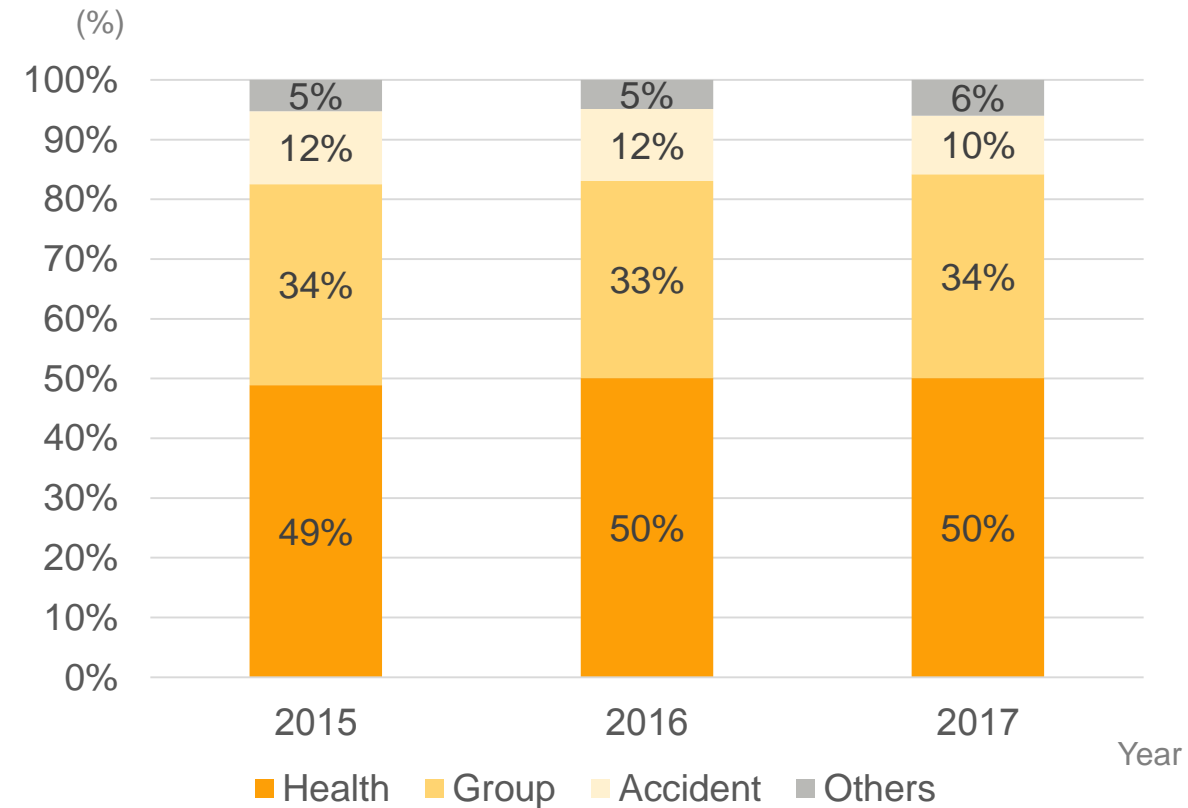
Q&A

Thailand Market Product Trend - Basic vs Supplementary

2015 – 2017 Net Written Premiums Growth



2015 – 2017 Proportion of Supplementary product



ข้อมูลจาก รายงานประจำปี 2017 ของสำนักงาน คปภ.

