



# Analyst Meeting Presentation

## 1Q25 Financial Results

15 May 2025

# Agenda

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1

## 1Q25 performance summary

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

2

## Key Highlights

### 2.1 P&L and Key accounting change (K. Jaruwan Limkhunthammo – EVP, Accounting and Financial) (K. Phakin Tiyaengthong – SVP, Actuary Division)

### 2.2 Investments (K.Chollada Sophonpanich – EVP, Investment Division)

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## Q&A

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# 1Q25 Performance summary

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**2,110 MB**

First Year Premium

+32%YoY

**7,200 MB**

Renewal Year Premium

+3YoY

**9,310 MB**

Total Premium

+8%YoY

**3.44%**

ROI

(1Q24: 3.85%)

Lower Investment Yield

**1,189 MB**

Net Profit

+6%YoY

From insurance service result

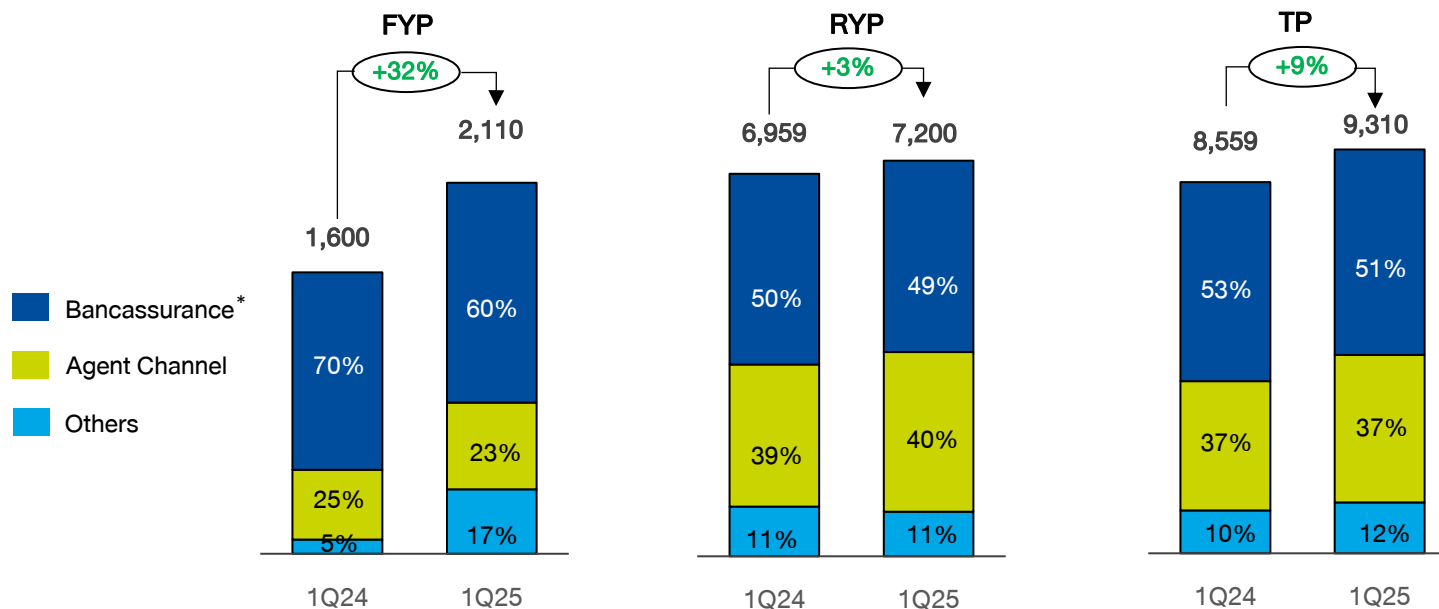
**480%**

CAR

2024: 441%

From Yield Movement

# 1Q25: FYP +32%YoY from, RYP +3%YoY as expected, resulting in TP +9%YoY



BLA Market Shares

4.1%

5.9%

5.4%

Industry Growth

+11%

+4%

+6%

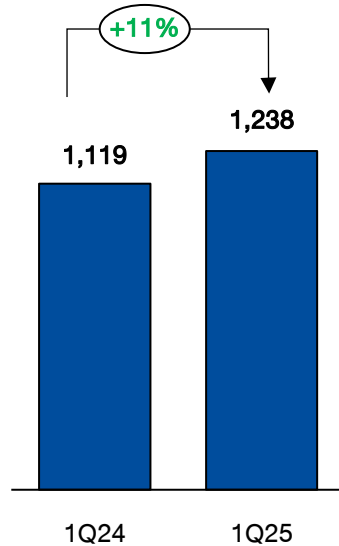
Source : TLAA

# BBL: 1Q25 +11%

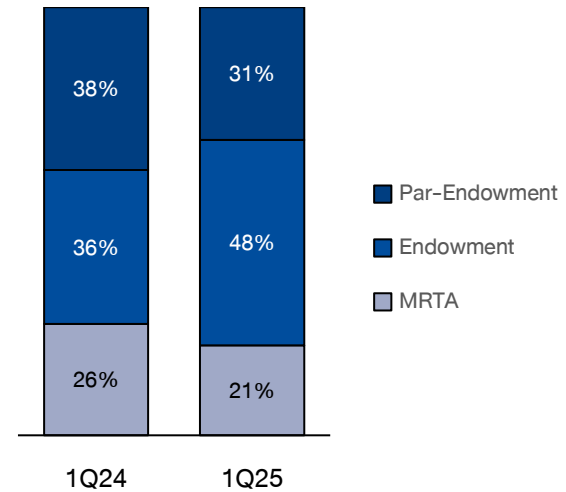
## BBL

1Q25

### New Business Premium BBL Channel



### Product Mix



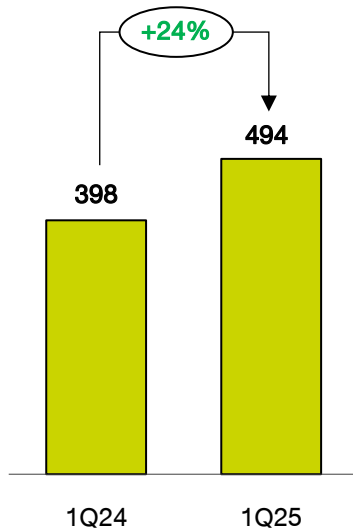
# Agent : 1Q25 FYP +24%YoY, Riders Attachment increased

