



Opportunity Day 2Q24 & 1H24

19 August 2024

BEING A UNIQUE

Life Reinsurance Solutions Provider

THAIRE LIFE ASSURANCE PUBLIC COMPANY LIMITED

บริษัท ไทยริประกันชีวิต จำกัด (มหาชน)



www.thairelife.co.th

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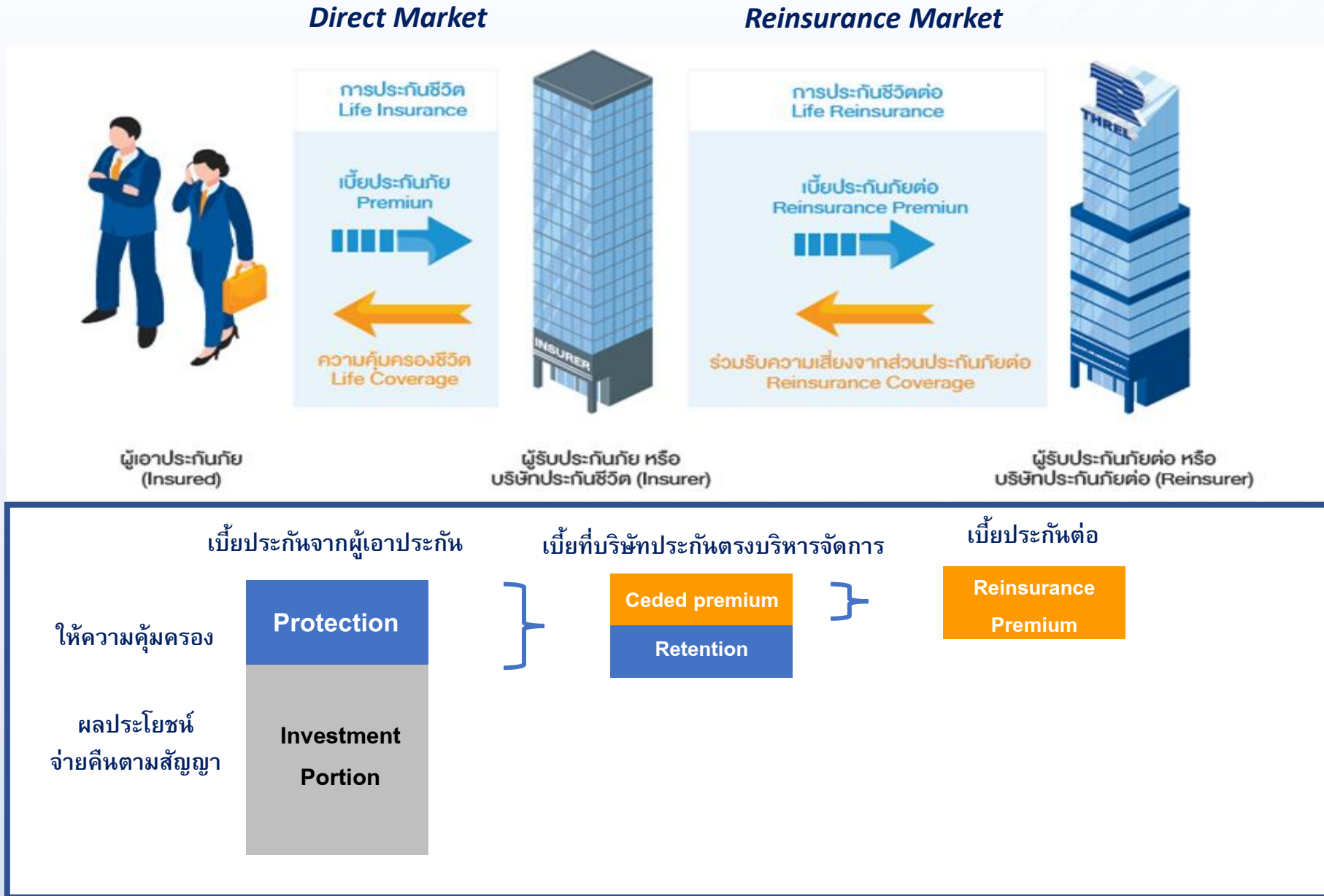
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Agenda

- Business Overview & Market Update
- Financial Performance 2Q24 & 1H24
- Business Outlook and Strategic Plan
- Q&A