Basic – Whole Life, Endowment, Term, Others
 Supplementary – Group, PA, ACC, Health, Others

THREL Goal in 2019

ROE
17%

CAR
300%

Investment Yield
4%

Combined ratio
90%

Opex ratio
5%

Gross Premium Growth 7%

Key Financial Highlights 1H2019

ROE
13.5%*

CAR
340%

Investment Yield
5.6%*

Combined ratio
92.7%

Opex ratio
5.3%

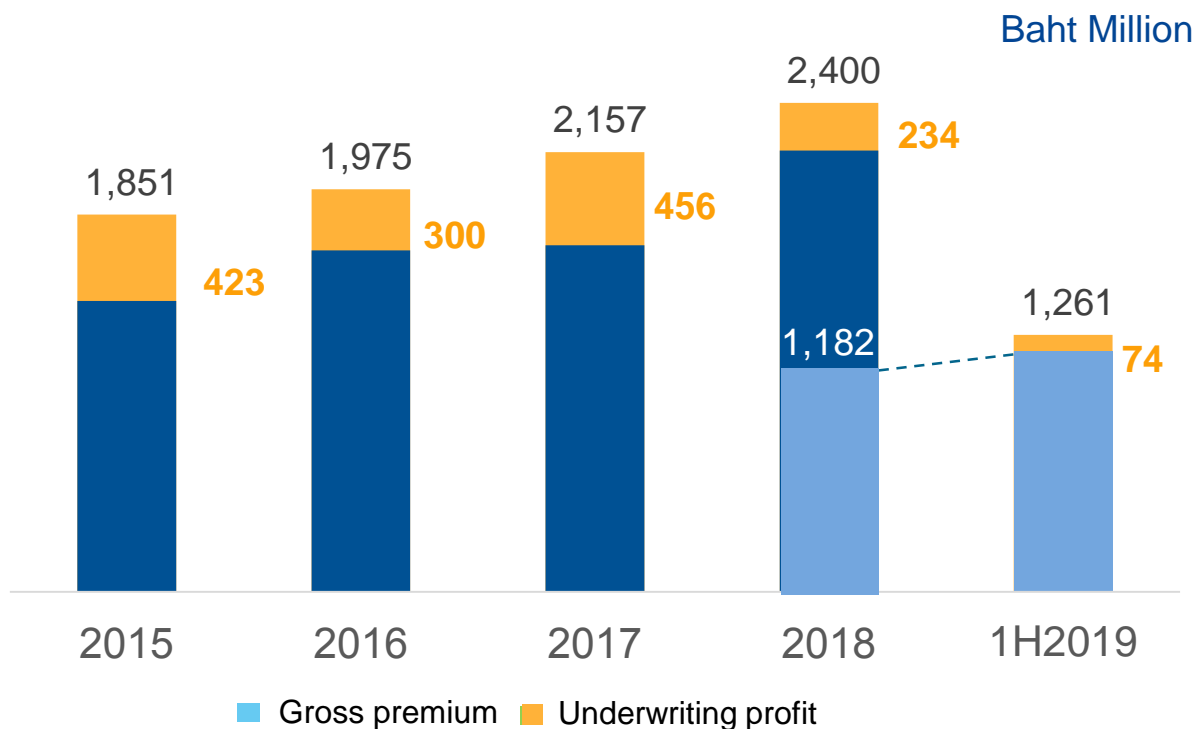
Gross Premium Growth 7%

* annualize



Financial Highlights

Gross Premium Written & Underwriting Result



