



Analyst Meeting Presentation 2Q23 & 6M23 Financial Results

16 Aug 2023

Agenda

1

2Q23 & 6M23 performance summary

Premiums and Business & Operation (K.Chaiyapol Inthuprabha – SVP, Corporate Strategy & Planning)

2

Key Highlights

2.1 Investments (K. Chollada Sophonpanich, Executive Vice President Investment Division)

2.2 P&L and Key accounting change (K. Jaruwan Limkhunthammo – EVP, Accounting and Finance)

3

Q&A

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2Q23 & 6M23 Performance summary

2Q23

3.72%

ROI

-53 bps YoY, +3bps QoQ

Due to lower realized gain

789 MB

Net Profit

-34% YoY, +4% QoQ

From lower investment income

375%

CAR

1Q23: 369%

6M23

3.71%

ROI

(6M22: 4.11%)

Due to lower realized gain

1,545 MB

Net Profit

-22% YoY

From lower realized gain

375%

CAR

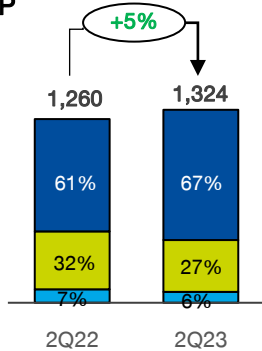
4Q22: 376%

6M23: Growth exceeds industry thanks to the Banca channel

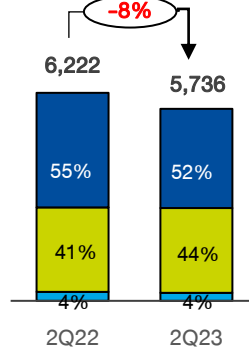
RYP is still in line with expectation.

2Q23

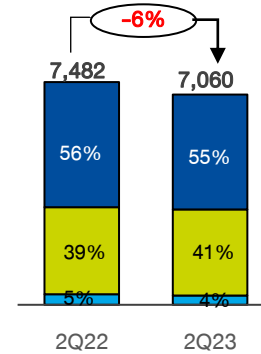
FYP



RYP



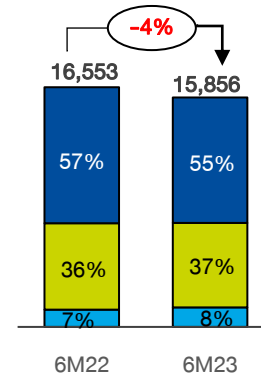
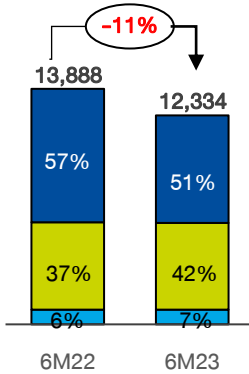
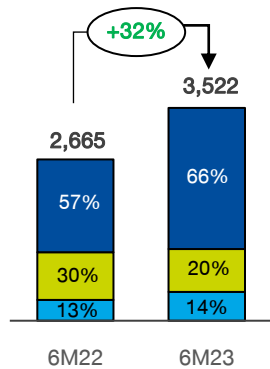
TP