Business Overview

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

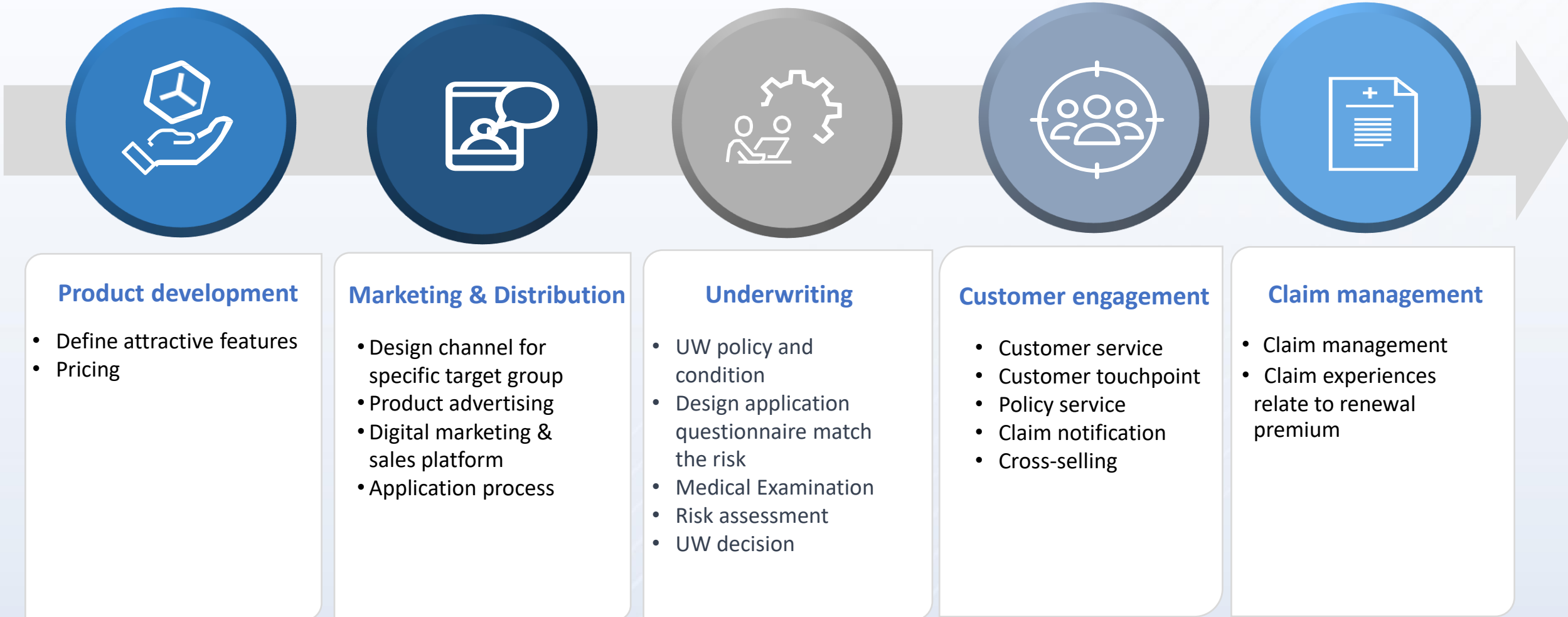
Insurers manage their own risk by ceding insurance

Non-Conventional

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



Insurance Value Chain and Key Activities



Product development

- Define attractive features
- Pricing

Marketing & Distribution

- Design channel for specific target group
- Product advertising
- Digital marketing & sales platform
- Application process

Underwriting

- UW policy and condition
- Design application questionnaire match the risk
- Medical Examination
- Risk assessment
- UW decision

Customer engagement

- Customer service
- Customer touchpoint
- Policy service
- Claim notification
- Cross-selling