## Agent Channel

1Q25

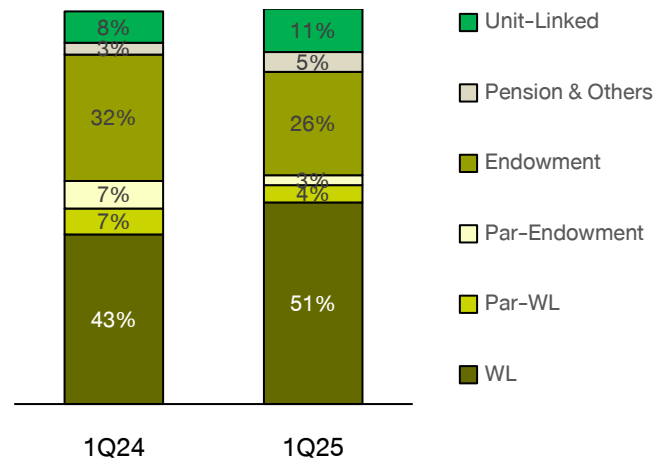
### New Business Premium

#### Agent Channel



### Product Mix

#### Agent Channel



Riders Attachment

28%

38%

# 1Q25 : Alternatives

**Group : FYP +467% YoY, RYP +8% YoY, TP +37% YoY**



**Online : FYP +66%YoY**



**Partnership : FYP +208% YoY**



**Direct marketing : FYP -58%YoY**

**คุ้มครองมะเร็งและโรคร้ายแรงรวม 50 โรค ด้วยวงเงินสูงถึง 3 ล้านบาท**

เบี้ยคงที่ เริ่มต้นแค่วันละ 4 บาท  
สมัครง่าย โดยไม่ต้องตรวจสุขภาพ

ปรึกษาเลย

(ข้อมูลนี้เป็นข้อมูลเบื้องต้นเท่านั้น)





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# IFRS17 Knowledge sharing and Financial Statement of 1Q2025

15 May 2025

*BLA Together We Care*

# Content

## Pain points of IFRS4

- P&L statement of life insurance business
- 4 key pain points of using current standard

## Concept overview of IFRS17

- Material accounting policy under IFRS17
- Mechanism impacting the result

## Matching with IFRS9

- Asset classification concept

## Actual result of financial statement

- Key Messages & Overview of TFRS17 & TFRS9
- Key Accounting Choices & Resulting Balance sheet
- Financial statements under TFRS17 & TFRS9

# Pain points of IFRS4



# Life insurance company Profit and Loss statement contain 2 key items that are not presence in general company statement

General Company  
P&L Statement

Items	Amount(THB)
<b>Income</b>	<b>1,050,000</b>
Revenue	1,000,000
Other Income	50,000
<b>Expense</b>	<b>940,000</b>
Cost of Sale	700,000
Operating Expense	150,000
Administrative expense	90,000
<b>Operating Profit before Tax</b>	<b>110,000</b>
Tax Expense	22,000
<b>Net Profit after Tax</b>	<b>88,000</b>

Life Insurance Company  
P&L Statement

Items	Amount(THB)
<b>Income</b>	<b>1,050,000</b>
Premium	1,000,000
Other Income	50,000
<b>Expense</b>	<b>990,000</b>
Change in Reserve	450,000
Benefit Payment	100,000
Cost of Sale	200,000
Operating Expense	150,000
Administrative expense	90,000
<b>Operating Profit before Tax</b>	<b>60,000</b>
Tax Expense	12,000
<b>Net Profit after Tax</b>	<b>48,000</b>

- Acts as a buffer to Revenue to prevent premature recognition of profit in early year,
- Then release for benefit payment in later year

# For general company, increase in sale directly increase net profit. But this may not be the case for insurance company

**General Company  
P&L Statement**

Sale increase by 15%

Items	Amount(THB)	Amount(THB)
<b>Income</b>	<b>1,050,000</b>	<b>1,200,000</b>
Revenue	1,000,000	1,150,000
Other Income	50,000	50,000
<b>Expense</b>	<b>940,000</b>	<b>1,055,000</b>
Cost of Sale	700,000	805,000
Operating Expense	150,000	160,000
Administrative expense	90,000	90,000
<b>Operating Profit before Tax</b>	<b>110,000</b>	<b>145,000</b>
Tax Expense	22,000	29,000
<b>Net Profit after Tax</b>	<b>88,000</b>	<b>116,000</b>