Baht Million

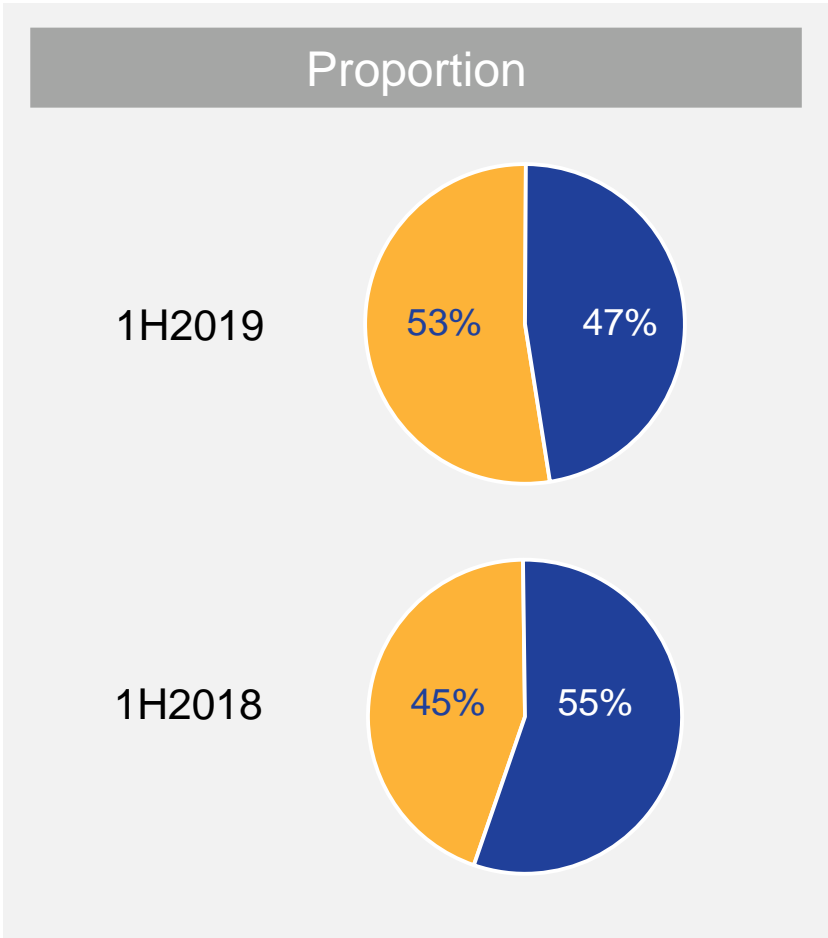
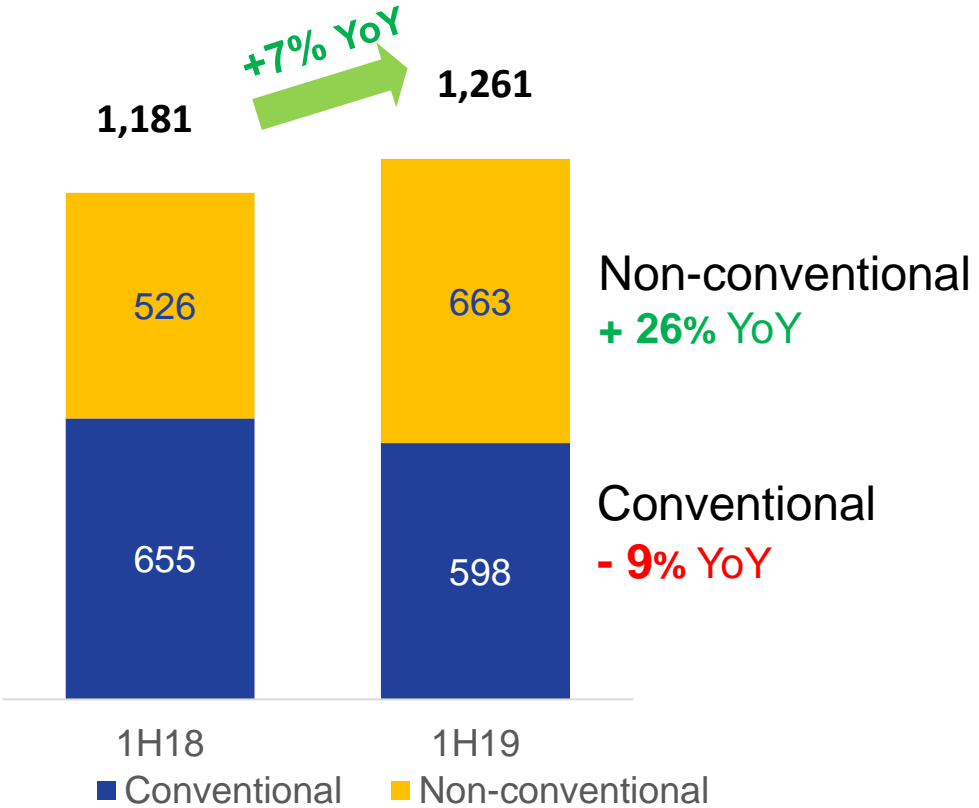
	2Q18	2Q19	%YoY	1H18	1H19	%YoY
Premium Written	633	693	10%	1,182	1,261	7%
Earned Premium	560	550	-2%	1,117	1,122	0%
Underwriting Profit	95	22	-76%	163	74	-55%
Investment Income	21	34	63%	36	56	57%
Profit Before Tax	116	56	-51%	200	130	-35%
Net Profit	94	49	-48%	163	109	-33%
Combined Ratio	81.6	94.4		84.4	92.7	
EPS (baht)	0.16	0.08		0.27	0.18	

