



THAIRE LIFE ASSURANCE PUBLIC COMPANY LIMITED

Analyst Meeting

10 November 2022

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Agenda

Business Overview & Market Update

Financial Performance 3Q22 and 9M22

Business Outlook and Strategic Plan

Sustainability Development

Q & A

Business Overview



THREL at a glance

- THREL is only one 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 received the prestigious **Rising Star Sustainability Award** for listed companies from the Stock Exchange of Thailand (SET) during the SET Awards 2022.



A.M. Best Rating
A-

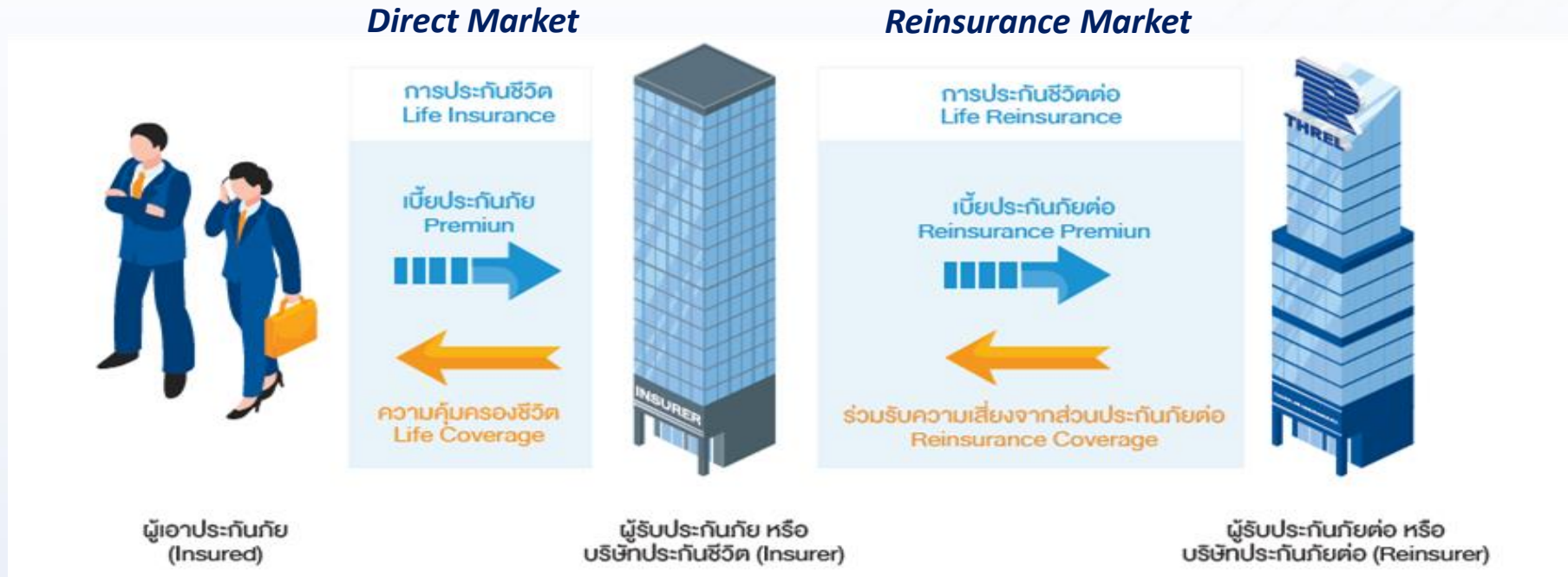
CAR
315%
Q3/2022

CG Score

AGM Score
100 full score
"excellent" level

THSI
THAILAND SUSTAINABILITY INVESTMENT 2021
CAR YE2021 = 338%

THREL business model : รับประกันชีวิตต่อ



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

INSURERS

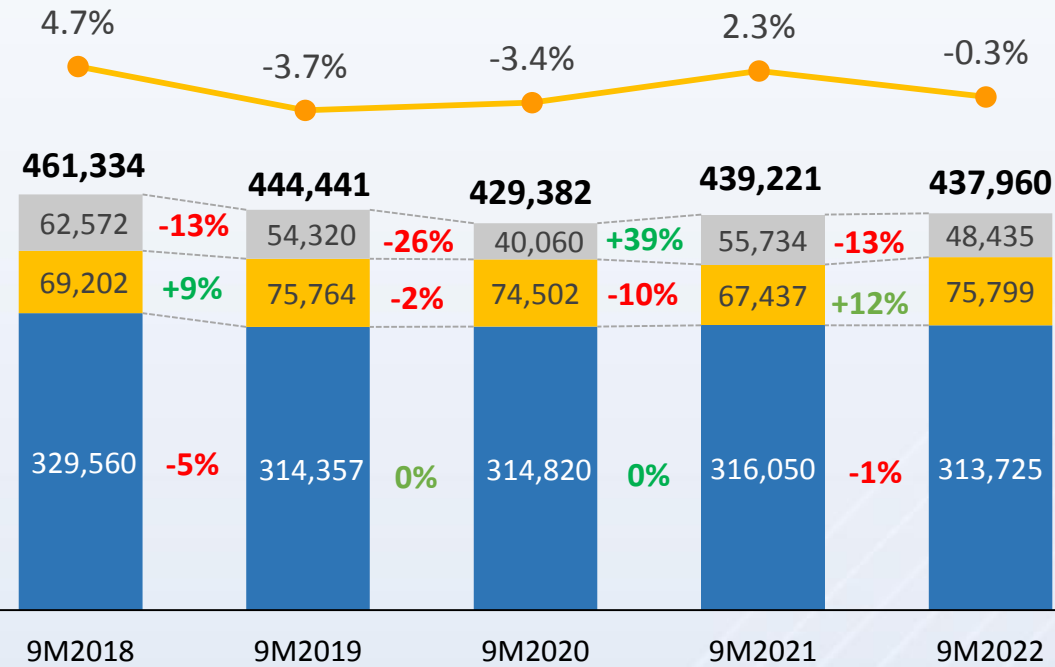
ceding

Market update

Thailand Life insurance Market Premium 9M2022 and 2022F

(Unit : Million Baht)

