



THAIRE LIFE ASSURANCE PUBLIC COMPANY LIMITED

Analyst Meeting

11 May 2022

Disclaimer

The information of this presentation is the intellectual property of “Thaire Life Assurance Public Company Limited” (THREL). You may not reuse, republish or reprint or duplicate such information without written consent of THREL.

All information is solely for reinsurance purpose. While the information of this presentation has been verified to the best of abilities, THREL cannot guarantee that there are no mistakes, errors.

THREL reserves the right to change the information at any given time, of which you will be promptly updated. If you would like to ensure the up-to-date information, please [visit our website : www.thairelife.co.th](http://www.thairelife.co.th)

Agenda

About THREL and Business Overview

Financial Performance 1Q22 Vs 1Q21

Outlook and Strategic Plan

Q & A

About THREL & Business Overview



THREL at a glance

- THREL is only local life reinsurance company in Thailand
- THREL established in 2000 and listed in the SET since October 9, 2013
- Though all 22 domestic life insurance companies are customer of THREL



THREL has been listed as Thailand Sustainability Investment 2021.



A.M. Best
Rating
A-

CG Score



CAR
387%
Q1/2022

AGM Score
100 full score

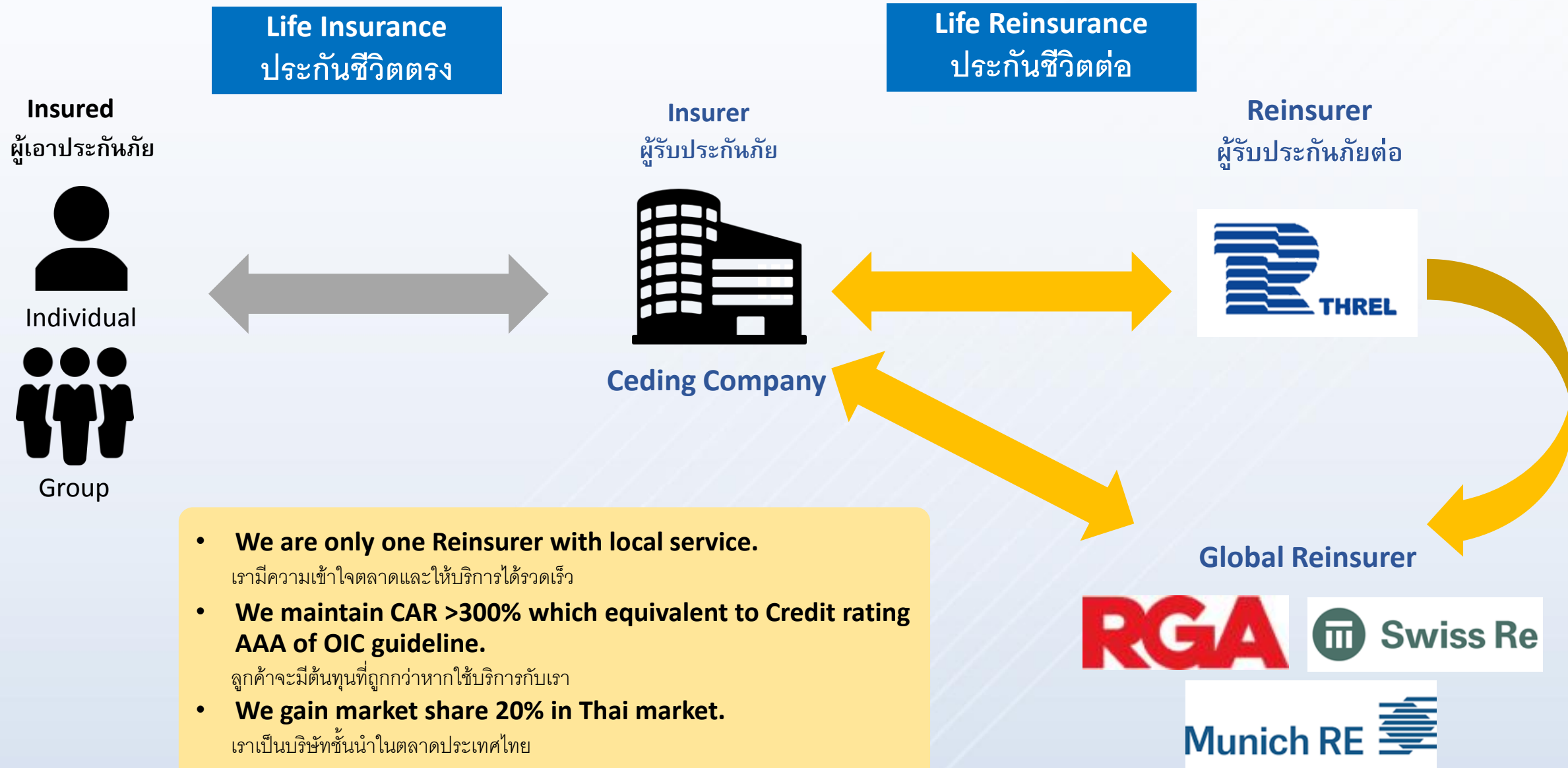


“excellent” level

THSI
THAILAND
SUSTAINABILITY
INVESTMENT 2021

CAR YE2021 = 338%

THREL business model



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



We develop business with **non-conventional reinsurance strategy**. We analyze variety characteristics of ceding; company size, capital size, strengths and business direction to create an opportunity in increasing share of new business. It is the way that company has proactively served as an active reinsurer by participating in all activities with life insurance companies, ranging from new product development and launches to respond the market demand, set up marketing activities as well as explore new distribution channels.