Gross premium written has been growing steadily over the past few years, and 1H2019 was increased by 7% YoY.

Performance by Character of Business

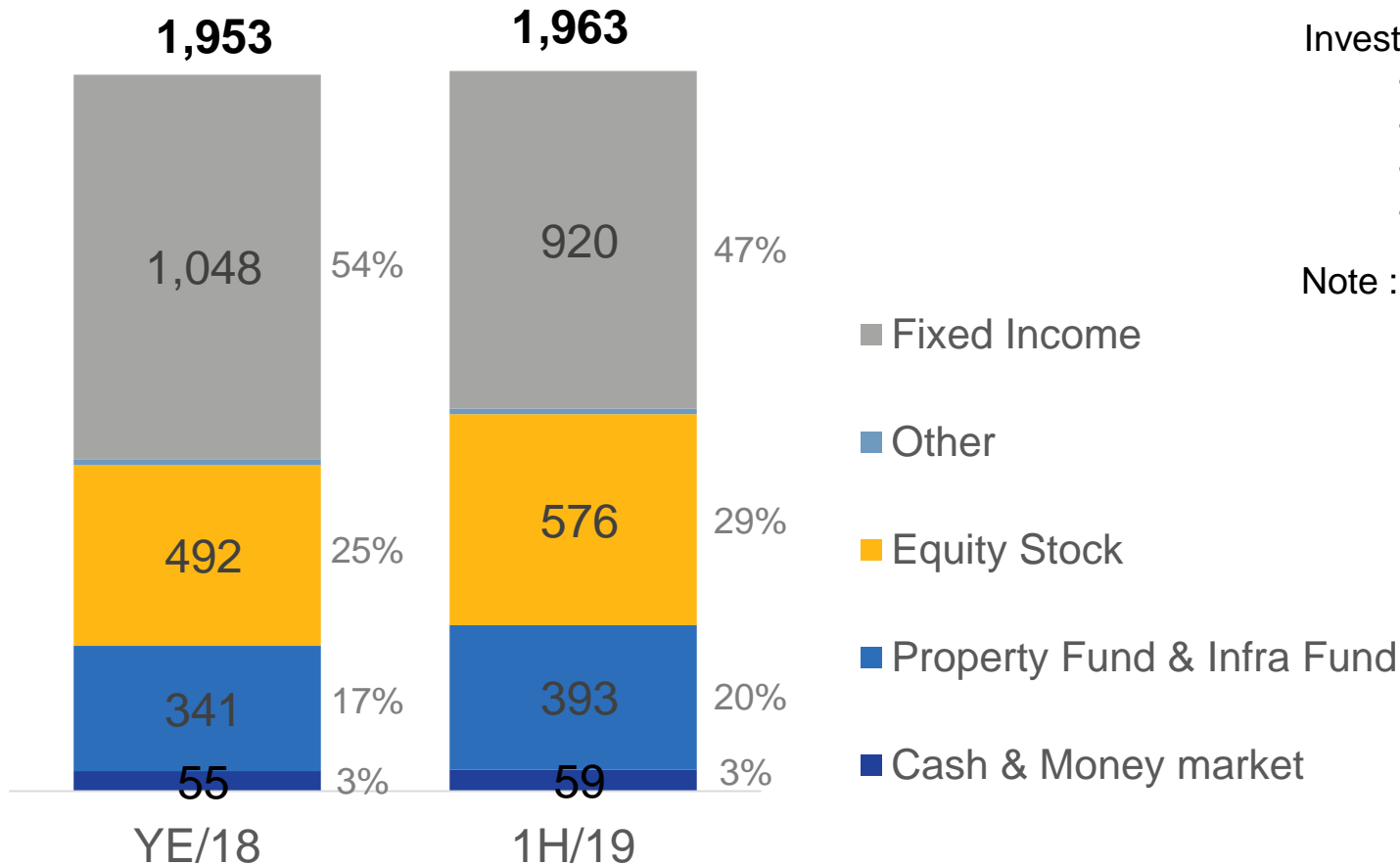
Gross Premium 1H 2019 Vs 1H 2018

Baht Million



Investment Asset