Premium growth(%)



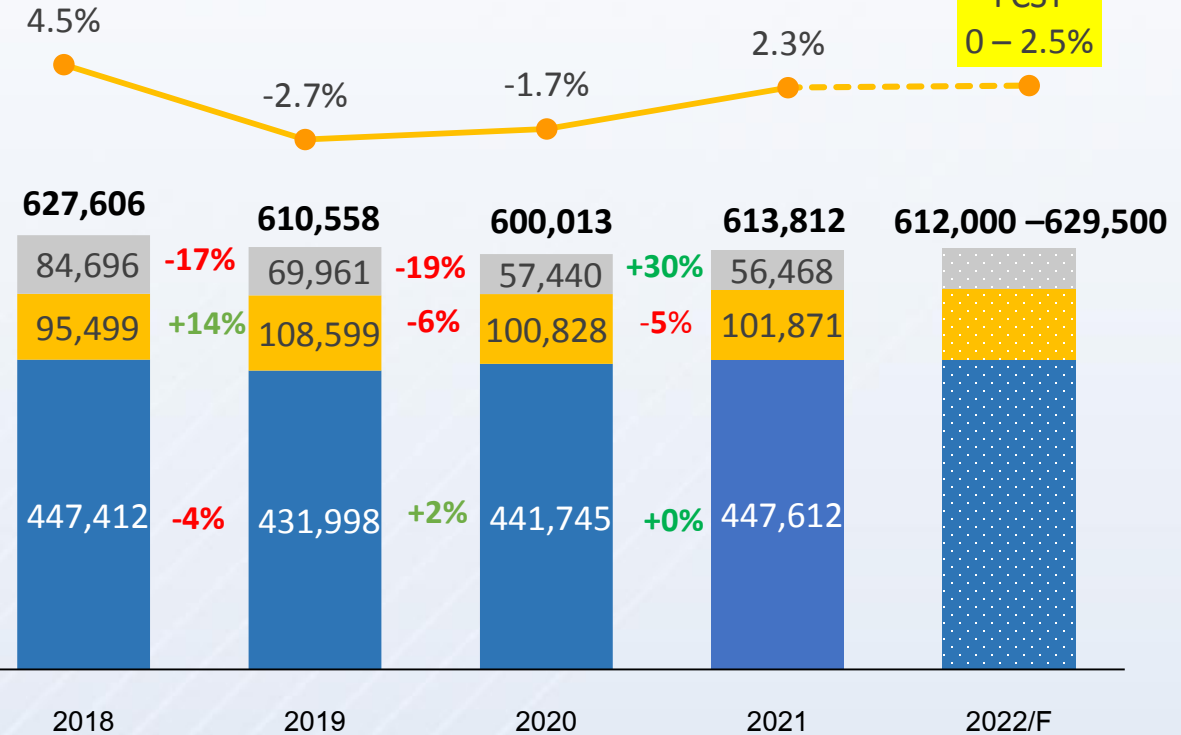
■ Single Premium ■ First Year Premium ■ Renewal Premium

Total premium -0.3% YoY

- SP decrease by -13% mainly due to decreasing sales of Unit-linked products that sold through bancassurance.
- FYP increase by 12% due to endowment product

CAGR -0.27%

Premium growth(%)