Claim management

- Claim management
- Claim experiences relate to renewal premium



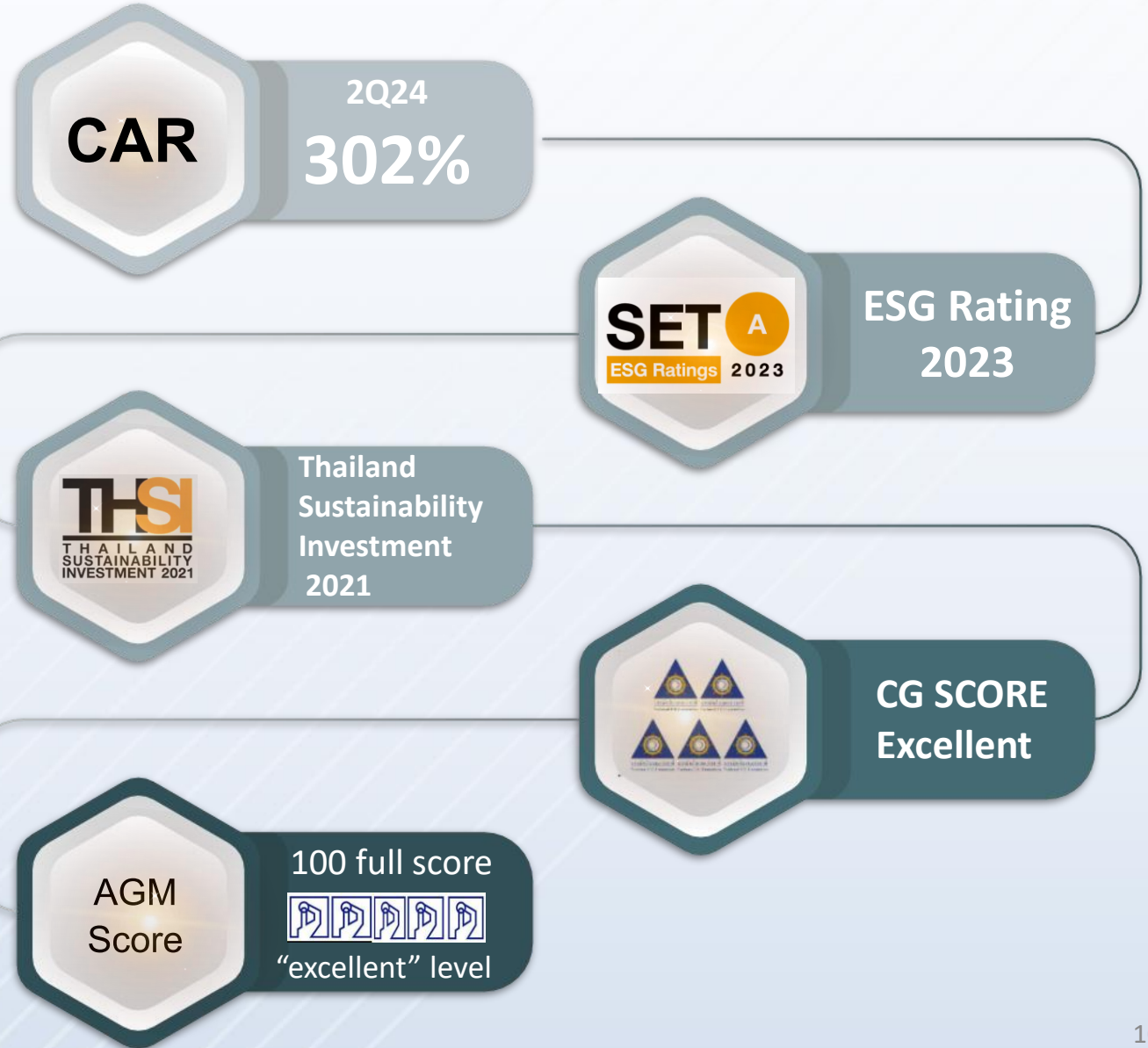
Commercial footprint

Leveraging 20 years of life reinsurance expertise in Thailand, THREL established business in Laos, Cambodia, Indonesia, and Taiwan.

STANDARD & Certificate



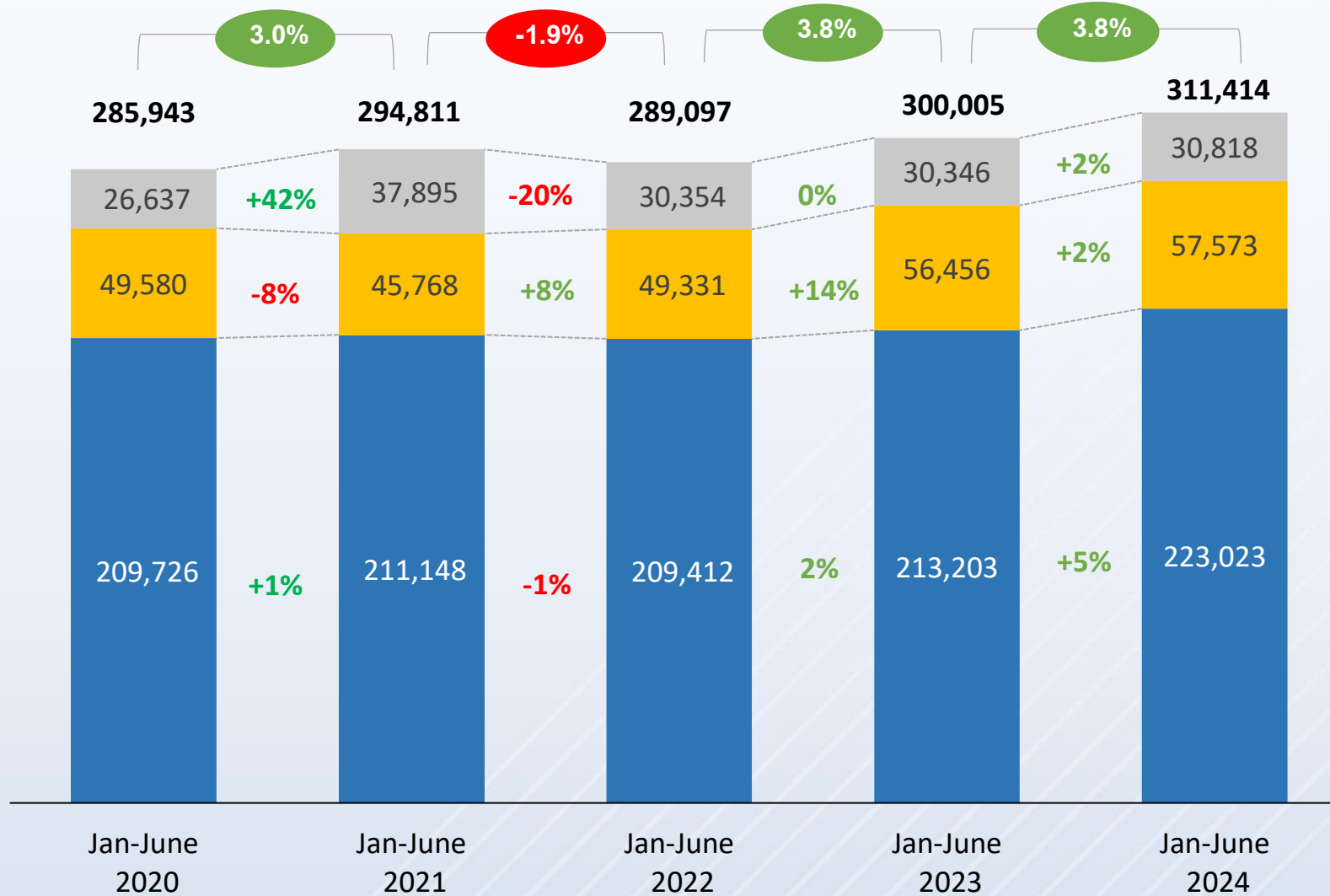
We take pride in maintaining a **strong standard** which serves to reinforce our credibility and assure that our products and services consistently meet specific quality criteria.