Baht Million



Investment Assets grew up 10 mb from YE/18 around 0.5%

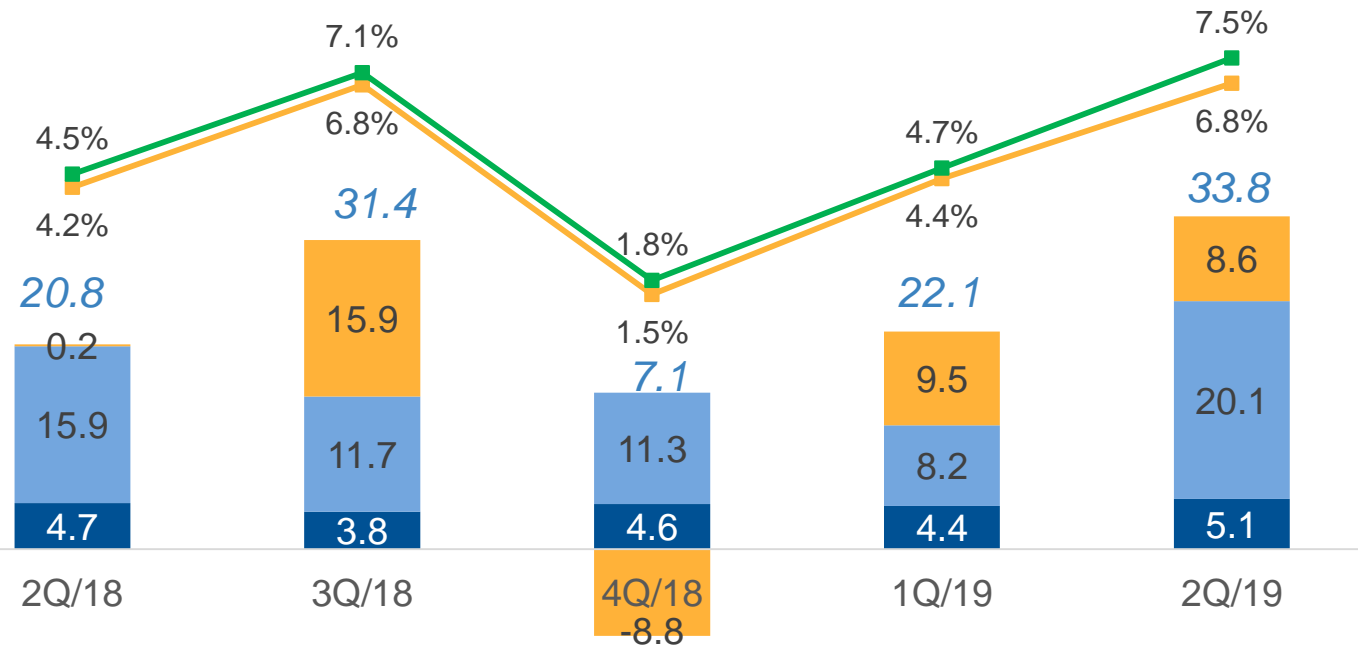
- Cash paid from operation -75 mb
- Increasing in market price 66 mb
- Interest and dividend for reinvestment 31 mb
- Others -12 mb