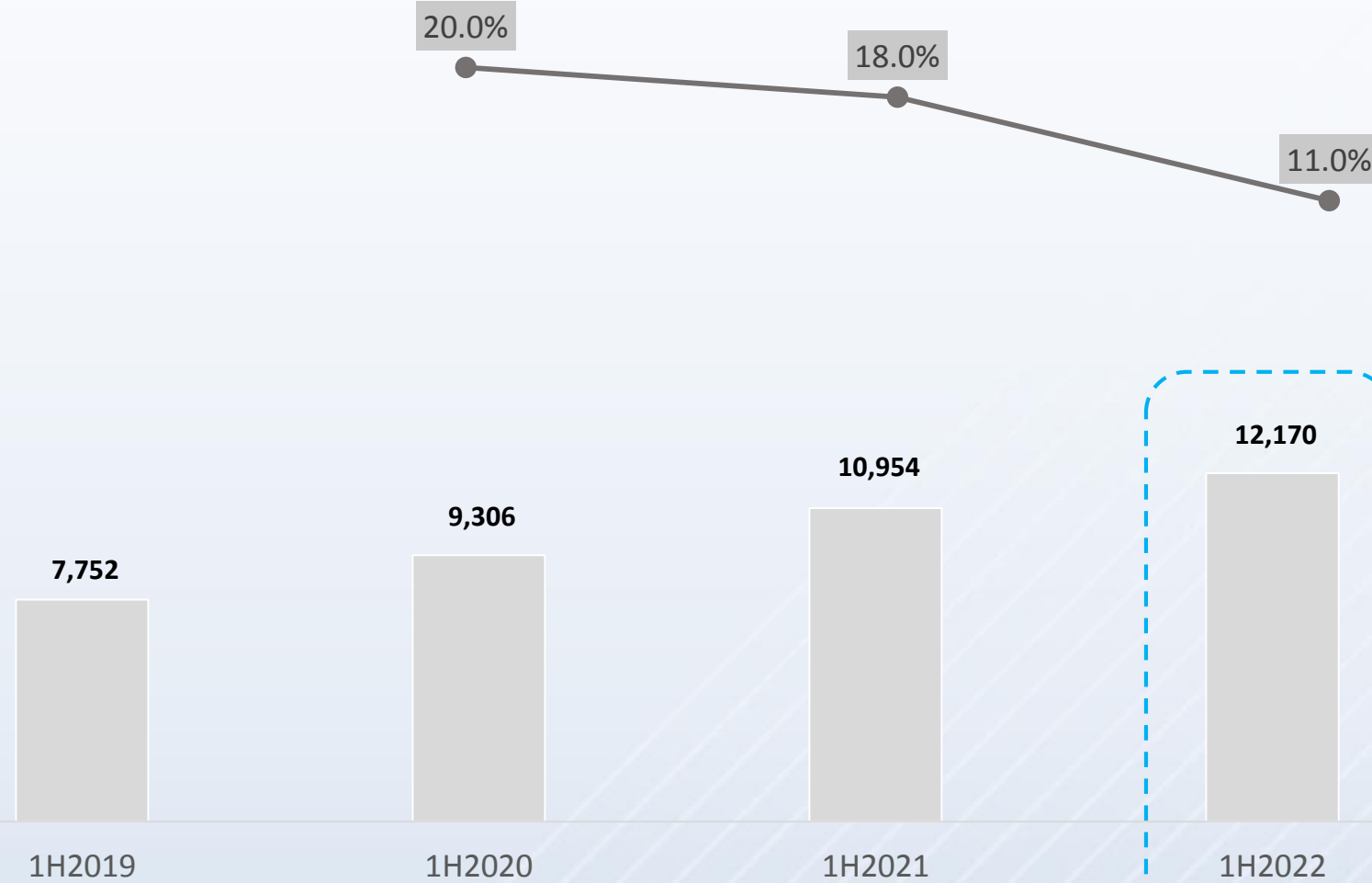
■ Single Premium ■ First Year Premium ■ Renewal Premium

The overall life insurance premium 2022/F is expected to grow at 0-2.5% with the total premium 612,000 – 629,500 MB, a persistency rate of about 82-83%

Reinsurance premium 1H of 2019-2022

(Unit : Million Baht)

RI Premium Growth



RI Premium

Market growth

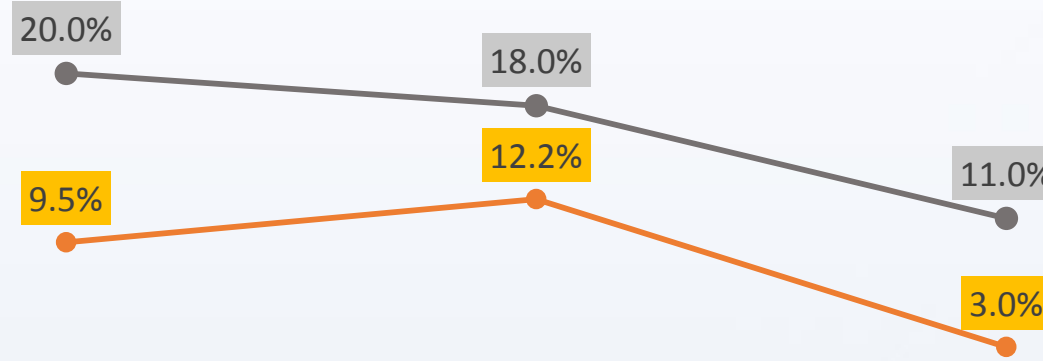
Source: 1. Office of insurance commission
2. Financial statement of AIA and GEN