+31%

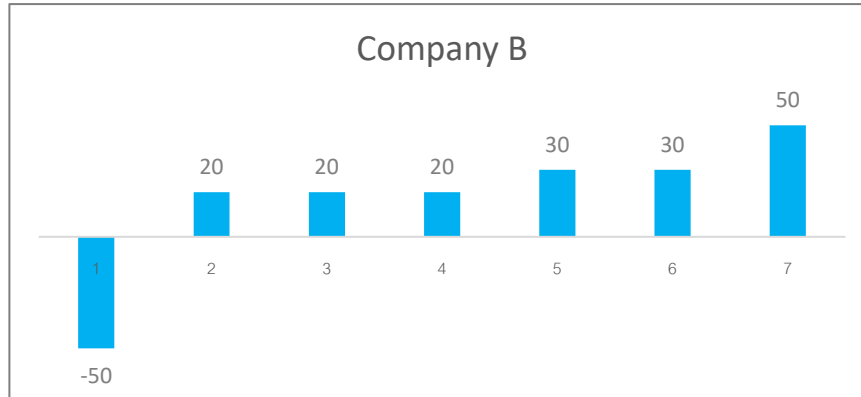
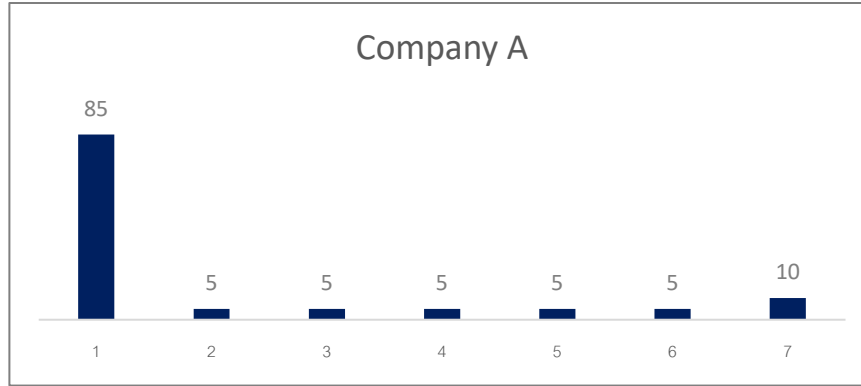
**Life Insurance Company  
P&L Statement**

Sale increase by 15%

Items	Amount(THB)	Amount(THB)
<b>Income</b>	<b>1,050,000</b>	<b>1,200,000</b>
Premium	1,000,000	1,150,000
Other Income	50,000	50,000
<b>Expense</b>	<b>990,000</b>	<b>1,195,000</b>
Change in Reserve	450,000	
Benefit Payment	100,000	
Cost of Sale	200,000	275,000
Operating Expense	150,000	150,000
Administrative expense	90,000	90,000
<b>Operating Profit before Tax</b>	<b>60,000</b>	
Tax Expense	12,000	
<b>Net Profit after Tax</b>	<b>48,000</b>	



## With exactly the same product, each company may realize profit differently depending on their reserve policy



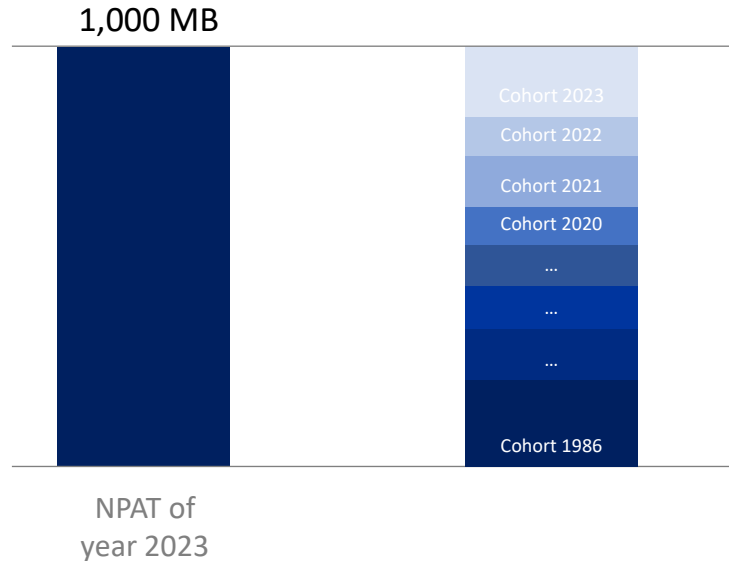
The different may comes from

- Reserve calculation basis (NPV vs GPV)
- Discount rate
- Provision for Adverse Deviation (PAD)

Pain point No.1 of  
current standard

**Profit recognition pattern of IFRS4 affected  
largely from reserve policy**

## IFRS4 Profit and Loss statement does not allow past cohort performance assessment due to unsystematic release of profit



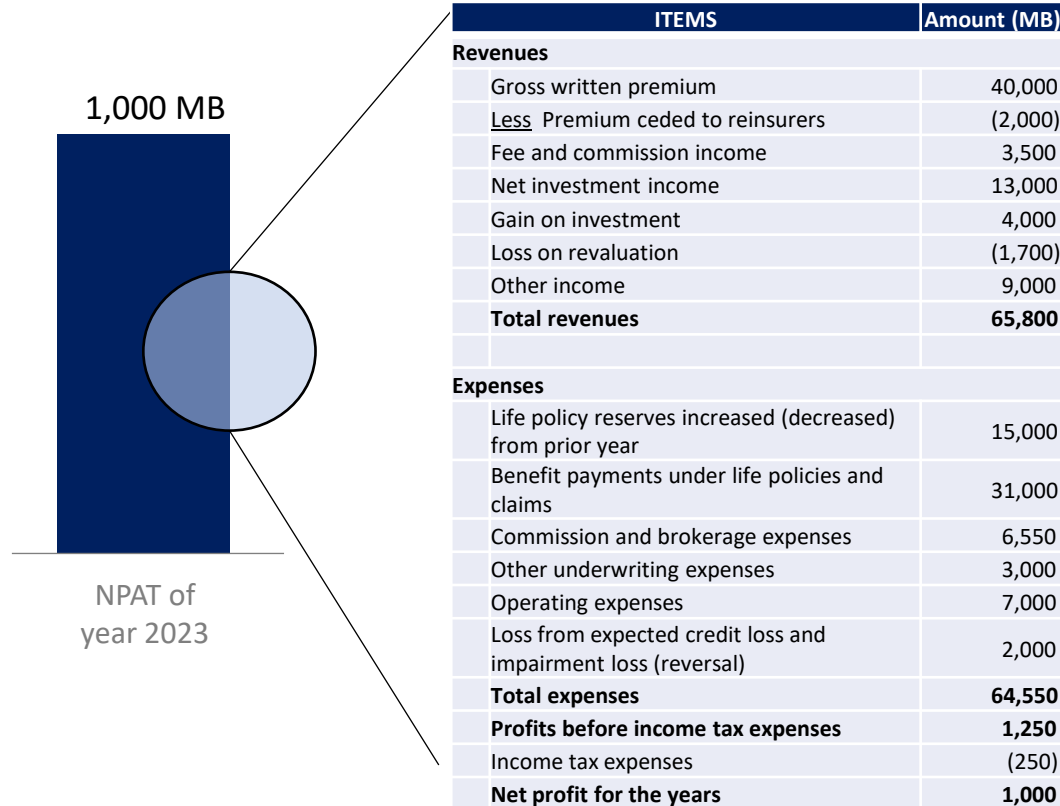
Because NPAT of each particular year is **consisted of several profit realized from old cohort sold in the past**, we are unable to assess the real performance of each cohort in the past if they are still profitable as expected when launched.