Unit : Million Baht

- Bancassurance
- Agent Channel
- Others

6M23



B;A Market Shares

5

Industry Growth

4.1%

+9%

5.8%

+2%

5.3%

+4%

Source : TLAA

Banca: FYP grew from rising sales of par products and MRTA

Bancassurance

2Q23

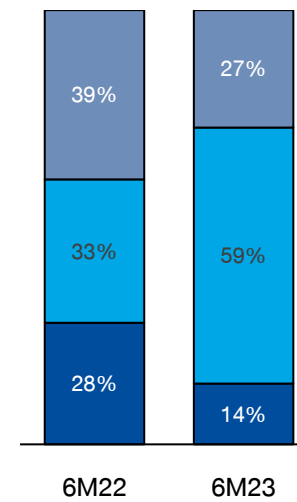
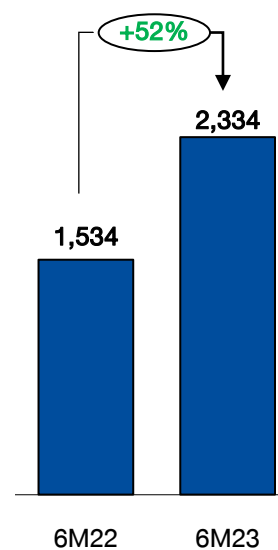
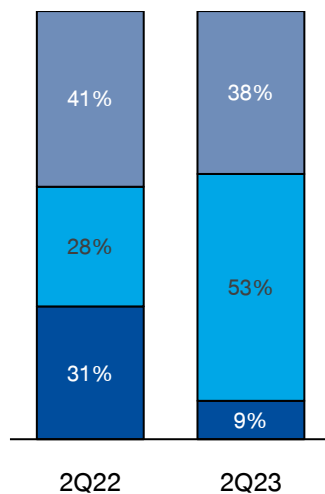
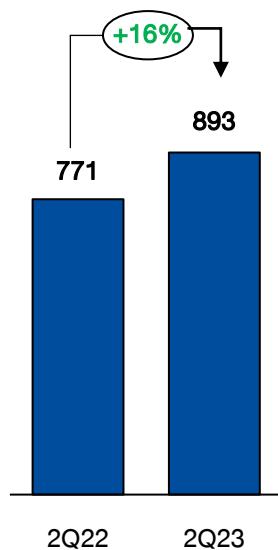
6M23

New Business Premium

Product Mix

New Business Premium

Product Mix



Unit : Million Baht



Agent : Expect a better performance in 2H23

Agent Channel

2Q23

6M23

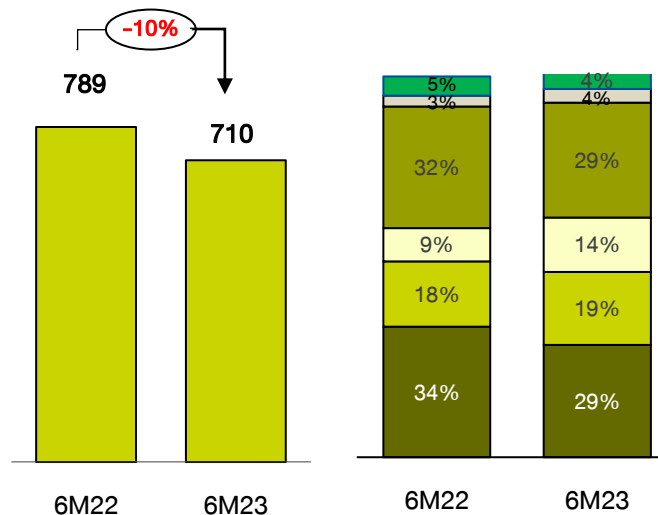
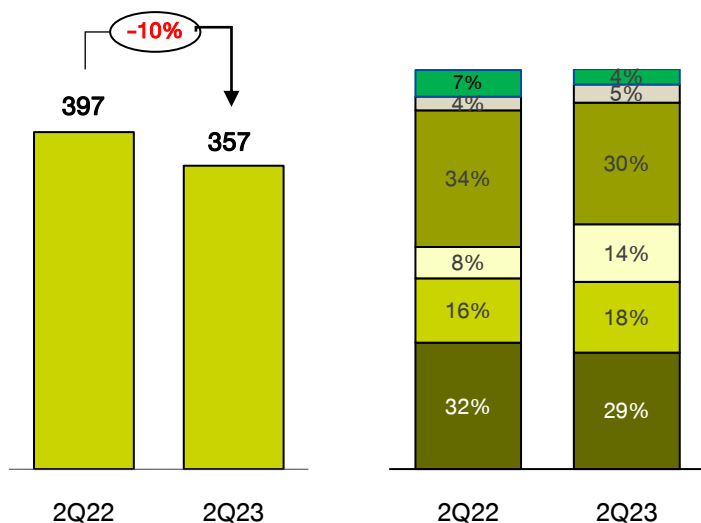
New Business Premium

Product Mix

New Business Premium

Product Mix

Unit : Million Baht



- Unit-Linked
- Pension & Others
- Endowment
- Par-Endowment
- Par-WL
- WL

Riders Attachment

27%

28%

Riders Attachment

29%

28%

6M23 Other channel : FYP +39% YoY

Group : Strong FYP growth + 63%YoY



Partnership : FYP +73% YoY



Online : FYP -38%YoY

มีแอลเอ คอมพลีท เฮลธ์

คุ้มครองค่ารักษาพยาบาลสูงสุด 5 ล้านบาท
ตรวจพบโรคร้ายแรงแริ 100,000 บาท

รับฟรี!