Characteristics of THREL

OUR PRODUCTS



1. Ordinary Life



2. Group Insurance



3. Credit Life & Mortgage



4. Personal Accident



5. Health Rider

OUR SERVICES



REINSURANCE
SOLUTION



PRODUCT
DEVELOPMENT



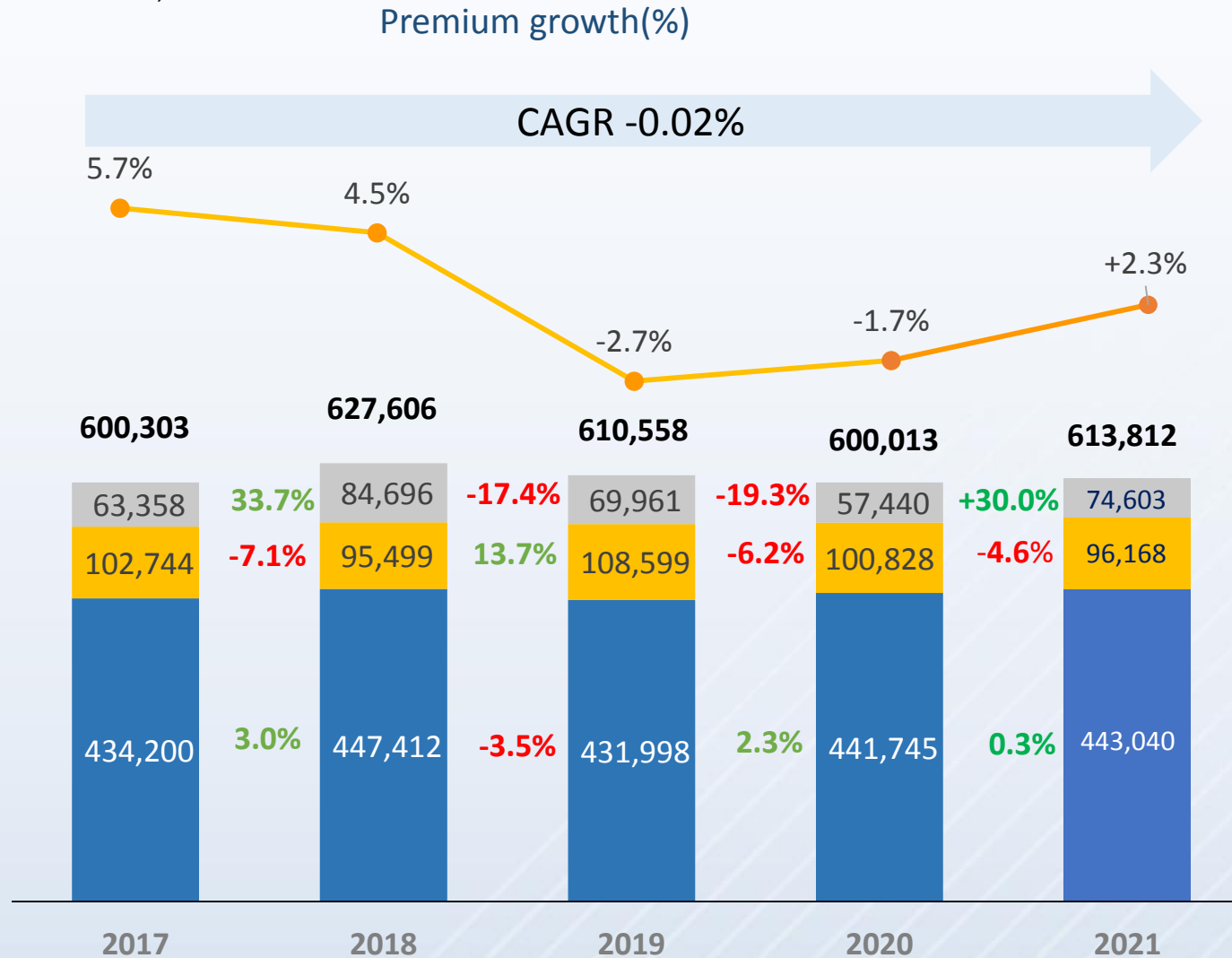
TECHNICAL
TRAINING



MEDICAL
/UNDERWRITING

Thailand Life insurance Market Premium

(Unit : Million Baht)



2021

- Overall premium growth at 2.3%YoY
- Single Premium has a higher growth rate resulting from new premium of investment-linked product. Due to low interest rate causing a change in behavior that requires new investments for better returns. And also the growth of health rider contract and CI.
- First Year Premium slightly decrease from last year -4.6%
- Renewal Premium remain stable with the persistency rate at 82% that do not shrink in covid situation.