Reinsurance premium vs. THREL’s market share 1H of 2019-2022

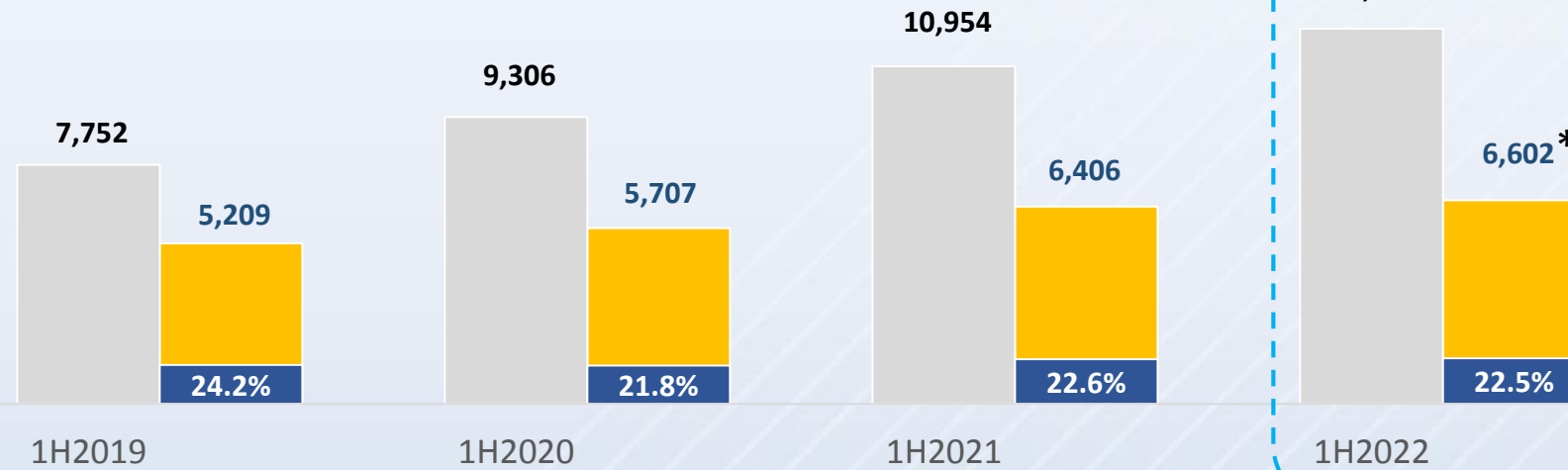
(Unit : Million Baht)

RI Premium Growth



Market share 2021 22.5%

- RI premium market exclude related parties ceded 6,602 MB*
- Others players in Thailand RI market consist of 5 key players : SwissRe, RGA, MunichRe, HanoverRe, SCOR



■ RI Premium 2* ■ RI Premium ■ %Market Share THREL

● Market growth ● Market growth2*

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



Financial Performance

3Q2022 and 9M2022

Financial Performance 3Q and 9M

Confidential – For investor company visit Only

Unit: Million Baht

	3Q21	3Q22	YoY	9M21	9M22	YoY
Gross Written Premiums	842	784	-7%	2,292	2,267	-1%
Earned Premium	765	759	-1%	2,002	2,152	8%
Change in Long-term policy reserve	(4)	11	349%	0	(3)	-934%
Net Claims	552	514	-7%	1,403	1,442	3%
Net Commission	167	182	9%	446	486	9%
Earning on UWD - bef expenses	50	52	2%	152	228	50%
Total Expenses	38	37	-3%	109	117	8%
Profit from UWD	13	15	16%	44	111	154%
Net investment income and other	11	21	88%	55	58	6%
Profit before tax	24	36	49%	99	169	71%
Income Tax Expenses	3	5	67%	13	28	120%
Net Profit	21	30	46%	86	141	64%
EPS (Bt)	0.03	0.05		0.14	0.23	
Loss Ratio	71.7%	68.7%	-3.0 pp	70.1%	66.9%	-3.2 pp
Commission Ratio	21.7%	24.4%	+2.7 pp	22.3%	22.5%	+0.2 pp
Expenses Ratio	4.5%	4.7%	+0.2 pp	4.8%	5.2%	+0.4 pp
Combined Ratio	97.9%	97.8%	-0.1 pp	97.2%	94.6%	-2.5 pp

3Q22

Premium 784 MB : -7 % or -58 MB

Short-term business -63 MB mainly from

- Group Health & Group life -58 MB
- I_Health+33 MB from new contract and sales increase
- GPA -38 MB

Long-term business +6 MB mainly from

- CI from new contract

Claim: -7% or -38 MB

- Credit Life & Life -53 MB from decrease in major loss
- Group Health -24 MB and Individual Health +34 MB, which related to the premium