บัตรกำนัล Central
มูลค่า 100 บาท
ทุกๆ 1 ปี ประกันชีวิตอายุ 2,000 บาท

ตั้งแต่ 1 พ.ค. - 30 ธ.ค. 66

ซื้อประกันฉบับใหม่ กลิ่น

มีแอลเอ แสบปีเซฟวิว์ 126 (ออนไลน์)

ชดเชยแท็กซี่เผ่นออก มีเงินออมเพิ่มขึ้นตลอดสัญญา
สมัครง่าย ไม่ต้องกรอกประวัติ ไม่ต้องตอบคำถามสุขภาพ

รับฟรี!

บัตรเติมน้ำมัน พิกัดที่ สดชื่น
สูงสุด 2,000 บาท

เมื่อ 20 ธ.ค. 66 ถึง 31 ธ.ค. 66

ตั้งแต่ 1 พ.ค. - 30 ธ.ค. 66

ซื้อประกันฉบับใหม่ กลิ่น

Direct marketing : FYP -19%YoY

คุ้มครองมะเร็งและโรคร้ายแรงรวม
50 โรค ด้วยวงเงินสูงถึง 3 ล้านบาท

เบี้ยคงที่ เริ่มตั้งแต่วันละ 4 บาท
สมัครง่าย โดยไม่ต้องตรวจสุขภาพ

ปรึกษาเรา

02-262-8888



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1 2Q23 & 6M23 performance summary

2 Key Highlights

2.1 Investments (K. Chollada Sophonpanich, Executive Vice President Investment Division)

2.3 P&L and Key accounting change

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Investment asset –1.9% QoQ from benefit payment

2Q23 see higher allocation to Fixed income aiming to lock in high yield.

Asset Class	4Q22	1Q23	2Q23	Remark for movement
ST Investment	3.8%	2.6%	1.7%	Decrease from benefit payment & investment in fixed income.
Bonds	48.2%	49.0%	49.9%	Increase allocation due to supportive yield
Debenture & Notes	31.7%	32.0%	32.3%	
Total Fixed Income	83.7%	83.6%	83.9%	
Equity	8.7%	8.7%	8.8%	
REIT	4.1%	4.1%	3.7%	Rotate out to fixed income
Loan	3.5%	3.6%	3.6%	
- Policy loan	2.9%	3.0%	3.0%	
- Secured loan	0.6%	0.6%	0.6%	
Total Investment Assets (MB)	333,164	326,921	320,661	Decrease from benefit payment

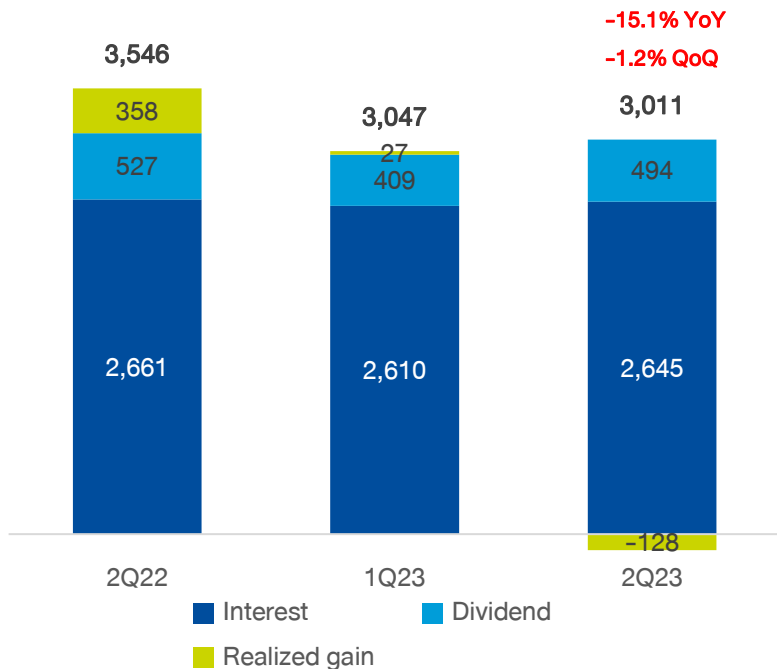
Foreign currencies account for 6.3% (flat QoQ) of investment assets as of Jun 2023