Pain point No.2 of  
current standard

Unable to assess the real performance of each  
cohort sold in the past



# Current items in Profit and Loss statement of IFRS4 are difficult to be classified so that we can measure separately between insurance and investment performance



- Is this investment income adequate for liability cost?

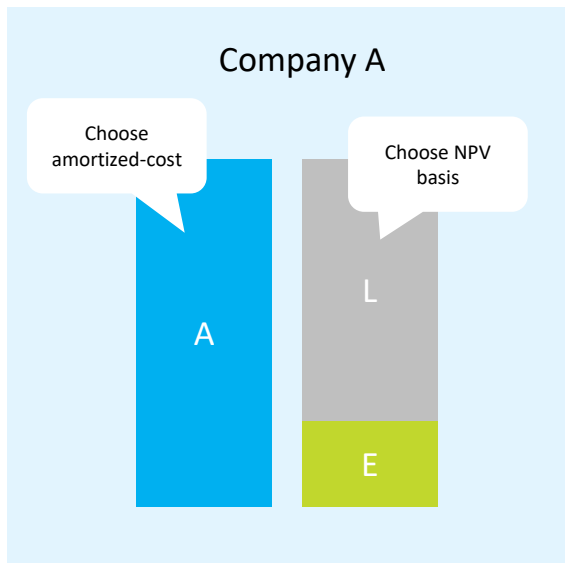
- What is the actual insurance operating profit

- Are these admin expense contributed to insurance obligation ?

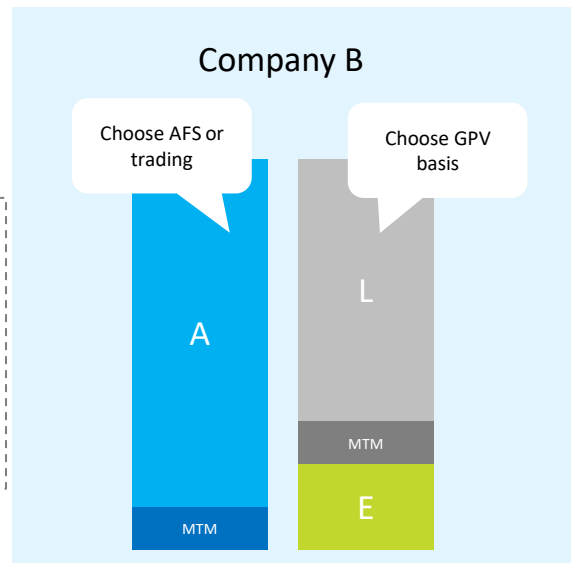
Pain point No.3 of current standard

Unable to measure performance regarding its risk (Insurance vs Investment)

# The option current standard (IFRS4 and IAS39) allows company to choose different measurement model for asset and reserving policy which leads to inaccessibility of ALM by investor



Unlike Company B where both asset and liability are marked-to market, **Company A** who choose fixed income asset to be measured by amortized cost and liability to be calculated on NPV basis will not display any **Asset-Liability Matching(ALM)** result anywhere in the financial statement



Pain point No.4 of current standard

Cannot assess ALM effectiveness directly from Financial statement

# IFRS17, Insurance Contract, is designed to solve all 4 pain points of IFRS4 standard

## Pain point No.1 of current standard

Profit recognition pattern of IFRS4 affected largely from reserve policy

## Pain point No.2 of current standard

Unable to assess the real performance of each cohort sold in the past

## Pain point No.3 of current standard

Unable to measure performance regarding its risk (Insurance vs Investment)

## Pain point No.4 of current standard

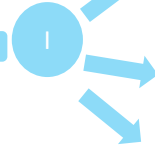
Cannot assess ALM effectiveness directly from Financial statement



# 4 Shortfalls of IFRS4 are solved by 4 mechanism of IFRS17

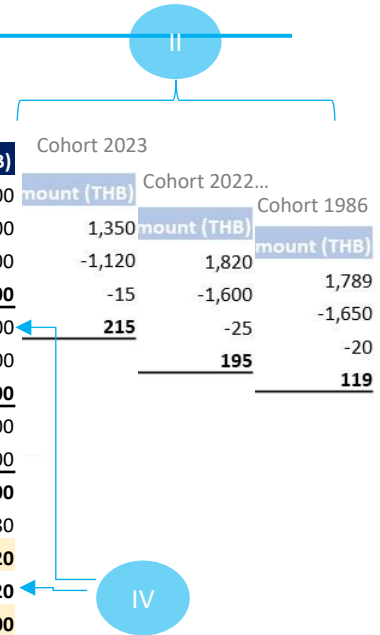
Life Insurance Company  
P&L Statement IFRS4

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Premium	1,000,000
Other Income	50,000
<b>Expense</b>	<b>990,000</b>
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Life Insurance Company  
P&L Statement IFRS17