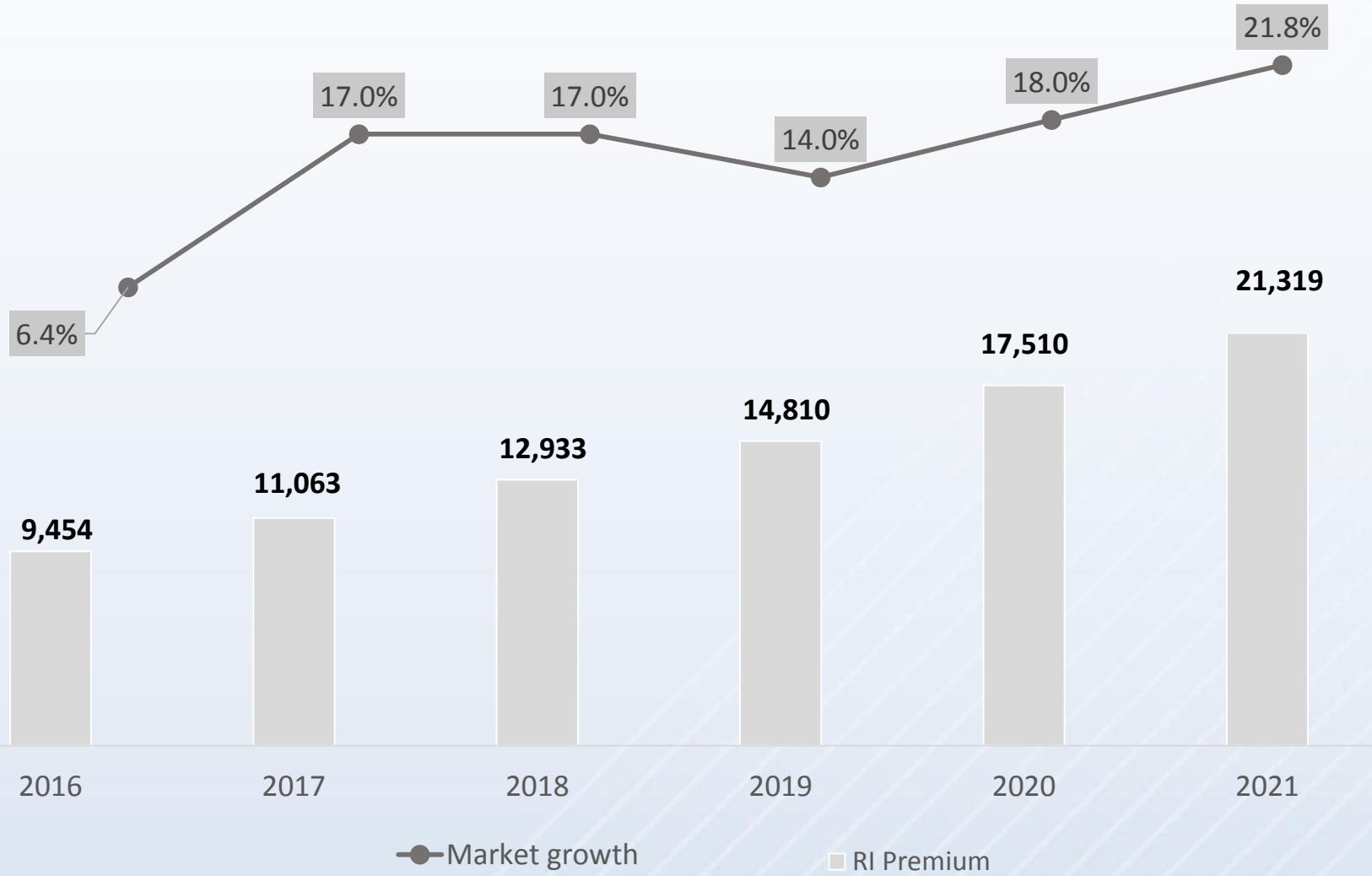
Source : OIC

■ Single Premium ■ First Year Premium ■ Renewal Premium

Reinsurance premium

(Unit : Mil Baht)

RI Premium Growth

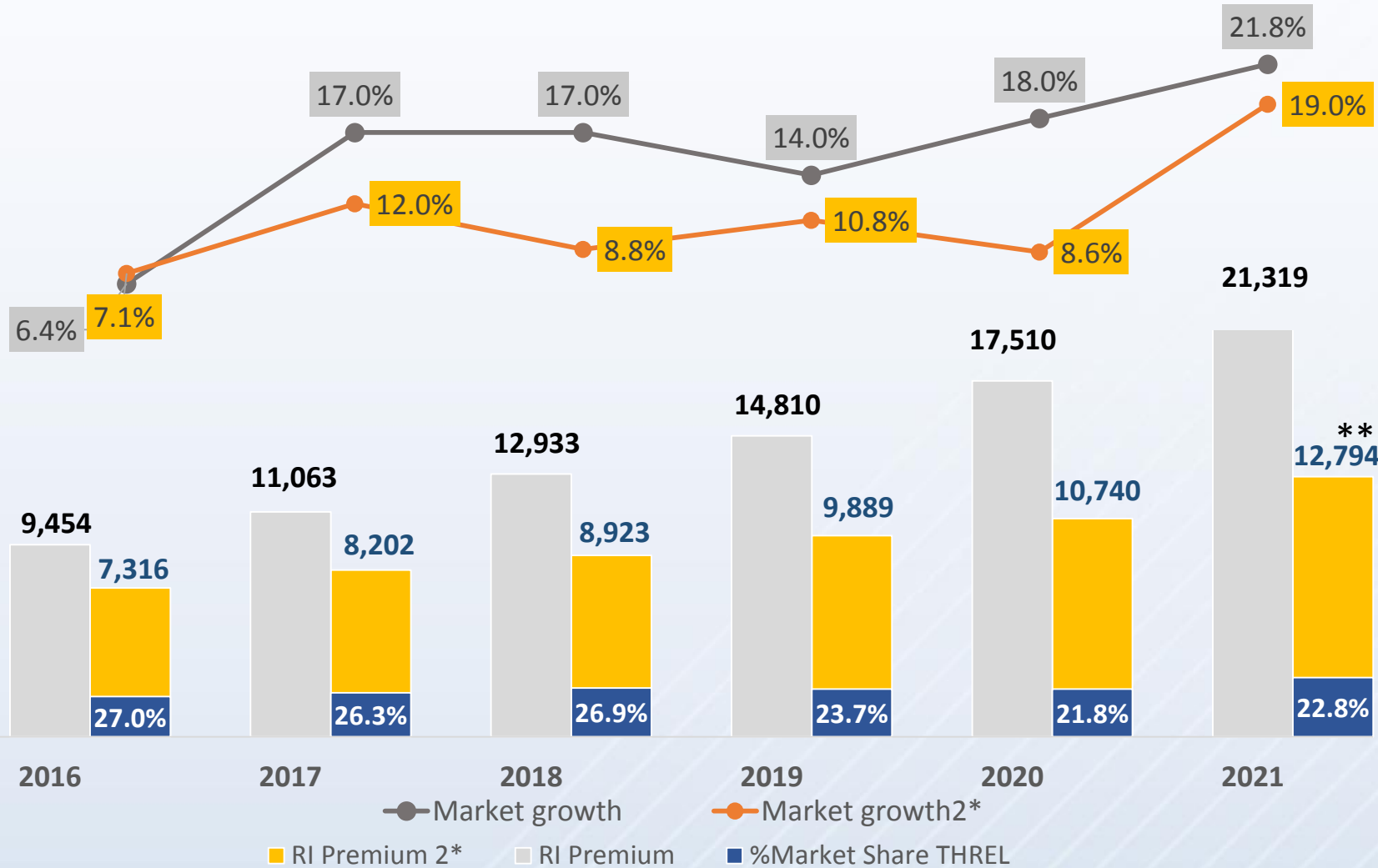


Source: Office of insurance commission

Reinsurance premium vs. THREL's market share

(Unit : Mil Baht)

RI Premium Growth



Market share 2021 22.8%

- RI premium market exclude 75%AIA and 90%GEN would be approximately 12,794 MB **
- Others players in Thailand RI market consist of 5 key players : SwissRe, RGA, MunichRe, HanoverRe, SCOR