Fixed income 3.4% (flat QoQ) Equity 2.2% (flat QoQ) REIT 0.7% (flat QoQ)

2Q23 saw a decline in investment income from lower investment G/L

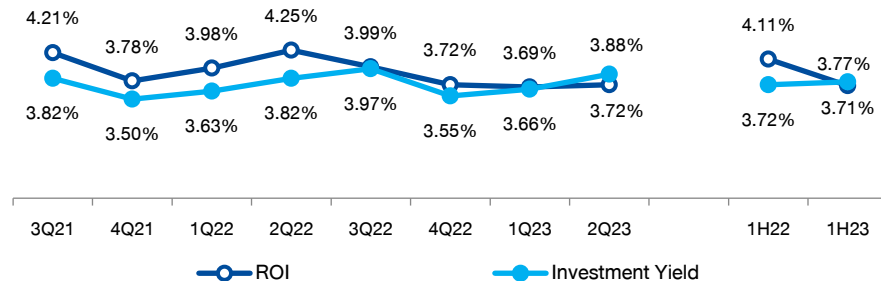
Investment yield improved from better reinvestment yield

Investment income (MB)



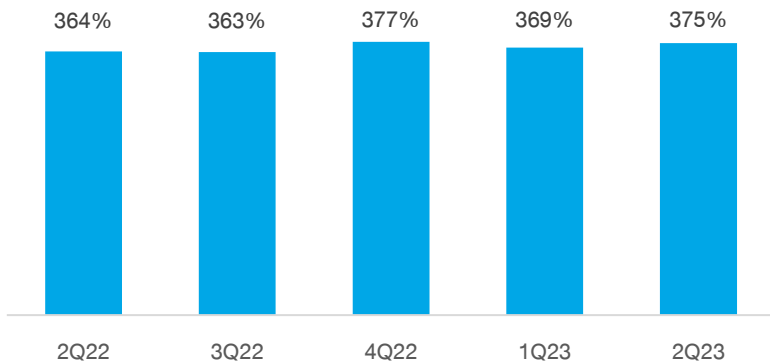
Key investment performance

- Investment income at Bt3.0 bn (-15.1% YoY) due to lower investment G/L.
- Investment yield in 1H23 improved 5 bps YoY to 3.77% from better reinvestment yield.
- Dividend income dropped due to asset reallocation.



CAR increased to 375% in 2Q23 (+11% YoY, +6% QoQ)

2Q23 CAR improved from Insurance profit.



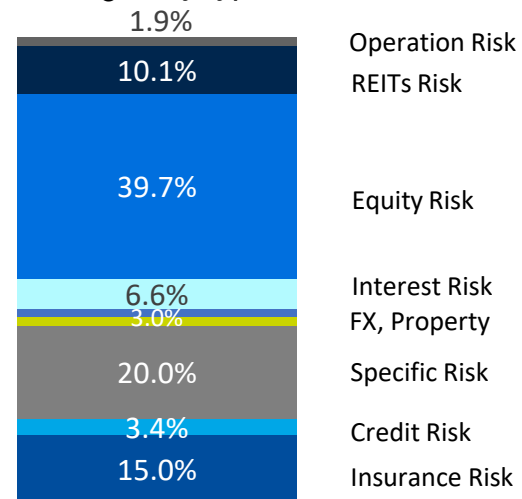
Company	CAR
FWD	405%
AIA	404%
TLI (2Q23)	398%
KTAL	362%
MTL	358%
AZAY (2Q23)	298%

Note: Data as of 1Q23

Source: Life Insurance Company website

Total Capital Required (TCR)

Risk charged by type to TCR



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Statement of financial positions