Commission : +9% or +15MB

- I_Health commission increase related to the premium growth

9M22

Premium 2,267 MB : -1 % or -25 MB

Short-term business +5 MB

Long-term business -30 MB mainly from Credit Life

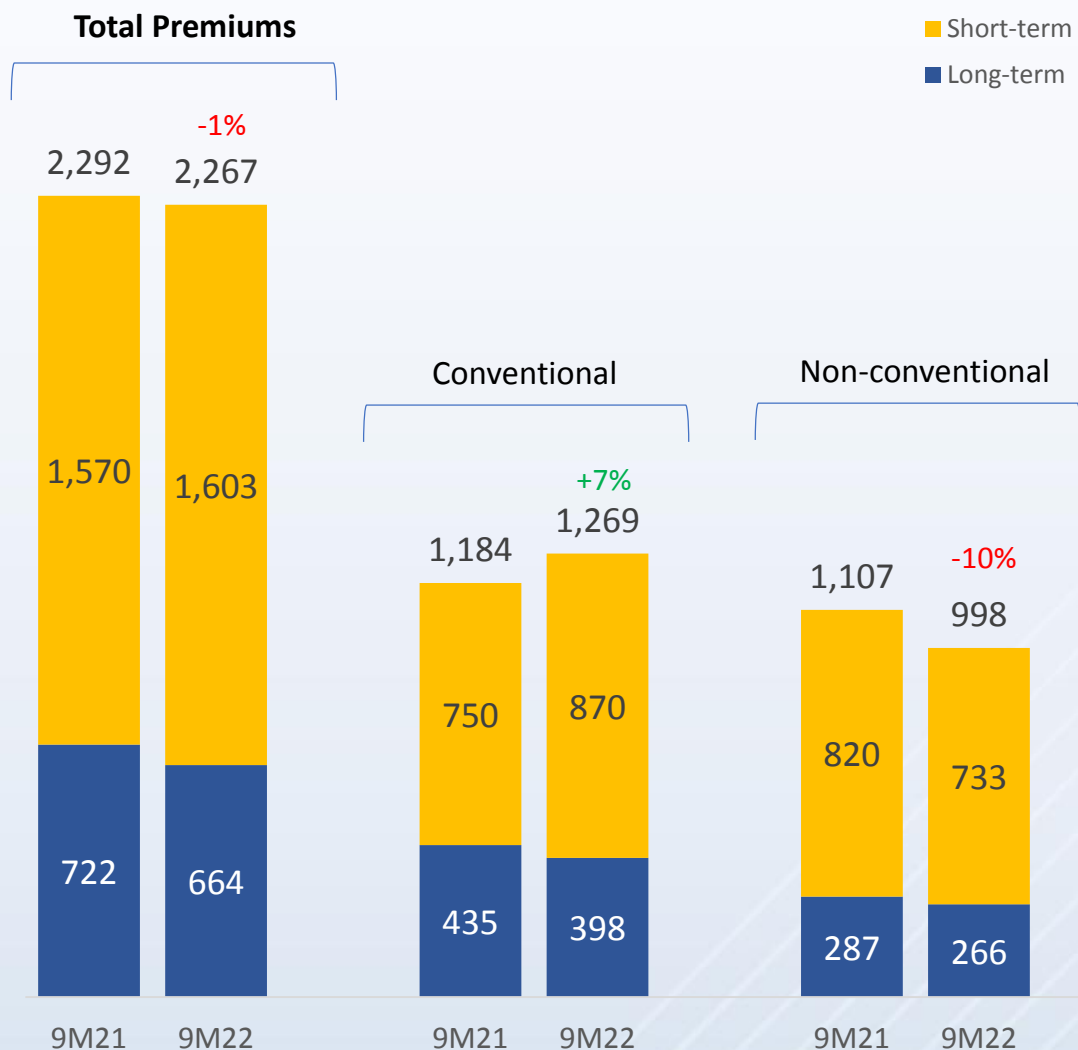
Claim: +3% or +39 MB

- mainly from I_Health and Group Health

Commission : +9% or +40MB

- I_Health commission increase related to the premium growth

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



Unit: Million Baht

	9M21			9M22			%		
	Con	Non	Total	Con	Non	Total	Con	Non	Total
Premium	1,184	1,107	2,292	1,269	998	2,267	7%	-10%	-1%
%Contribution	52%	48%	100%	56%	44%	100%			
Earned Premiums	989	1,013	2,002	1,171	982	2,152	18%	-3%	8%
Life Policy Reserve	0	0	0	0	(3)	(3)	0%	-934%	-934%
Net Claim	698	705	1,403	791	651	1,442	13%	-8%	3%
Net Commission	235	211	446	271	215	486	15%	2%	9%
Expenses	56	52	109	65	52	117	17%	-2%	8%
Profit from underwriting	0	43	44	43	68	111	100%	57%	154%
Loss Ratio	70.6%	69.7%	70.1%	67.6%	66.1%	66.9%	-2.9	-3.6	-3.2
Commission Ratio	23.7%	20.9%	22.3%	23.1%	21.8%	22.5%	-0.6	0.9	0.2
Expenses Ratio	4.8%	4.7%	4.8%	5.2%	5.2%	5.2%	0.4	0.4	0.4
Combined Ratio	99.1%	95.3%	97.2%	96.0%	93.0%	94.6%	-3.1	-2.3	-2.5

Non-conventional business lower -10% which contributed to total company port at 44%

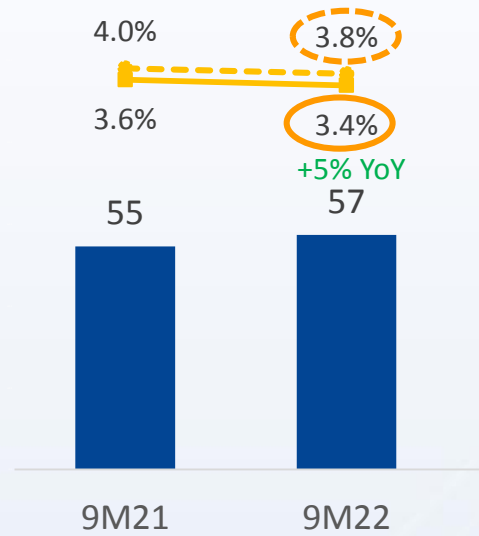
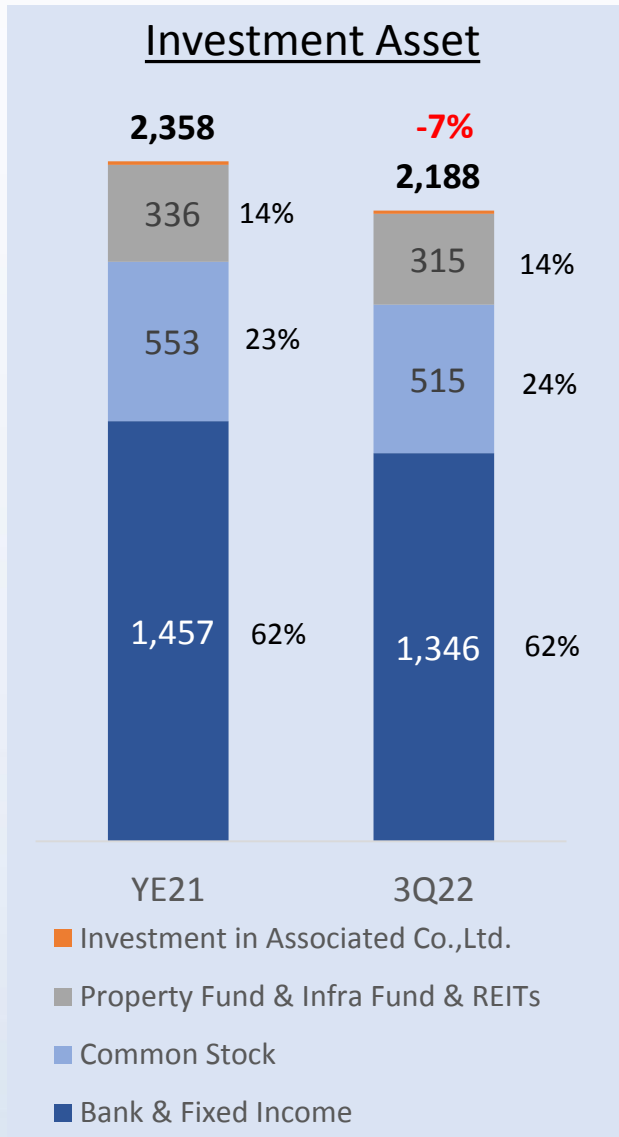
- Premium decrease mainly from Group Health -190 MB but I_Health +110 MB
- Combined ratio was improve to 93.0% due to decrease in loss ratio.
- U/W profit increase from 43 MB to 68 MB or +57%.