Market Update

Life Insurance Market – Direct Premium 1H'2024

Unit: Million Baht



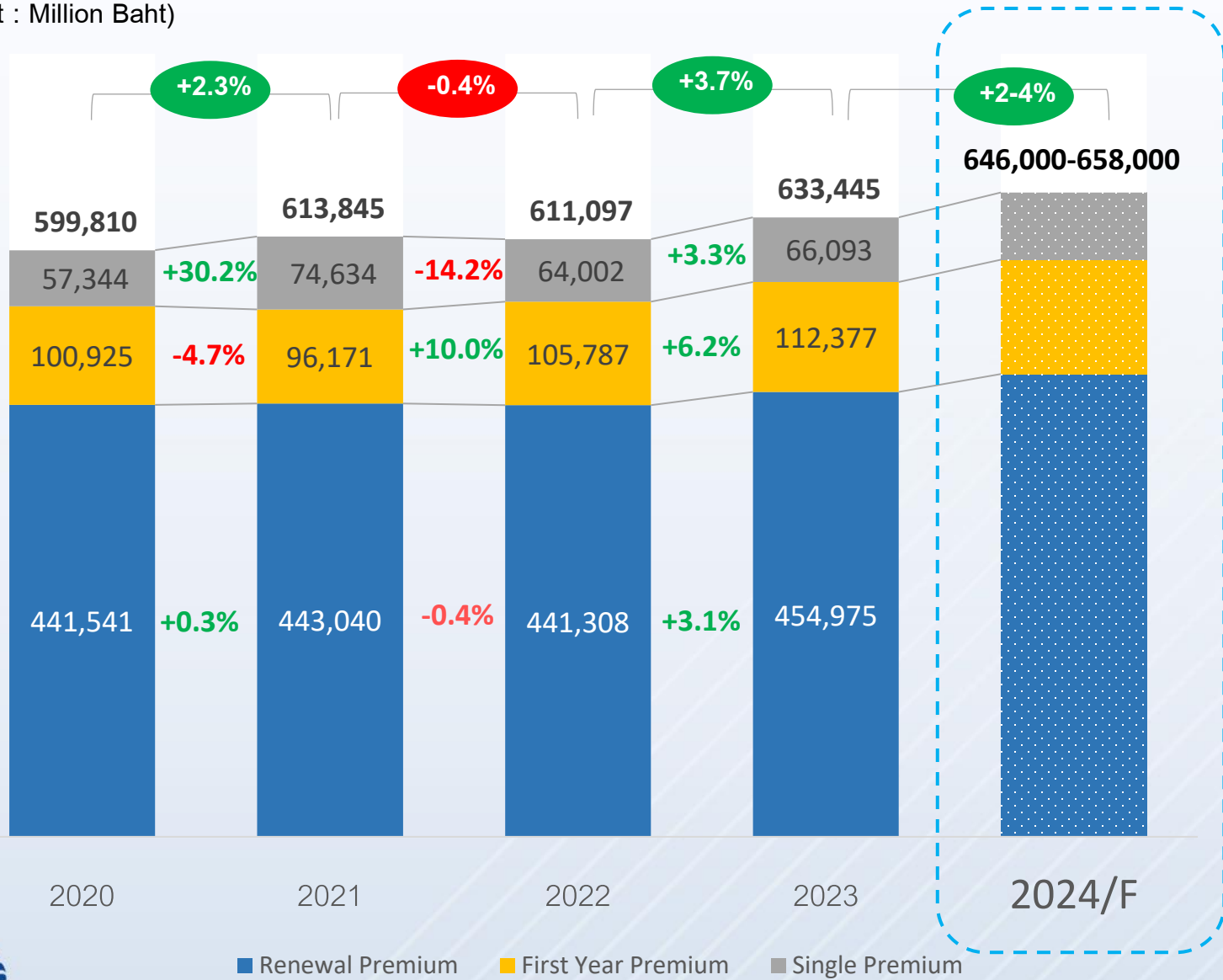
1H'24 GWP +3.8%

Driven by Health insurance riders

- +2% from single premium
- +2% from first year premium
- +5% from renewal premium