	Items	Amount (THB)	
A	Insurance Revenue	52,400	
	Insurance Service Expense	-41,000	
	Reinsurance	-400	
	<b>Insurance Result</b>	<b>11,000</b>	
B	Insurance Finance Expense	-12,000	
	Investment Income	15,000	
	<b>Investment result</b>	<b>3,000</b>	
C	Non-Attributable Expense	-300	
	Other Income	200	
	<b>Profit Before Tax</b>	<b>13,900</b>	
	Tax Expense	2,780	
	<b>Net Profit after Tax</b>	<b>11,120</b>	
	Other comprehensive income	-1,120	
	<b>Total comprehensive income</b>	<b>10,000</b>	



## Mechanism of IFRS17

Pain point No.3

I. Separate reserve into 3 parts – A/B/C

Pain point No.2

II. Separate calculation by cohort year

Pain point No.1

III. Systematically amortize profit (only in insurance result)

Pain point No.4

IV. Mark-to-market liability but with option to display in either Profit and Loss or OCI

# Concept overview of IFRS17

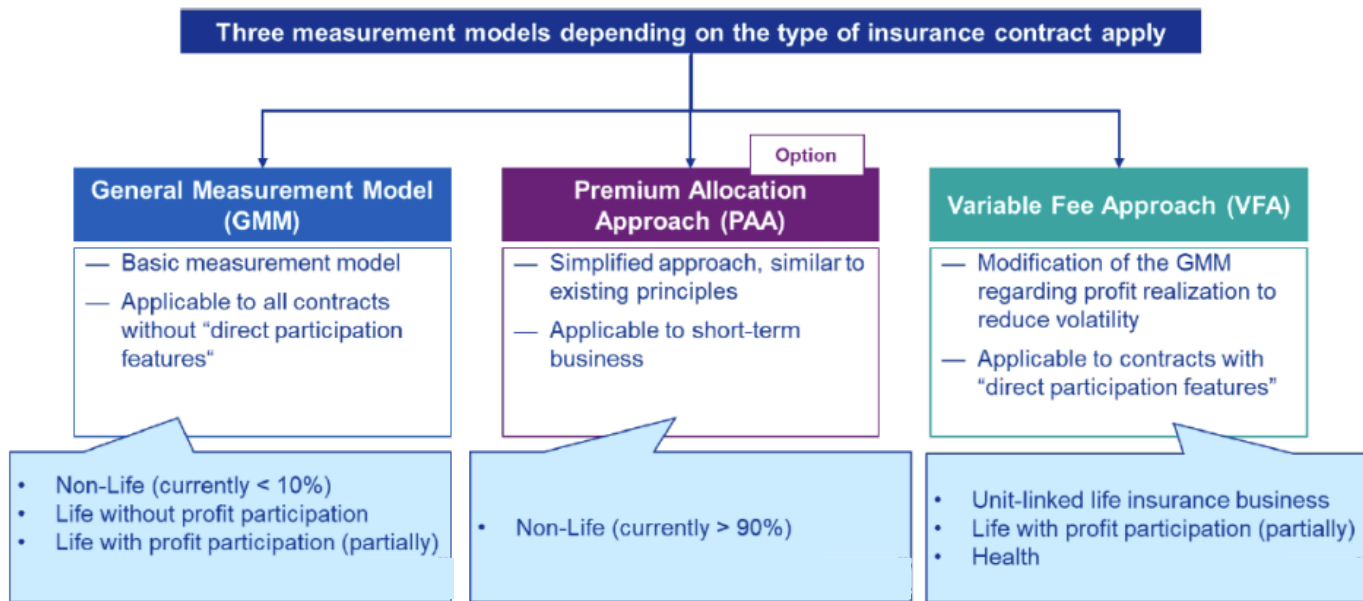


# Under 4 mechanism of IFRS17, there are several material accounting policies driving the result

Mechanism of IFRS17	Material Accounting policy
I. Separate reserve into 3 parts	Insurance Contract testing
	Embedded derivative separation
	Service components separation
	Insurance vs. Investment component
	Discount rate determination
	Expense Classification
II. Separate calculation by cohort year	Combination of contract
	Level of aggregation
III. Systematically amortize profit (only in insurance result)	Measurement model
	Coverage Unit and Profit amortization
IV. Mark-to-market liability	Risk adjustment and Time value of options and guarantee
	Mark-to-market of liability using reporting date yield curve

We will discuss these items in the following slide

## Under 4 mechanism of IFRS17, there are several material accounting policies driving the result



BLA

98%

1%

<1%

# Under GMM measurement model, Statement of profits and losses IFRS 17 changes significantly from IFRS4



IFRS 4							IFRS 17						
	Year 1	Year 2	Year 3	Years 4-19	Year 20	Total		Year 1	Year 2	Year 3	Years 4-19	Year 20	Total
1 Premiums	5,000	-	-	-	-	5,000	Insurance revenue	550	534	516	4,946	39	6,585
Investment income	250	236	223	2,124	86	2,919	Incurred claims and other expenses	(520)	(504)	(487)	(4,605)	(36)	(6,152)
Incurred claims	(520)	(504)	(487)	(4,605)	(36)	(6,152)	Insurance service result	30	30	29	341	3	433
2 Change in insurance contract liabilities	(4,644)	354	351	3,901	38	-	Investment income	250	236	223	2,124	86	2,919
Profit or loss	86	86	87	1,420	88	1,767	Insurance finance expenses	(191)	(177)	(163)	(1,052)	(2)	(1,585)
Other comprehensive income	-	-	-	-	-	-	Net financial result	59	59	60	1,072	84	1,334
Comprehensive income	86	86	87	1,420	88	1,767	Profit or loss	89	89	89	1,413	87	1,767
This table illustrates a common method of presentation in the statement of comprehensive income for a group of contracts when applying IFRS 4. Because of the wide variety of practices to account for insurance contracts when applying IFRS 4, the presentation in this table might not be representative of any specific practice of a company or jurisdiction.							Other comprehensive income	-	-	-	-	-	-
							Comprehensive income	89	89	89	1,413	87	1,767