Conventional business higher +7% which contributed to total company port at 56%

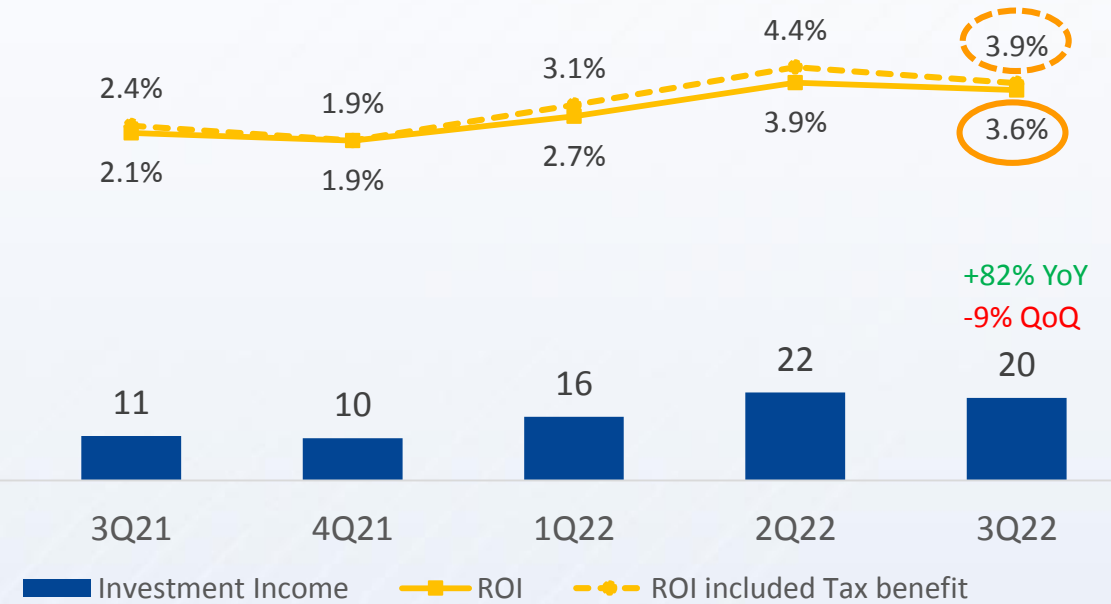
- Premium growth from Group Health (New contract from last year start book Q2/21)
- Combined ratio was improve to 96.0% due to decrease in loss ratio even claim increase
- U/W profit increase to be 43 MB or +100%.