Life insurance Market – Direct Premium 2024F

(Unit : Million Baht)



TLAA projected **2024/F** growth around **2-4% yoy**

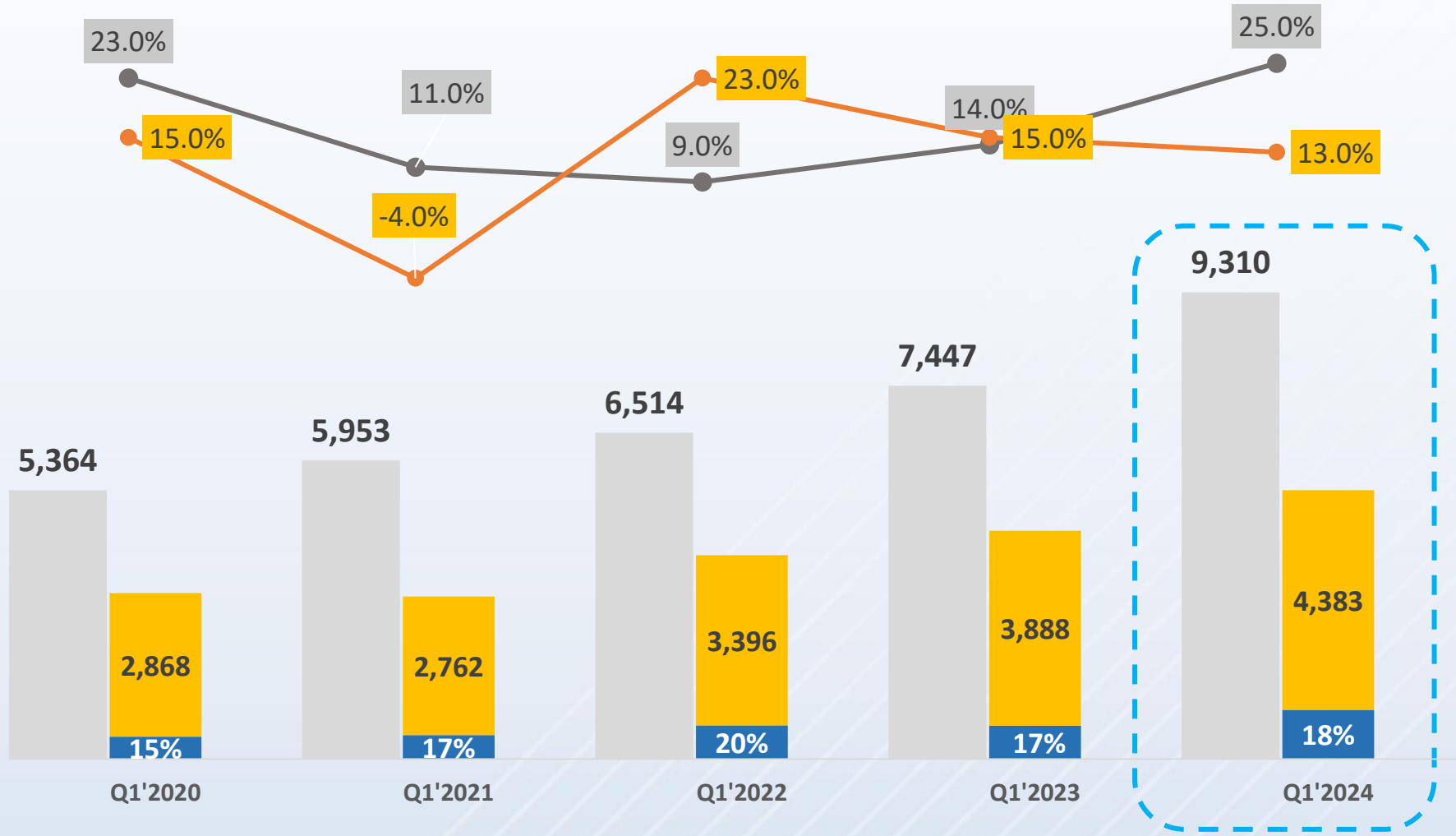
Supporting Factors

- **Health Consciousness** : increasing awareness about the impacts of emerging diseases and pollution, as well as rising medical costs.
- **Aging Society** : Life insurance serves as a low-risk savings option that provides life protection and tax benefits supported by the government.
- **Use of Technology** : AI and Data Analytics to enhance competitiveness and operational efficiency, and to improve insurance products to meet customer needs, from sales and underwriting to claims processing and after-sales services.