5,000

3

4

- 1) Insurance revenue ≠ Premium
- 2) No reserve item in Income statement
- 3) Display separately between insurance result and financial result
- 4) Profit recognition pattern change, but total profit remain the same throughout contract



# Insurance contract liability under IFRS17 are further decomposed into several sub-components

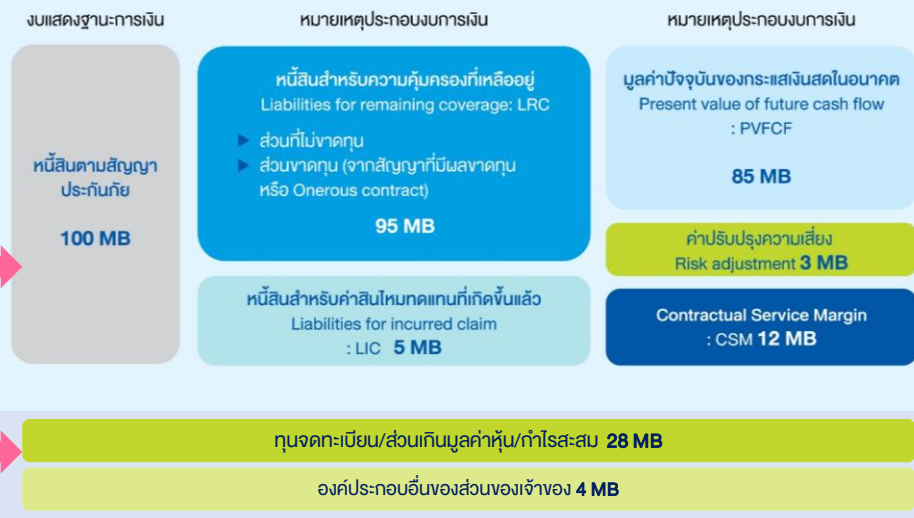


## งบแสดงฐานะการเงินเมื่อ TFRS17 มีผลบังคับใช้



Revaluating of both asset and liability towards more market value principles.

## การแสดงรายการและการเปิดเผยหนี้สินตามสัญญาประกันภัยในงบการเงิน

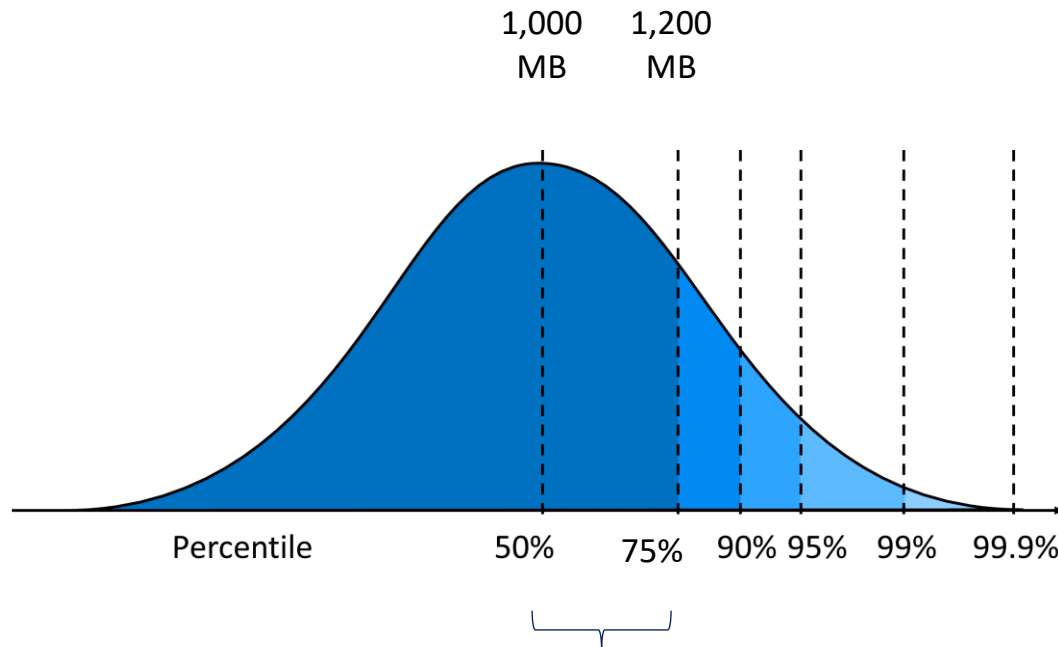


Disclosure requires more details ex. Cost (PVFCF & Risk adjustment) and related profits (CSM).

# Risk adjustment is the buffer for insurance assumption above best estimate that is incorporated in insurance contract liability