Remark

* : Market Growth (2) = excl. ceding companies who ceded to their parent companies like AIA 75% and GEN 90%; market CAGR 2016 - 2021 shall be 12.0%. Data as at 09/05/22

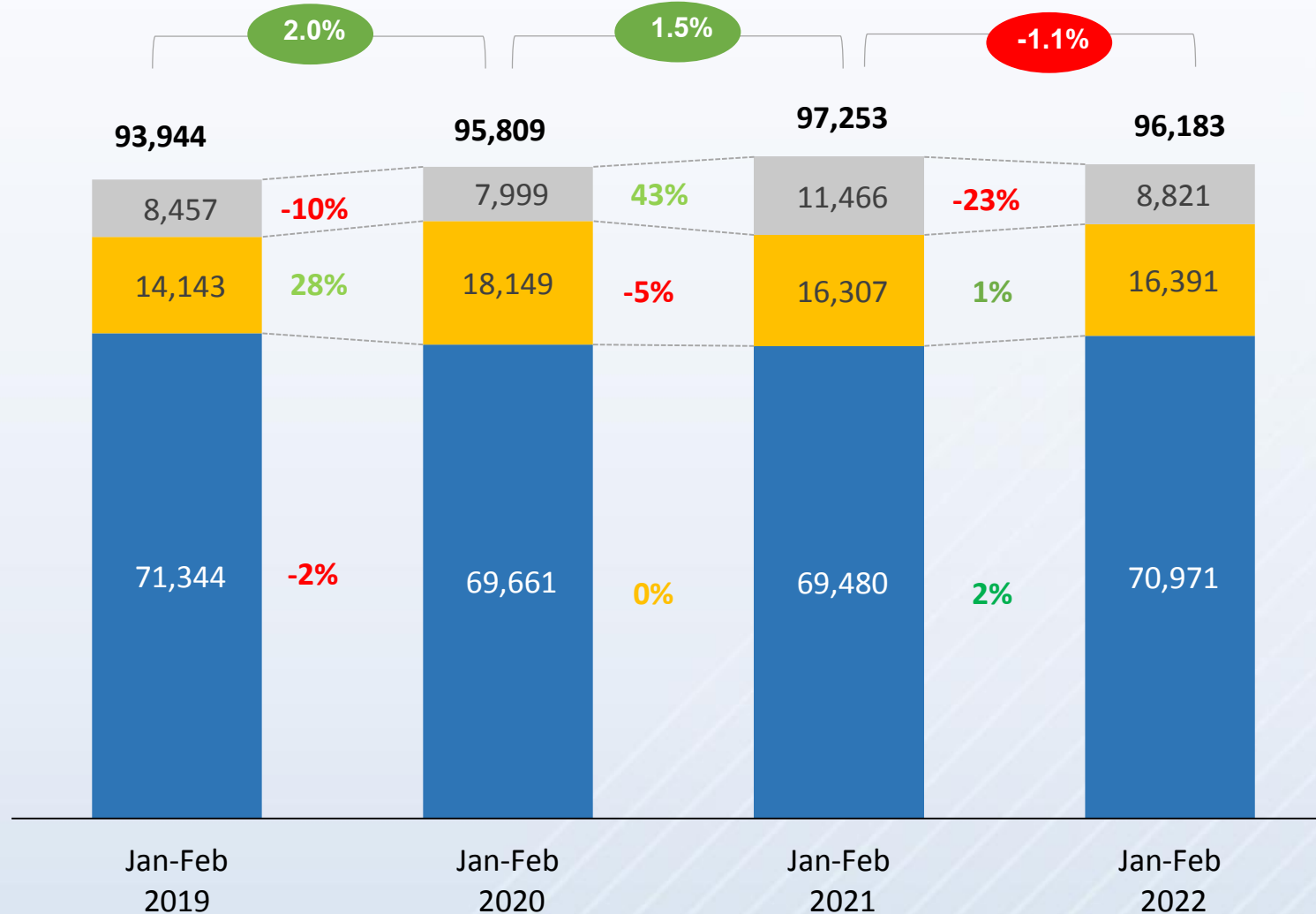
** : THREL estimated by Q1-Q3 Actual + Q4 forecast

Source: 1. Office of insurance commission
2. Financial statement of AIA and GEN



Thailand Life insurance Market Premium – YTD Feb

Unit: Million Baht



YTD Feb 22

- Overall premium +1%
- Single premium -23%
- First Year premium +1%
- Renewal premium +2% with the persistency rate at 83%



Source : TLAA

Characteristics of THREL

OUR PRODUCTS



1. Ordinary Life



2. Group Insurance



3. Credit Life & Mortgage



4. Personal Accident



5. Health Rider

OUR SERVICES



REINSURANCE
SOLUTION



PRODUCT
DEVELOPMENT



TECHNICAL
TRAINING



MEDICAL
/UNDERWRITING

BUSINESS MODEL

Conventional

Insurers manage their own risk by ceding insurance

Non-Conventional

THREL being active reinsurer by provide product & marketing concept with insurers