Consolidated financial statements

	30 Jun 23		31 Dec 22		Inc / Dec	
	MB	%	MB	%	MB	%
Assets						
Cash and cash equivalents	3,651	1%	12,681	4%	(9,030)	-71%
Investment assets	315,192	96%	320,488	94%	(5,297)	-2%
Other assets	9,041	3%	9,441	3%	(400)	-4%
Total assets	327,884	100%	342,611	100%	(14,727)	-4%
Liabilities and owners' equity						
Liabilities						
Insurance contract liabilities	279,898	85%	294,757	86%	(14,859)	-5%
Other liabilities	3,287	1%	3,071	1%	216	7%
Total liabilities	283,185	86%	297,828	87%	(14,643)	-5%
Owners' equity	44,699	14%	44,783	13%	(85)	0%
Total liabilities and owners' equity	327,884	100%	342,611	100%	(14,727)	-4%
Owners' equity						
Share capital	1,708	1%	1,708	0%	-	0%
Premium on share capital	3,361	1%	3,361	1%	-	0%
Retained earnings	37,309	11%	36,241	11%	1,068	3%
Other component of equity	2,321	1%	3,474	1%	(1,153)	-33%
Non-controlling interests of the subsidiaries	0.28	0%	0.28	0%	0.01	2%
Total owners' equity	44,699	14%	44,783	13%	(85)	0%

ASSETS decrease 14,727 MB

Total assets decrease from 2022 mainly due to decreasing in cash and cash equivalent and investment assets from high maturity in 1H23.

Liabilities decrease 14,643 MB

Ins liabilities decrease by 14,859 MB due to decreasing in life policy reserves from high maturity.

Owners' equity decrease 85 MB

- RE + 1,068 MB from profit for 1H23.
- Other component of equity -1,158 MB mainly from decreasing on FV from investment at FVOCI.

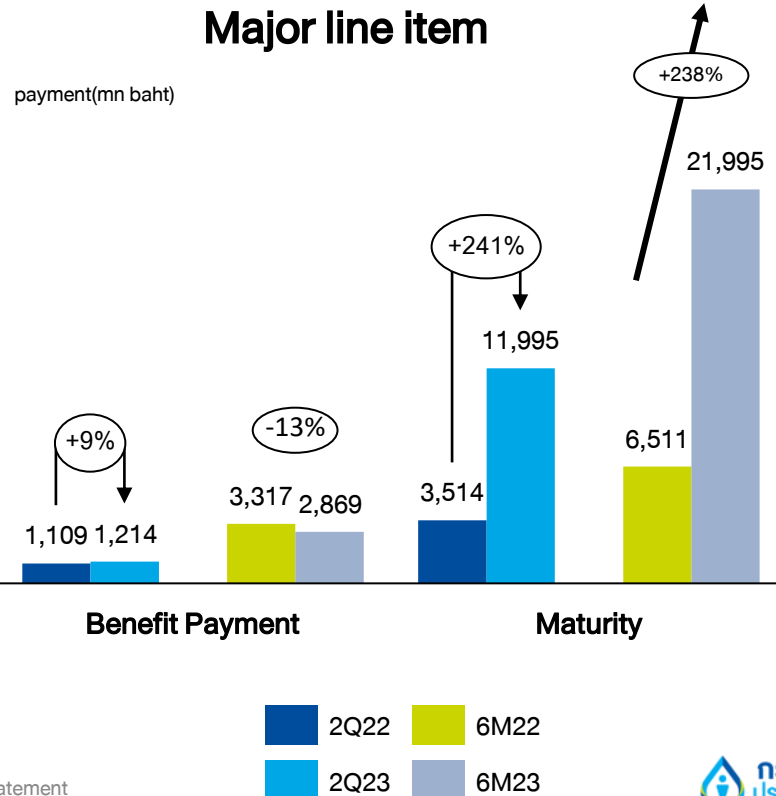
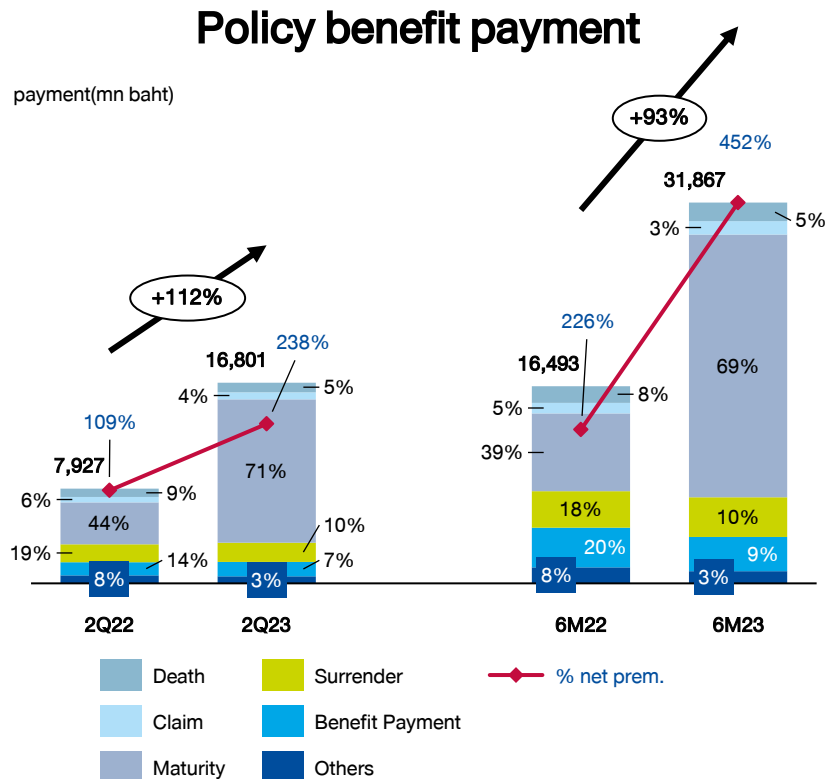
2Q-2023 Financial Summary