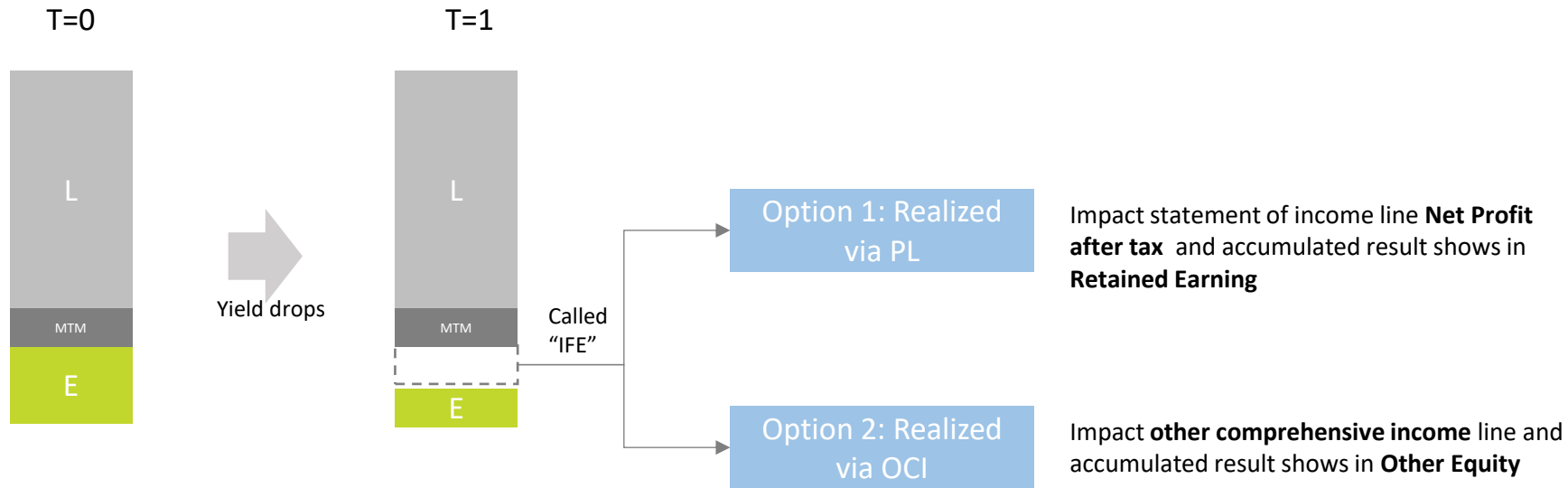


Example : Risk adjustment of claim



Each company may select their own risk adjustment threshold (e.g. 75%/80%/90%) or even different method.

# Risk adjustment is the buffer for insurance assumption above best estimate that is incorporated in insurance contract liability

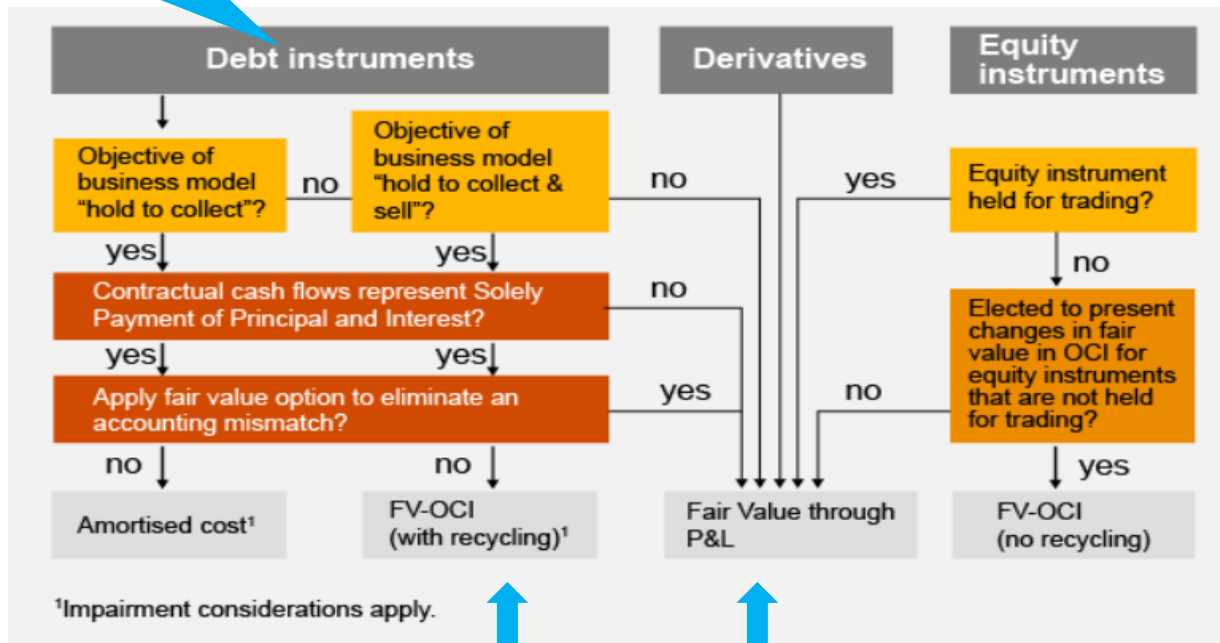


# Matching with IFRS9



# IFRS9 requires company to reclassified asset according to nature of asset that is consistent with business operation

Major of asset of life insurance company is debt instrument



Because liability is marked-to-market, asset, especially debt instrument, is likely to be marked-to-market via either FVOCI or FVTPL

# Actual result of financial statement

- Key Messages & Overview of TFRS17 & TFRS9
- Key Accounting Choices & Resulting Balance sheet
- Financial statements under TFRS17 & TFRS9



# Key Messages & Overview of TFRS17 & TFRS9

# TFRS17 & TFRS 9 | Key Messages

The impact on the transition date **does not** affect the stability of shareholders' equity or capital funds.

**Assets = Liabilities + Equities** : On the transition date, retained earnings may change; however, this will be adjusted against insurance contract liabilities. It reflects how much Contractual Service Margin (CSM) is deferred for future profit recognition.

Disclosure of CSM allows for **better forecasting of annual profit** recognition.

The income statement will **separately show underwriting profit and investment profit**.

Insurance revenue is **not equal to** premium income, and the topline will appear significantly reduced. However, this does not materially affect the bottom line.

Gains or losses from selling equity investments classified as FVOCI **will not be shown** in the profit and loss statement.