Source : TLAA's AGM release on 31 Jul 2024

Reinsurance premium vs. THREL's market share Q1'2024

(Unit : Million Baht)



Market share 1Q/24 = 22%

- RI premium market exclude AIA and GEN 4,383 MB
- Other players in Thailand RI market consist of 5 key players : SwissRe, RGA, MunichRe, HanoverRe, SCOR



RI Premium
 Market Share THREL
 RI Premium 2
 Market growth
 Market growth2*

Financial Performance 2Q24 & 1H24

- New pricing for Group health
- Individual health growth from new and renew business
- Health claim impact to underwriting profit
 - Cost per claim / Ticket size still the key challenge for industry
 - Loss ratio improve QoQ
- Investment (ROI) beyond target

P&L Financial Performance

Unit: Million Baht

	3M					1H		
	2Q24	1Q24	QoQ %	2Q23	YoY %	1H24	1H23	YoY %
Gross Premiums	1,082	788	37%	998	8%	1,870	1,666	12%
Earned Premium	894	879	2%	787	14%	1,772	1,499	18%
Change in LT policy reserve (GPV)	(73)	12	-694%	5	-1667%	(61)	12	-613%
Net Claims	743	733	1%	540	38%	1,476	1,085	36%
Net Commission	189	213	-11%	180	5%	402	354	13%
Earning on UWD - bef expenses	35	(80)	144%	62	-44%	(45)	47	-195%
Total Expenses	44	46	-4%	42	6%	91	82	11%
Profit from UWD	(9)	(126)	92%	20	-147%	(136)	(35)	-291%
Net investment income and other	24	16	48%	24	-1%	40	39	4%
Profit before tax	15	(110)	113%	45	-67%	(95)	4	-2309%
Income Tax Expenses	1	(23)	106%	12	-90%	(21)	(13)	-61%
Net Profit	13	(87)	115%	32	-59%	(74)	18	-519%
EPS (Bt)	0.02	(0.14)		0.05		(0.12)	0.03	
Loss Ratio	76.9%	84.6%	-7.8 pp	69.0%	+7.8 pp	80.5%	73.0%	+7.6 pp
Commission Ratio	19.5%	24.6%	-5.1 pp	23.0%	-3.5 pp	21.9%	23.8%	-1.9 pp
Expenses Ratio	4.1%	5.9%	-1.8 pp	4.2%	-0.1 pp	4.9%	5.0%	-0.1 pp
Combined Ratio	100.5%	115.2%	-14.6 pp	96.3%	+4.2 pp	107.3%	101.8%	+5.6 pp

1H24 Vs 1H23

Premium 1,870 MB : +12 % or +204 MB

- Group Health +153 MB
- Individual health +56 MB
- Group life+23 MB

Claim: +36% or +392 MB mainly from higher premium and cost of claim-medication, especially from GR Health

Commission : +13% or +48 MB

Net Loss -74 MB

- mainly from higher loss ratio, especially from GR Health product

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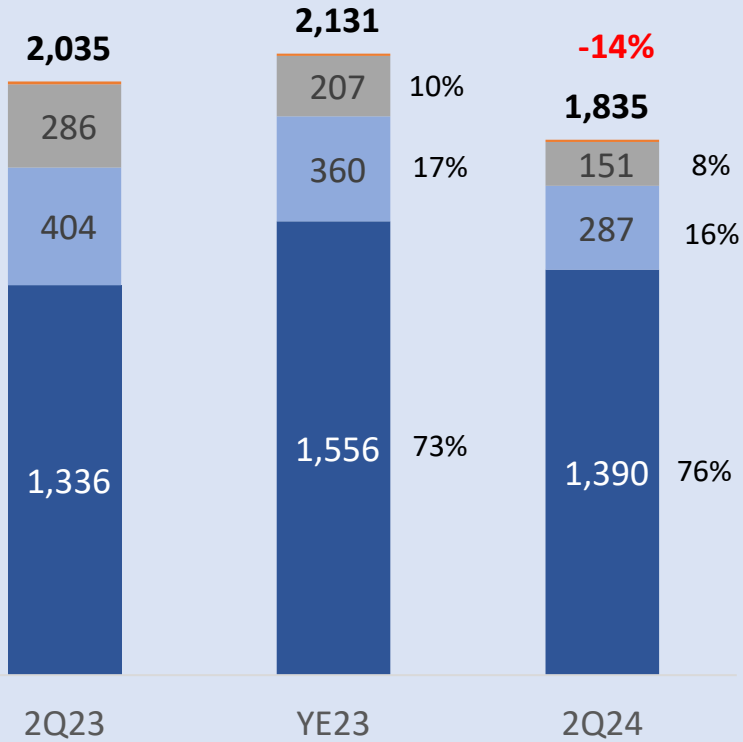
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Investment Asset & Income