INSURERS

ceding



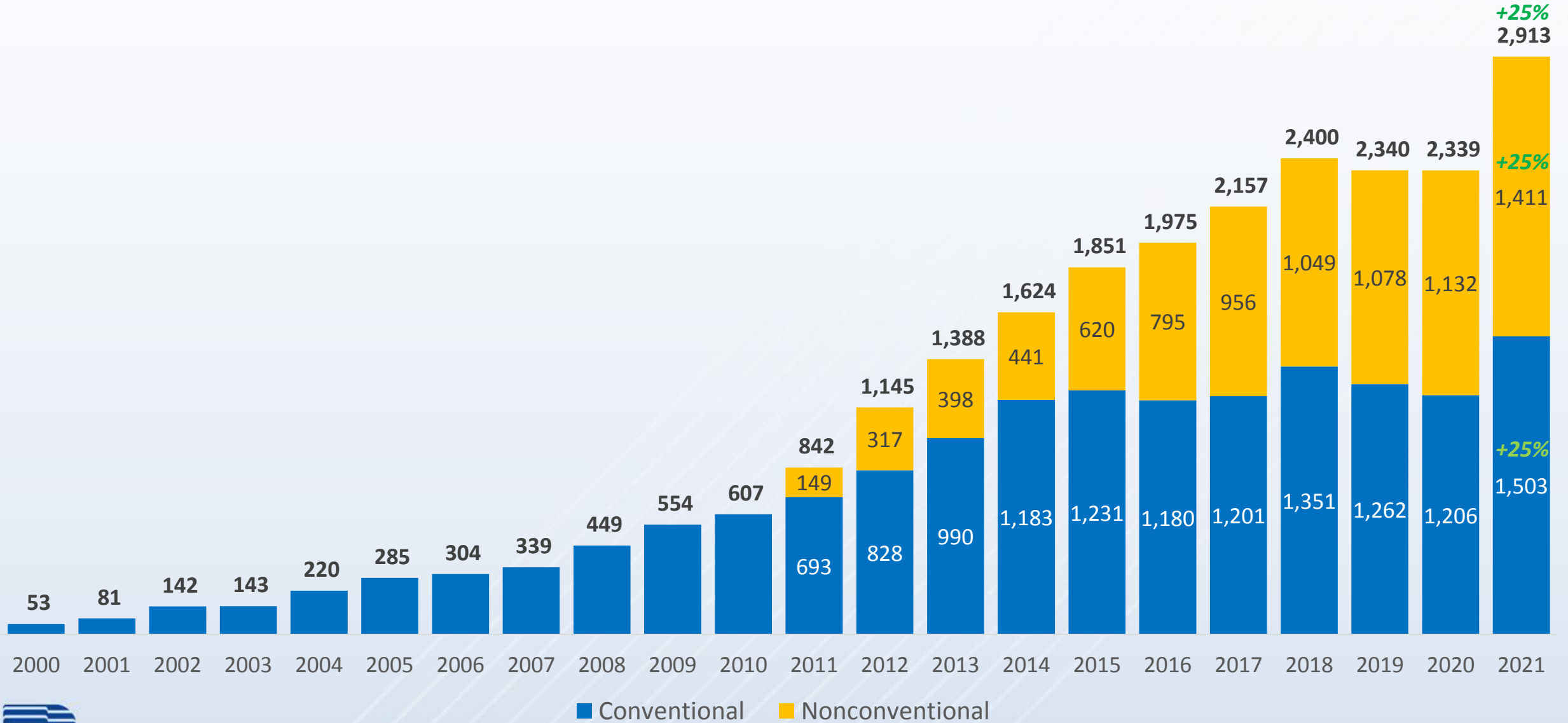
- Market research
- Product development
- New distribution channels

ceding

INSURERS

Premium Con vs Non-con 2000 - 2021

Confidential – For investor company visit Only



Financial Performance 1Q2022

Financial Performance 1Q

Confidential – For investor company visit Only

Unit: Million Baht

	1Q21	1Q22	YoY	
Gross Written Premiums	480	670	190	40%
Earned Premium	524	693	168	32%
Change in Long-term policy reserve	(11)	(16)	(6)	-53%
Net Claims	351	467	116	33%
Net Commission	136	129	(7)	-5%
Total Expenses	33	43	9	28%
Profit from underwriting	14	70	56	390%
Net investment income and other	18	16	(2)	-13%
Profit before tax	33	86	54	164%
Income Tax Expenses	5	16	12	257%
Net Profit	28	70	42	150%
EPS (Bt)	0.05	0.12		
Loss Ratio	65.7%	65.9%	0.2 pp	
Commission Ratio	25.4%	18.1%	-7.2 pp	
Expenses Ratio	7.0%	6.5%	-0.6 pp	
Combined Ratio	98.1%	90.5%	-7.6 pp	

1Q22

Premium: growth +40% ,or +190 MB

- Short-term business +212 MB mainly from Group +154 MB and Health 62 MB mainly due to new contracts.
- Long-term business -22 MB mainly from credit life -16 MB due to economic slowdown and bank delay lending and OL -5 MB.

Claim: +33%, or +116 MB

- Group claim increased +106 MB related to the premium growth and covid, especially from Group health.
- OL claim increased +10 MB from normal death claim.
- Claim reserve release approximately 60MB

Commission : -7MB

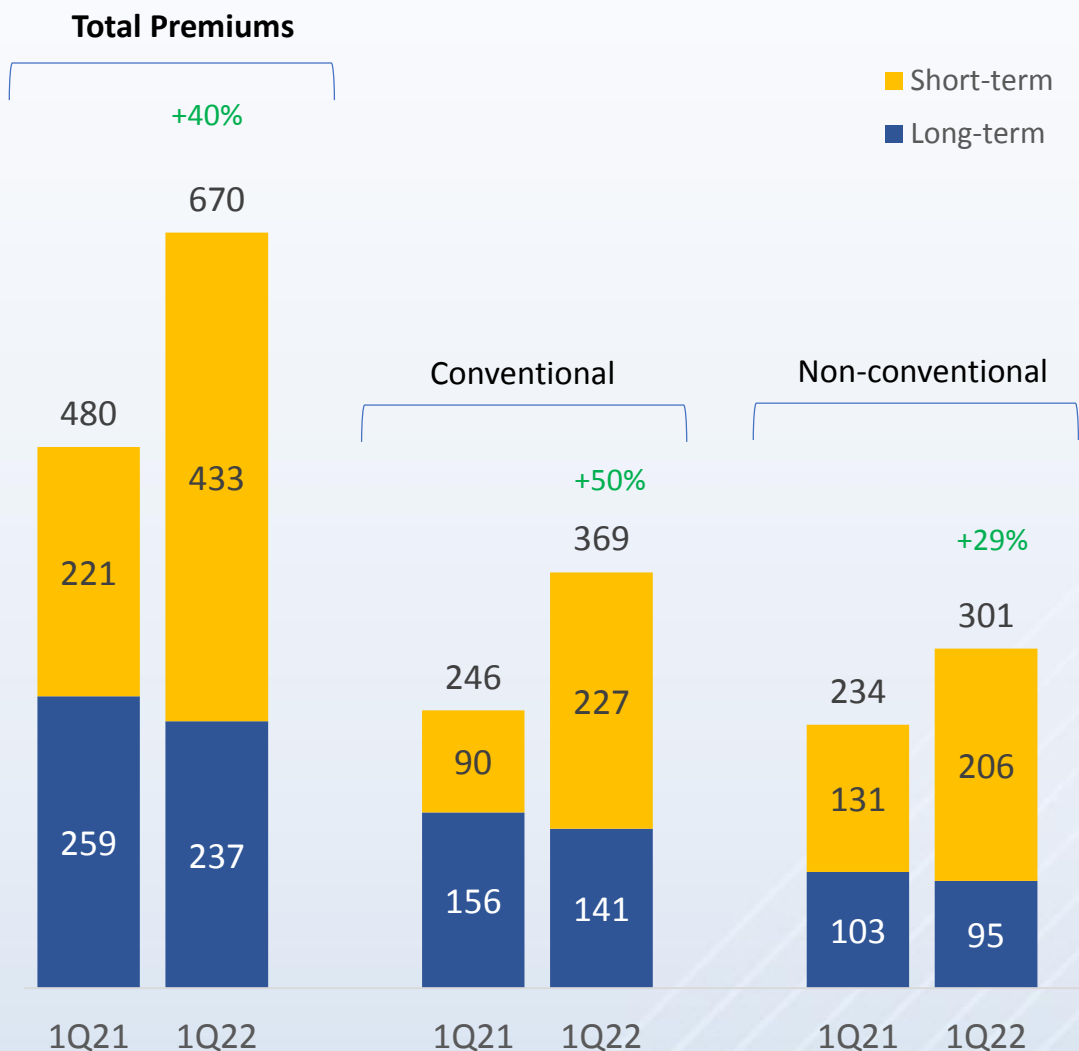
- Adjusted commission from high loss ratio caused commission ratio decrease 7.2 point