Investment Asset & Income

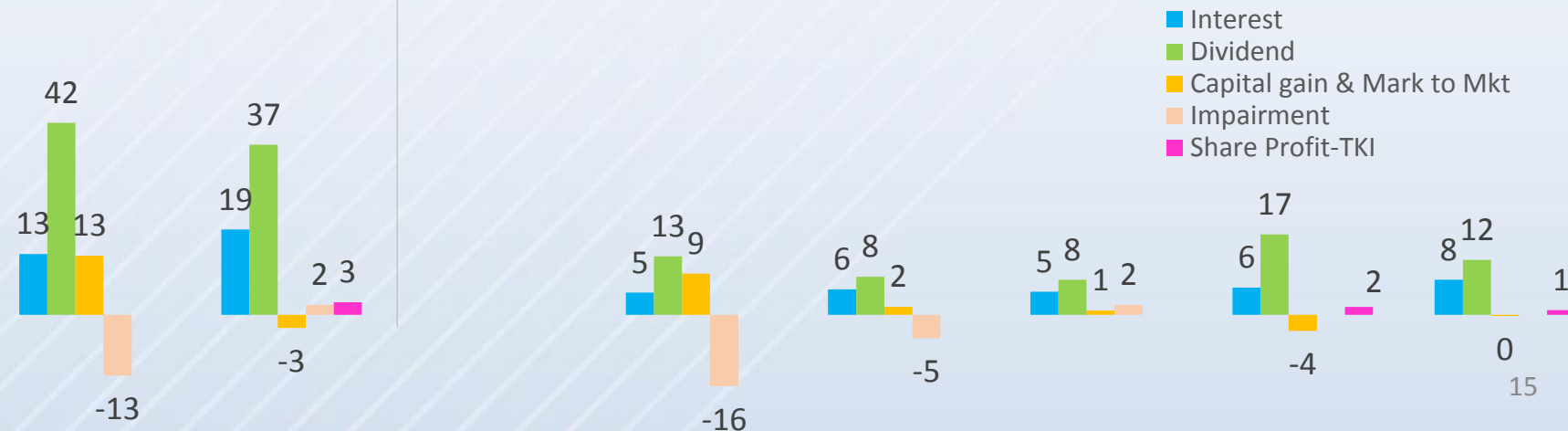
Unit: Million Baht



Investment Income

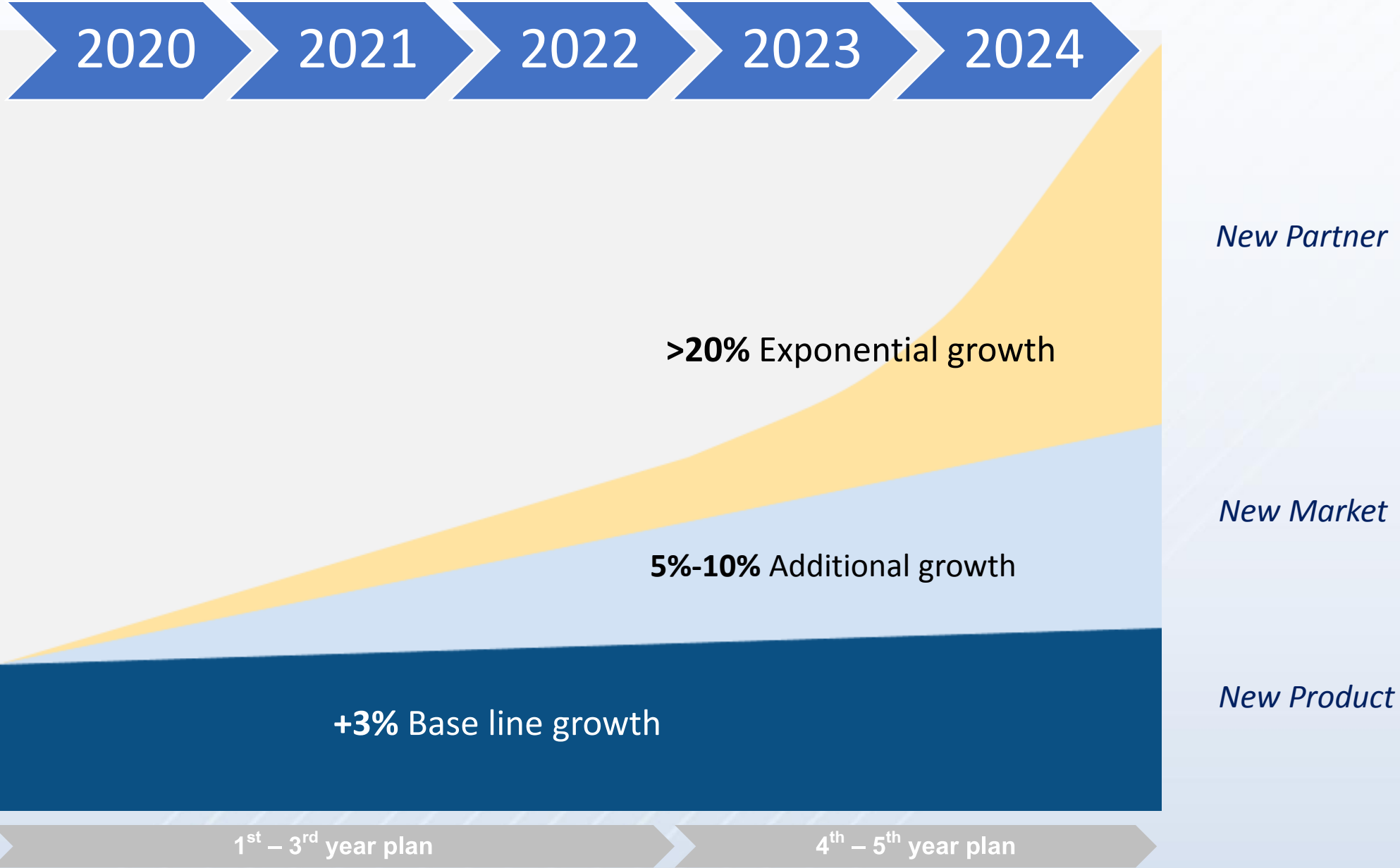


Breakdown by type of investment income



Business Outlook

S-Curve strategy for long-term growth



S-Curve strategy : 2022 update and outlook

- + *New business from health non-con product*
- + *New business from inter markets*
- ! *Terminate non-performing group business*
- ! *Pressure from direct market growth esp. lending related product*
- + *Investment income driven by shift-up interest rate*

New Partner
(exponential growth)

New Market
(additional growth)

New Product

- *Individual health & CI*
- *Reinsurance solution*
- *Mental health project*
- *Tele – medicine project*
- *Long-term care project*