Investment Asset

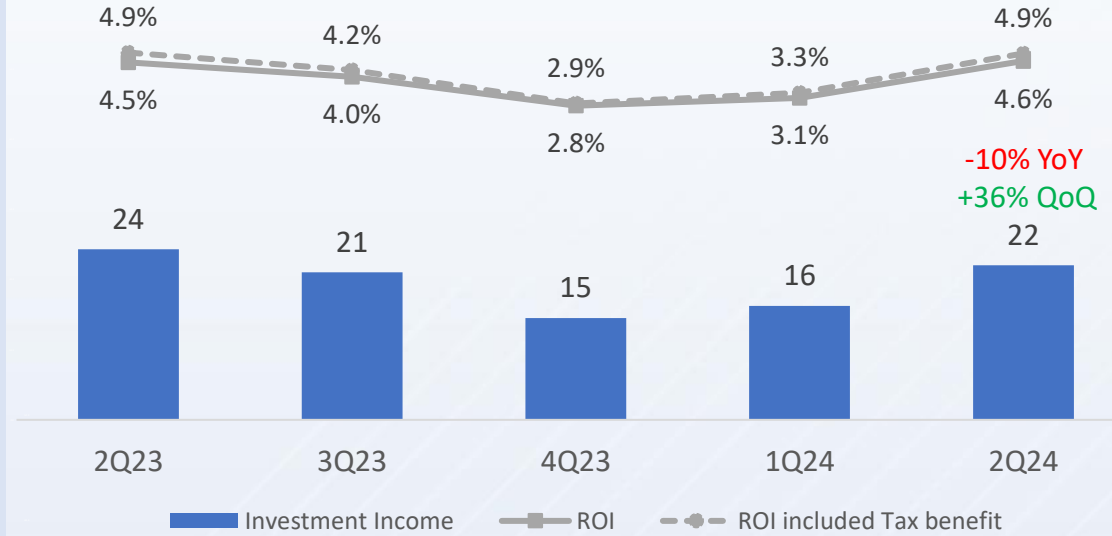


- Investment in Associated Co.,Ltd.
- PF & IFF & REITs
- Common Stock
- Bank & Fixed Income

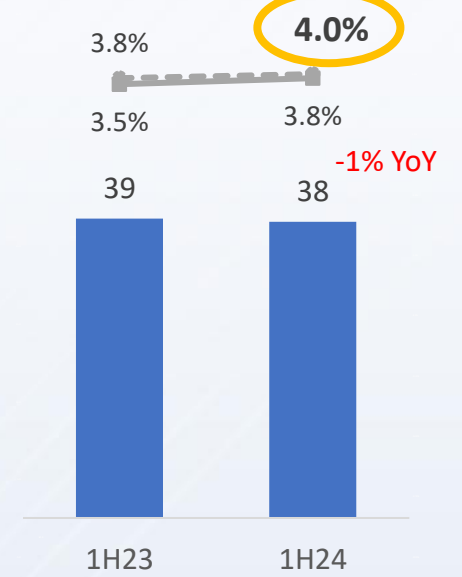
Unit: Million Baht

Investment Income

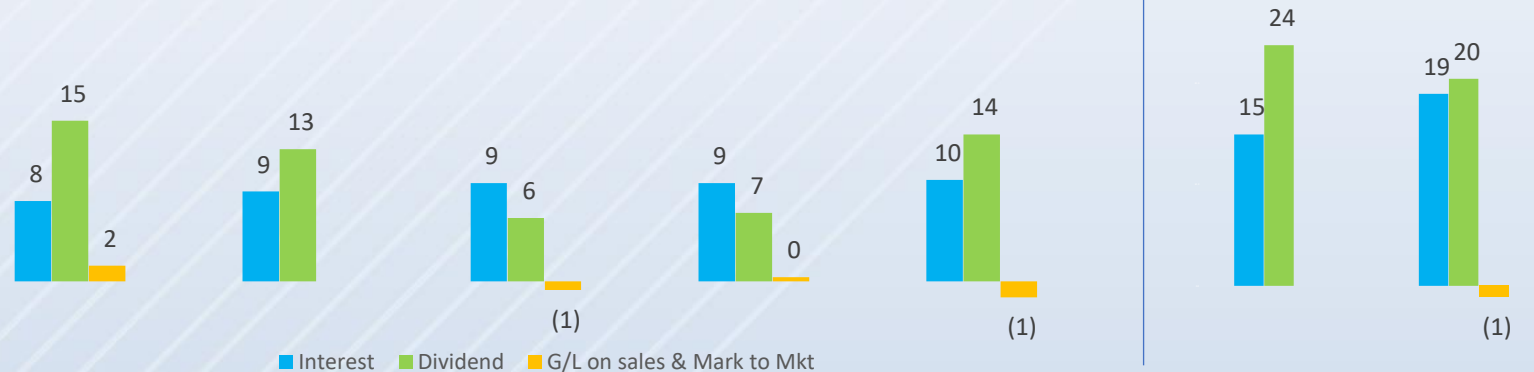
3M



1H



Breakdown by type of investment income



Business Outlook & Strategic Plan

Strategic priorities

“Drive profitable growth to sustain”

1 Growth on health by Design	2 Life Business Expansion	3 International Market	4 Investment
<ul style="list-style-type: none"> • Make current portfolio healthy and ensure the risk management via facultative. • Reduce low margin portfolio • Focus development on individual health & critical illness products 	<ul style="list-style-type: none"> • Expand long term business for sustainable growth • Develop Credit Life and Individual Life business • Provide Alternative Reinsurance Solutions (ARS) 	<ul style="list-style-type: none"> • Leverage expertise from domestic reinsurance to provide value-added service • Manage new risk by Tailor-made product development and facultative service. • Support clients to strengthen Credit Life business 	<ul style="list-style-type: none"> • Building a healthy portfolio for long-term financial stability • Diminish non-performance asset to optimize risk adjustment