Million Baht				Common Size							
	2Q'23	2Q'22	%YoY	6M'23	6M'22	%YoY	2Q23	2Q22	6M23	6M22	
First year premium	1,324	1,260	5%	3,522	2,665	32%	19%	17%	23%	17%	
Renewal premium	5,736	6,222	-8%	12,334	13,888	-11%	81%	85%	82%	88%	
REIN&UPR	(8)	(188)	96%	(762)	(853)	11%	0%	-3%	-5%	-5%	
Total Net Premium (TNP)	7,051	7,294	-3%	15,095	15,700	-4%	100%	100%	100%	100%	
Investment income	2,973	3,640	-18%	5,873	6,881	-15%	42%	50%	39%	44%	
Other income	142	100	43%	307	306	0%	2%	1%	2%	2%	
Total Income	10,166	11,034	-8%	21,274	22,888	-7%	144%	151%	141%	146%	
Life policy reserve	(8,768)	694	-1363%	(14,878)	1,814	-920%	-124%	10%	-99%	12%	
Benefit payments	16,801	7,927	112%	31,867	16,493	93%	238%	109%	211%	105%	
Commission and Brokerage	553	543	2%	1,196	1,240	-4%	8%	7%	8%	8%	
Other underwriting expense	150	133	13%	356	305	17%	2%	2%	2%	2%	
Total Underwriting Expense	8,735	9,297	-6%	18,540	19,852	-7%	124%	127%	123%	126%	
Operating Expense	428	388	10%	823	742	11%	6%	5%	5%	5%	
Expected Credit Loss	74	(60)	223%	76	(61)	225%	1%	-1%	1%	0%	
Total Expense	9,238	9,626	-4%	19,439	20,533	-5%	131%	132%	129%	131%	
Earning before tax	929	1,409	-34%	1,835	2,355	-22%	13%	19%	12%	15%	
Income Tax	(140)	(220)	36%	(290)	(365)	21%	-2%	-3%	-2%	-2%	
Net income	789	1,189	-34%	1,545	1,990	-22%	11%	16%	10%	13%	
EPS	0.46	0.70		0.90	1.17						

2Q23
TNP -3% mainly from RYP -8%.
Investment income -18% mainly from decreasing in gain from selling securities and decreasing unrealised gain on exchange.
Underwriting exp -6% mainly from maturity payment increased this quarter while reserve decreased bigger.
Net profit -34% mainly from lower investment income and higher operating expenses although higher underwriting profit (TNP – Total underwriting exp).

6M23
TNP -4% mainly from RYP -11%.
Investment income -15% mainly from decreasing in gain from selling securities and increasing unrealised loss on exchange.
Underwriting exp -7% mainly from maturity payment increased this quarter while reserve decreased bigger.
Net profit -22% mainly from lower investment income and higher operating expenses although higher underwriting profit (TNP – Total underwriting exp).

Policy benefit payment



Q&A