Investment and Other -13%, or -2 MB

- Slightly decrease due mainly to the stock market for both domestically and internationally slowed down compared to the previous year which caused lower dividend income from equity funds.

Product Portfolio by Character of business (Con VS Non-con)

Unit: Million Baht



	1Q21			1Q22			%		
	Con	Non	Total	Con	Non	Total	Con	Non	Total
Premium	246	234	480	369	301	670	50%	29%	40%
%Contribution	51%	49%	100%	55%	45%	100%			
Earned Premiums	254	270	524	366	327	693	44%	21%	32%
Life Policy Reserve	0	(11)	(11)	0	(16)	(16)	0%	-53%	-53%
Net Claim	178	173	351	253	214	467	42%	23%	33%
Net Commission	68	68	136	76	52	129	13%	-23%	-5%
Expenses	17	16	33	24	19	43	38%	19%	28%
Profit from underwriting	(9)	23	14	13	57	70	246%	149%	390%
Loss Ratio	69.4%	62.3%	65.7%	69.2%	62.3%	65.9%	-0.2	0.0	0.2
Commission Ratio	26.4%	24.4%	25.4%	20.9%	15.3%	18.1%	-5.5	-9.2	-7.2
Expenses Ratio	7.1%	7.0%	7.0%	6.5%	6.4%	6.5%	-0.6	-0.6	-0.6
Combined Ratio	102.9%	93.7%	98.1%	96.6%	84.0%	90.5%	-6.3	-9.7	-7.6

Non-conventional business higher 29% which contributed to total company port at 45%

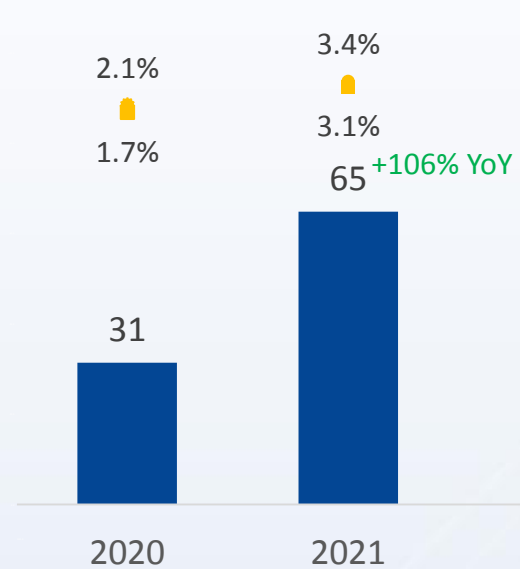
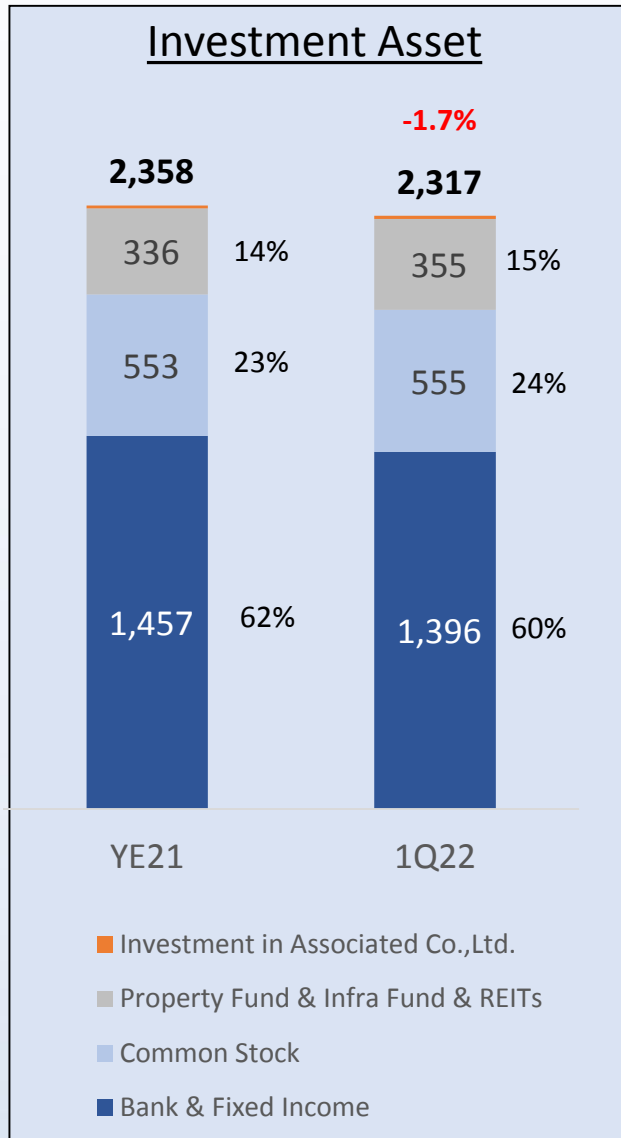
- Premium growth from both Group and Health product (New contract I_Health)
- Combined ratio was improve to 84% due to decrease in commission came from adjusted com caused lower in commission ratio, while loss ratio remained constant.
- U/W profit increase from 23 MB to 57 MB or +149%