Launch 10 Products
✓ 7 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 ✓ 1 Partner done

Pacific Life Reinsurance

Co-product development, data analytics and automate U/W tools ✓ 1 product done

New Market

New territory Exploration

- Cambodia ✓ Launch
- Laos ✓ Launch
- Philippines ✓ Launch
- Taiwan ✓ Launch
- Malaysia
- Vietnam
- Indonesia



Sustainability Development





ThaiRe Life Insurance



Product

*Essential to life
Essential to live*

Non Conventional-business

*Thai customer centric
Focus on portfolio performance*

Sustainability model

*Thai social
Thai investor*

Sustainability Strategy

Establish - Strategic Partnerships

สร้างความร่วมมือกับพันธมิตรในการนำเทคโนโลยีมาใช้ เพื่อเพิ่มการเข้าถึงระบบประกันชีวิตและสุขภาพ

Engage-Customer

เข้าใจถึงความต้องการของลูกค้าในเชิงลึกเพื่อจัดหาผลิตภัณฑ์และบริการที่ตรงตามความต้องการของลูกค้า

Empower-employee

พัฒนาศักยภาพของพนักงานเพื่อเพิ่มขีดความสามารถขององค์กร



Educate-people

ความรู้ในระบบประกันชีวิตและสุขภาพของสังคมไทยทุกกลุ่ม



ยกระดับคุณภาพชีวิต

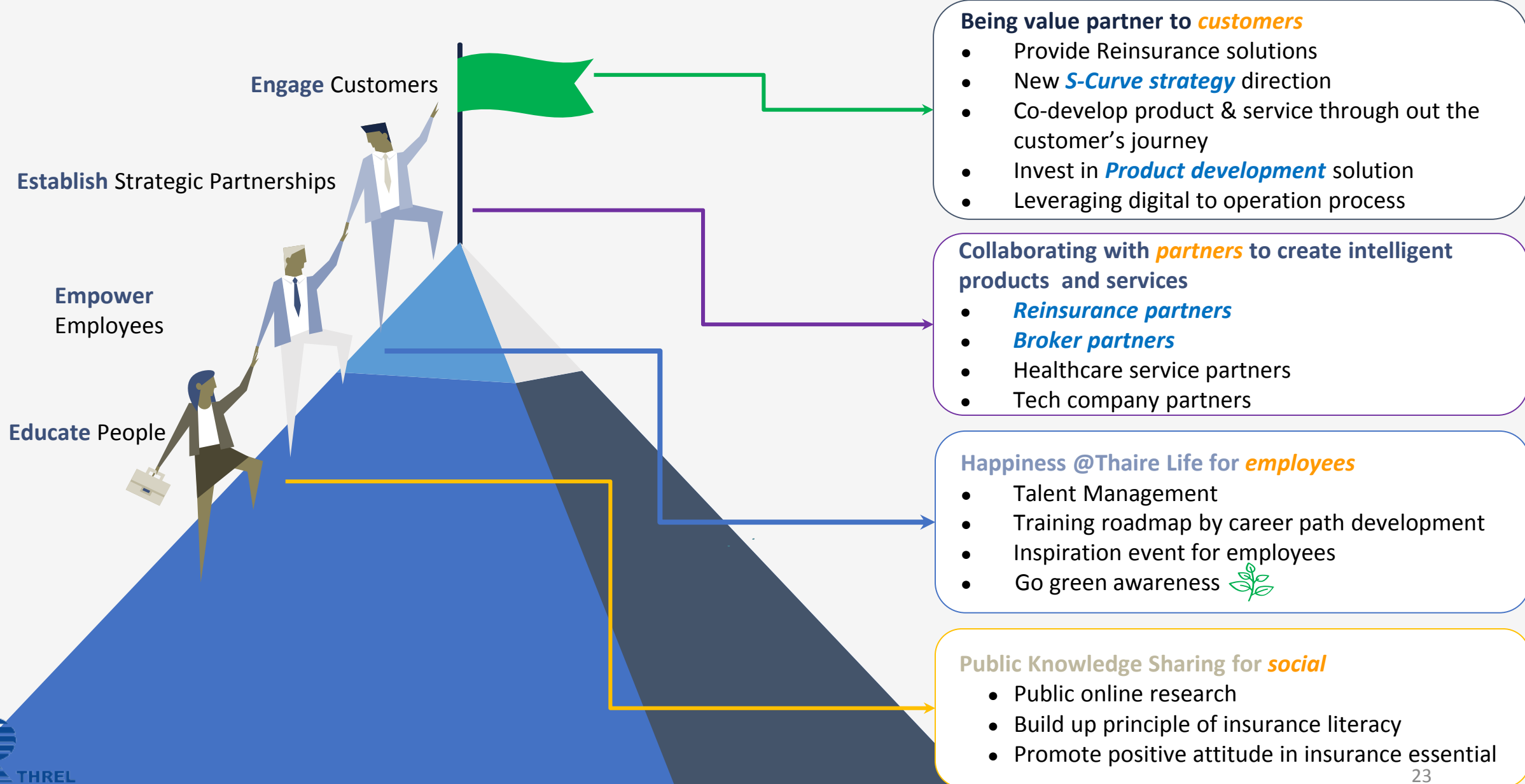


ลดความเหลื่อมล้ำ



มุ่งสู่การเติบโตร่วมกัน

Sustainability Strategy



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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