Repricing

Diversify towards long term products



Balance product portfolio

Growth GWP 4% -5%



Loss ratio improvement by 3% within 2 years



Strongest level

CAR >300%

Q&A

THANK YOU

*“ For more information, please contact **Investor Relation (IR)** “*

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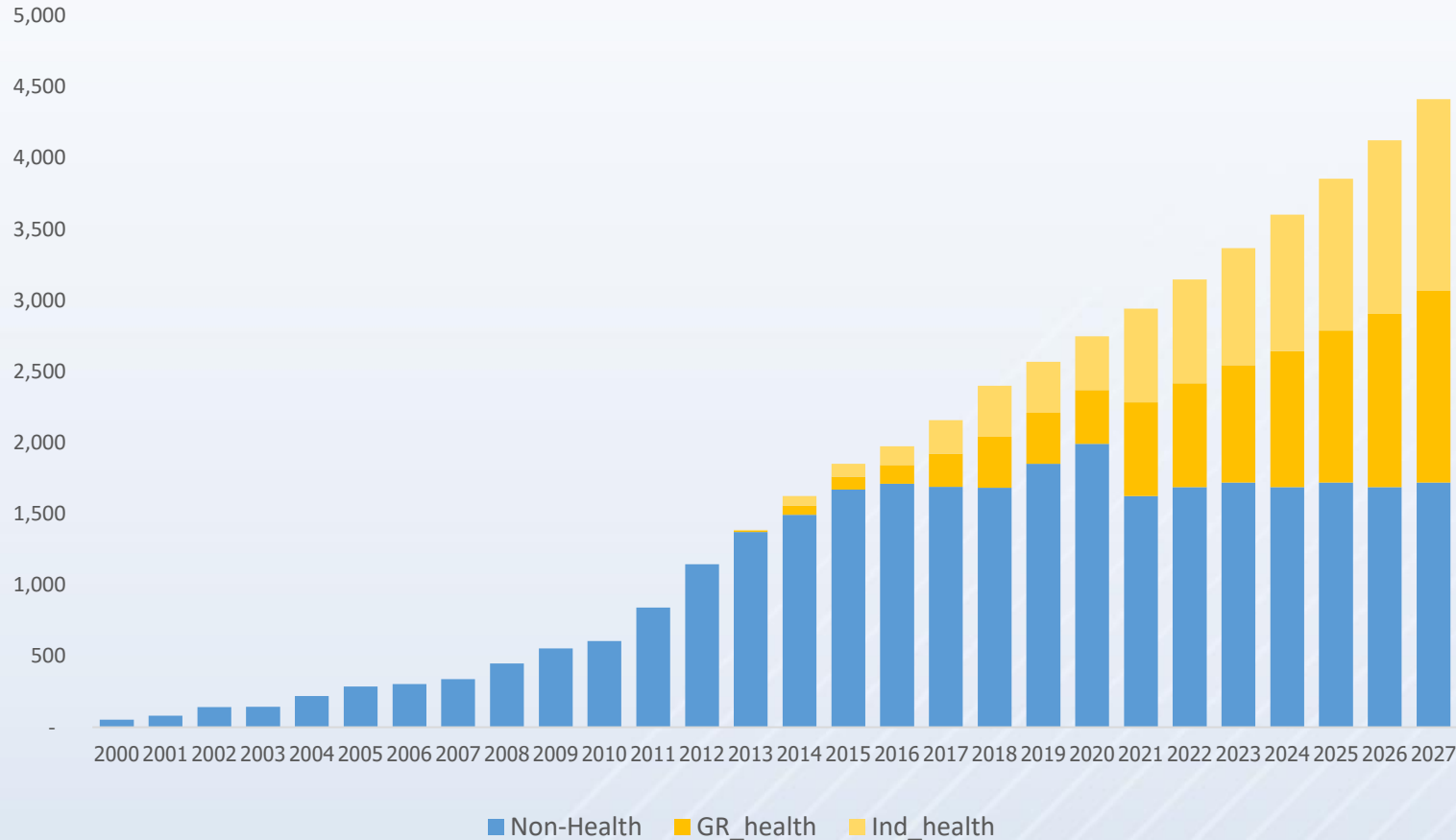
E-mail: corpsecretary@thairelife.co.th

Website: <http://www.thairelife.co.th/>



Growth in health by design

To take opportunity in health market, THREL designed strategy and action plan to gain premium with quality control.



- Expand **individual health** product which more manageable.
- Launch **non-conventional** health products for quality control.
- **Increase and balancing profitability** through enlarge group facultative

To fight with downward trend of life protection insurance market. With new S-curve strategy, we can increase long-term products & numbers of treaty

- Co-develop products with foreign reinsurance partners
- Co-develop product & service as a total solution to serve aging society e.g. long-term care project