Conventional business higher 50% which contributed to total company port at 49%

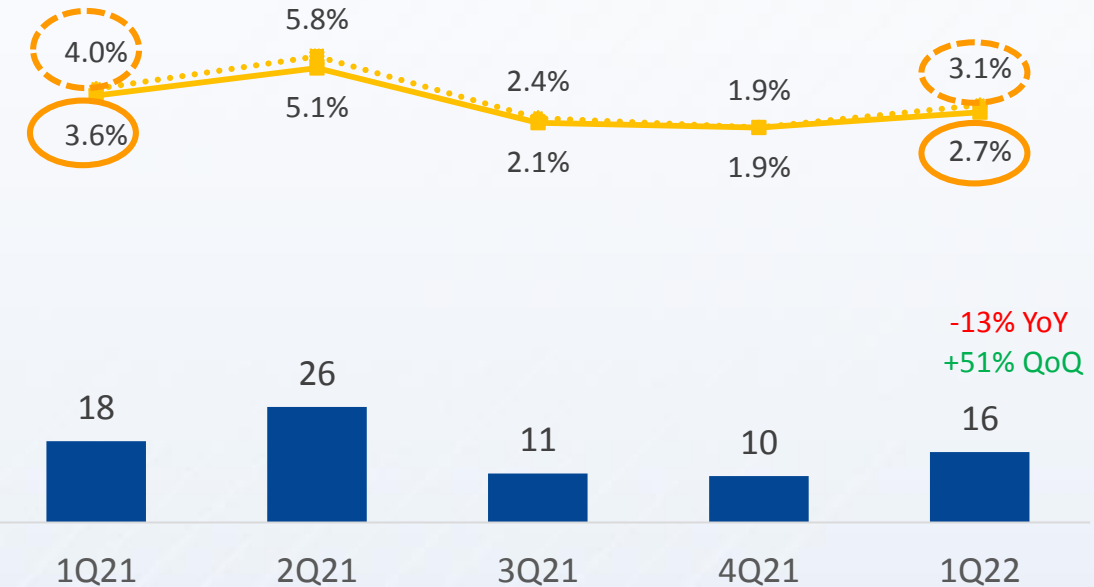
- Premium growth from Group health (New contract)
- Claim increase related to the premium
- U/W profit increase from -9 MB to 13 MB or +246%