Note : Fixed income - Fixed income funds, Bond & Treasury, Debentures, Time Deposit and Loan
 Equity Stock - Equity, Flexible fund, Equity fund and Foreign investment fund

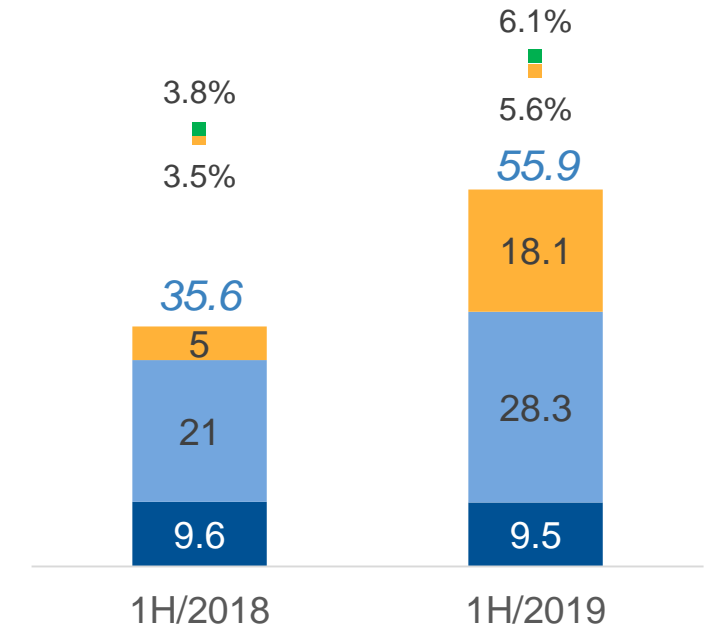
Investment Income

Baht Million

By Quarter



By Half year



Interest Dividend Capital gain & Mark to Mkt ROI ROI included Tax benefit

Dividend 2Q/19 increased by 4 mb +26% YoY due mainly to increased investment proportion in property fund & infra fund and equity stock

Capital gain & Mark to market 1H/2019 increased by 13.1 mb +262% YoY due mainly to the growth of SET index increased by 11% YoY



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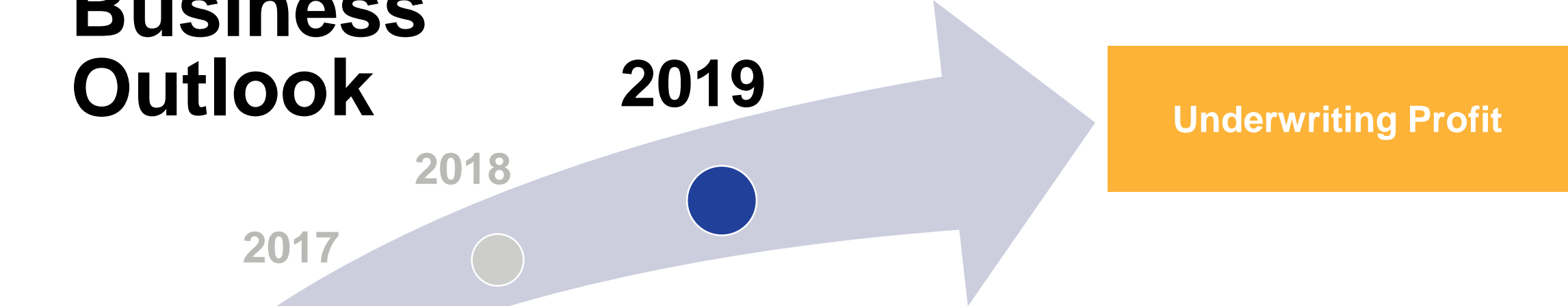
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Active Strategy

- Claim management
- Commission review

Portfolio Management

- Control Combined Ratio
- Control portfolio mixed

New Business

- New product
- New market
 - CLMV / Upcountry
- New distribution channels
 - online/ telemarketing



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IR contact

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Thank You

Q&A

If we aren't able to answer your question due to limited time at this forum, you are welcome to call us or send E-mail.

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