Investment asset & income

Unit: Million Baht

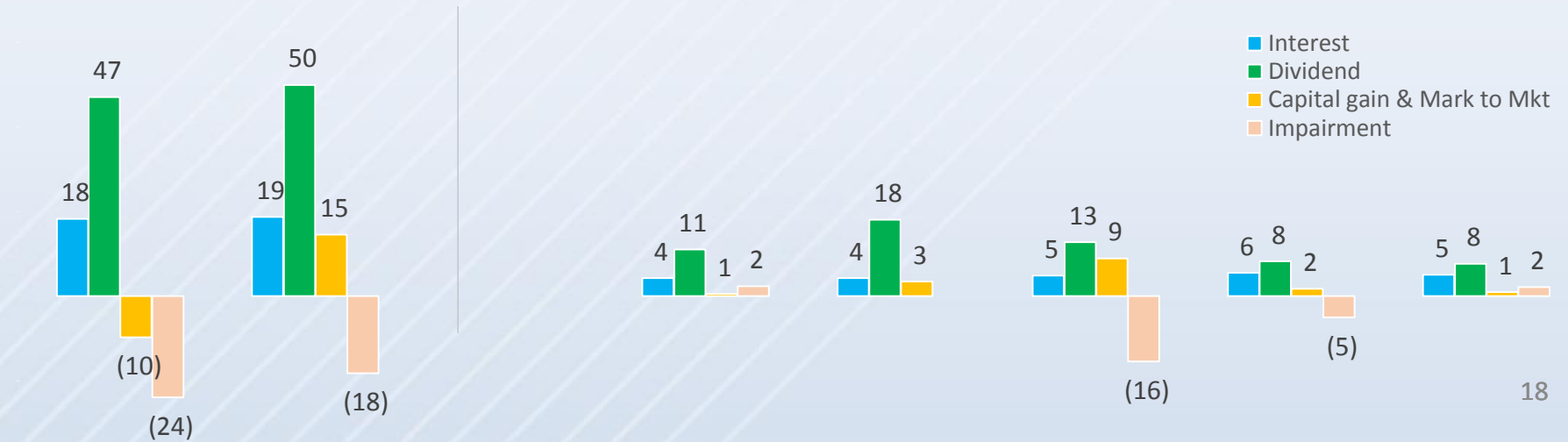


Investment Income



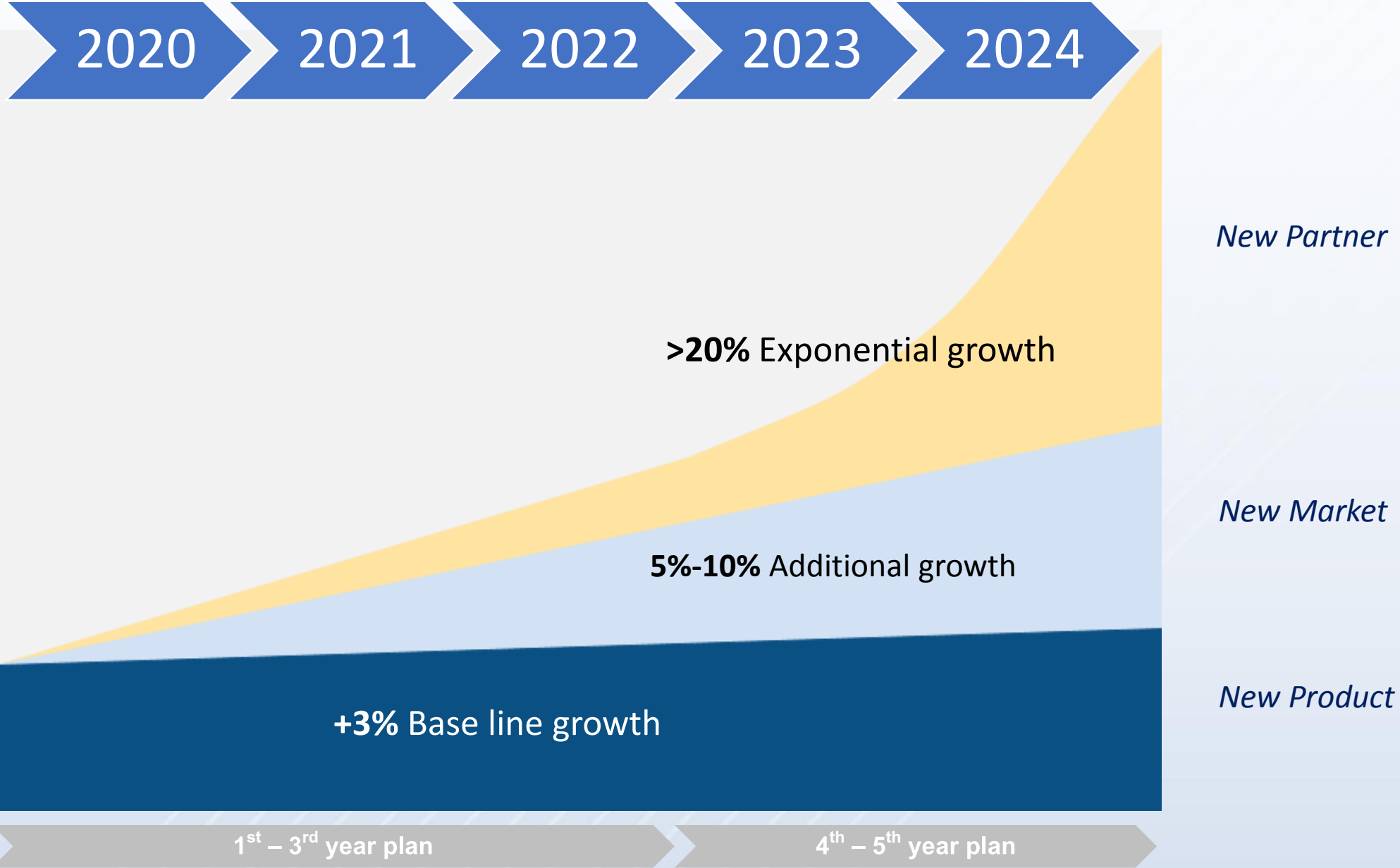
■ Investment Income
 —■ ROI
 -.-■ ROI included Tax benefit

Breakdown by type of investment income



Business Outlook

S-Curve strategy for long-term growth



2021 Sample of product launch to market

Individual Health

บิแอลเอ แอปปี เฮลธ์

ห้องเดี่ยว มาตรฐานทุก sw. วงเงินสูงสุด 5 ล้านบาท/ครั้ง

รักษาครบ ค้ำครองคุ้ม

Group Life Package

แจกฟรี ประกันชีวิต 2,000,000 สักร์

ส่งรอยยิ้มให้กันเป็นกำลังใจ พร้อมสู้ใหม่อย่างมั่นใจ

SCB Protect ขอส่งกำลังใจให้คนไทย ด้วย **ประกันชีวิตฟรี 2,000,000 สักร์**

- ✓ เสียชีวิตจากการเจ็บป่วยรวมโควิด* **20,000** บาท
- ✓ เสียชีวิตจากอุบัติเหตุ **40,000** บาท

คุ้มครอง 180 วัน นับตั้งแต่วันลงทะเบียน

1314 SCB PROTECT Call Center ตั้งแต่ 4 ต.ค. - 15 พ.ย. 64 หรือจนกว่าจะครบสิทธิ์ รับสิทธิ์คลิก

* กรณีเสียชีวิตภายใน 15 วันแรกของการลงทะเบียนคุ้มครองชีวิต

Individual Health

SAMSUNG LIFE INSURANCE **SAMSUNG**

สัญญาเพิ่มเติมการประกันภัยสุขภาพ

ลักชัวรี่ แคร่

ใช้ชีวิตอย่างมีระดับ หมดทุกความกังวลเรื่องค่ารักษาพยาบาล

ลักชัวรี่ แคร่

Individual PA

SAMSUNG LIFE INSURANCE **SAMSUNG**

สมาร์ท ป้อ

(ฟิว โลก, ฟิว โพรเทค และฟิว ฮัลลตรา(PERSON ACCIDENT) ประกันภัยอุบัติเหตุส่วนบุคคล (PERSONAL ACCIDENT))

สมาร์ท ป้อ

S-Curve strategy : 2022 outlook

- Increase premium from new business and manage portfolio mix to balance short-term vs long-term products
- Improve product development and underwriting process with global statistical data and data analytic
- Manage claim exposure by retrocession program
- Expand new business opportunities via partnership

New Partner (exponential growth)

New Market (additional growth)

New Product

- Co-develop new product with partners (PLRE & Others)
- Mental health project
- Tele – medicine project
- Individual health & CI on digital channel or platform partner

Expected Launch 7 Products

- ✓ 4 Local
- ✓ 3 International

New Partner

Digital broker

Develop new product to fit partner via digital platform, broker ✓ 1 Broker Done

Digital Partners

Health and wellness program offering to group insurance product

Pacific Life Reinsurance

Co-product development, data analytics and automate U/W tools

New Market

New territory Exploration



- Taiwan ✓ Done
- Philippines ✓ Done
- Laos ✓ Done
- Cambodia
- Malaysia
- Vietnam

THANK YOU!

Q & A?