Some unit trusts / funds will be classified as debt instruments and required to be **measured at FVPL** (Fair Value through Profit or Loss)



# The impact on the transition date does not affect the stability of shareholders' equity or capital funds



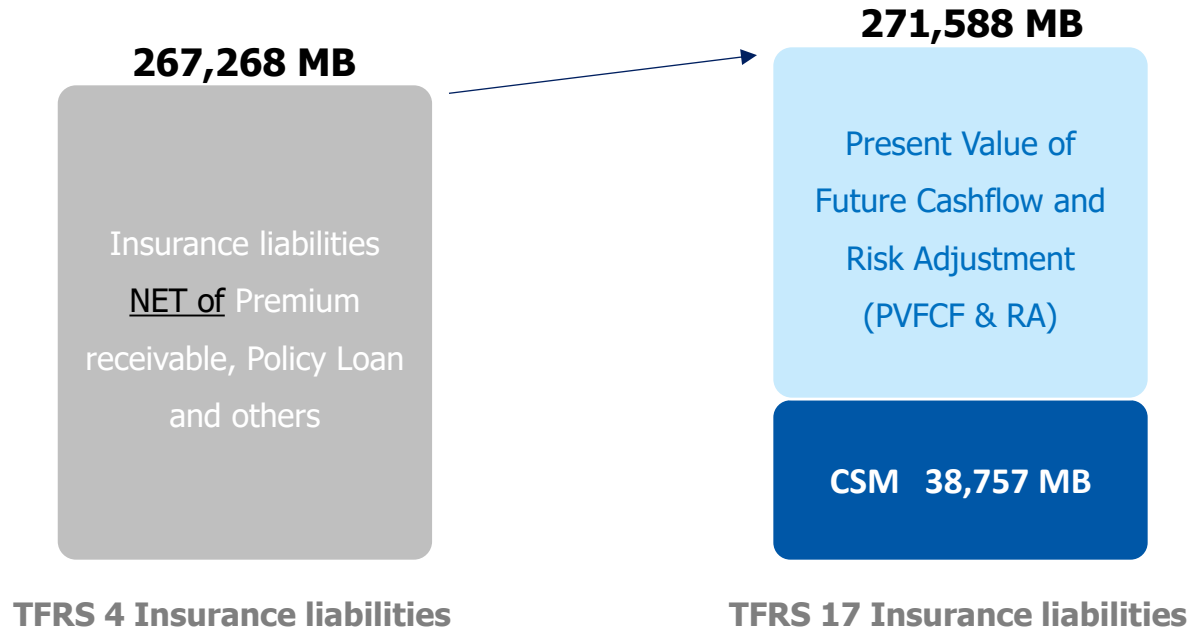
Consolidate financial statement Unit: Million Baht

	31 Dec 23 (Previously Reported)	TFRS 9	TFRS 17	31 Dec 23 (Restated)
Share Capital	1,708			1,708
Premium on share capital	3,361			3,361
Retained earnings	37,826	934	(3,365)	35,394
Other components of shareholders' equity 'AOCI'	1,541	2,113	(90)	3,564
<b>Total shareholders' equity</b>	<b>44,436</b>	<b>3,047</b>	<b>(3,456)</b>	<b>44,027</b>

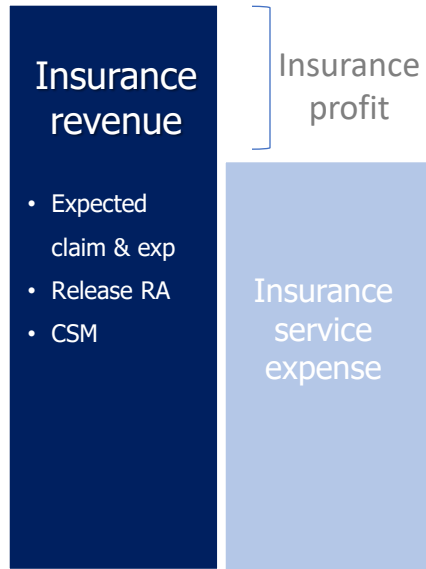
Total equity decreased 409 MB mainly from decreasing insurance contract liabilities 3.4 billion while increased from MTM debt securities 3 billion

Opening balance  
at 1 Jan 24

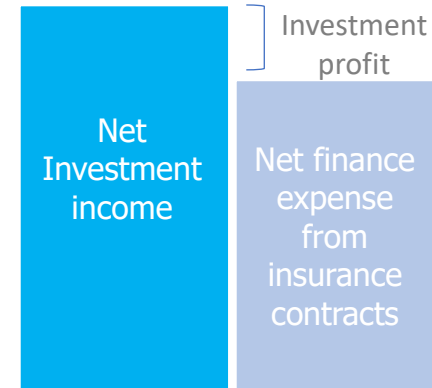
**Assets = Liabilities + Equities** : On the transition date, retained earnings may change; however, this will be adjusted against insurance contract liabilities. It reflects how much Contractual Service Margin (CSM) is deferred for future profit recognition.



# The income statement will separately show underwriting profit and investment profit.



Earning to be more predictable driven by the release of CSM



Cost of finance which is used for discounted premium will be isolated and presented as the deduction of net investment income.

# Key Accounting Choices & Resulting Balance sheet

## Summary TFRS9 policies



Type	Investment	SPPI Test	Final position	Impact
<b>Debt Securities (Hold to collect and sell)</b>	Bond, Debentures, promissory note, Bill of Exchange	Pass	FVOCI (with recycling) to reduce volatility and match with liabilities choice	Increasing asset value
	Structured Note	Fail	FVPL (by default)	Profit and loss volatility from mark to market
	Thai Unit trust Except Thai REIT/InFra/Prop	Fail	FVPL (by default)	
	Foreign Unit trust except ETF with no dividend policy	Fail	FVPL (by default)	
<b>Equity Securities</b>	Stock, Warrants	N/A	FVOCI(no recycling)* to reduce volatility and match with liabilities choice	No gain/loss from selling equity securities in Profit and loss
	Thai REIT/InFra/Prop	N/A		No Impairment Needed
	Foreign ETF with no dividend policy	N/A		

\* FVOCI (no recycling) จะไม่มีการรับรู้กำไรและขาดทุนที่เกิดขึ้นจากการขายเข้างบกำไรขาดทุน แต่จะรับรู้โดยตรงไปยังกำไรสะสม

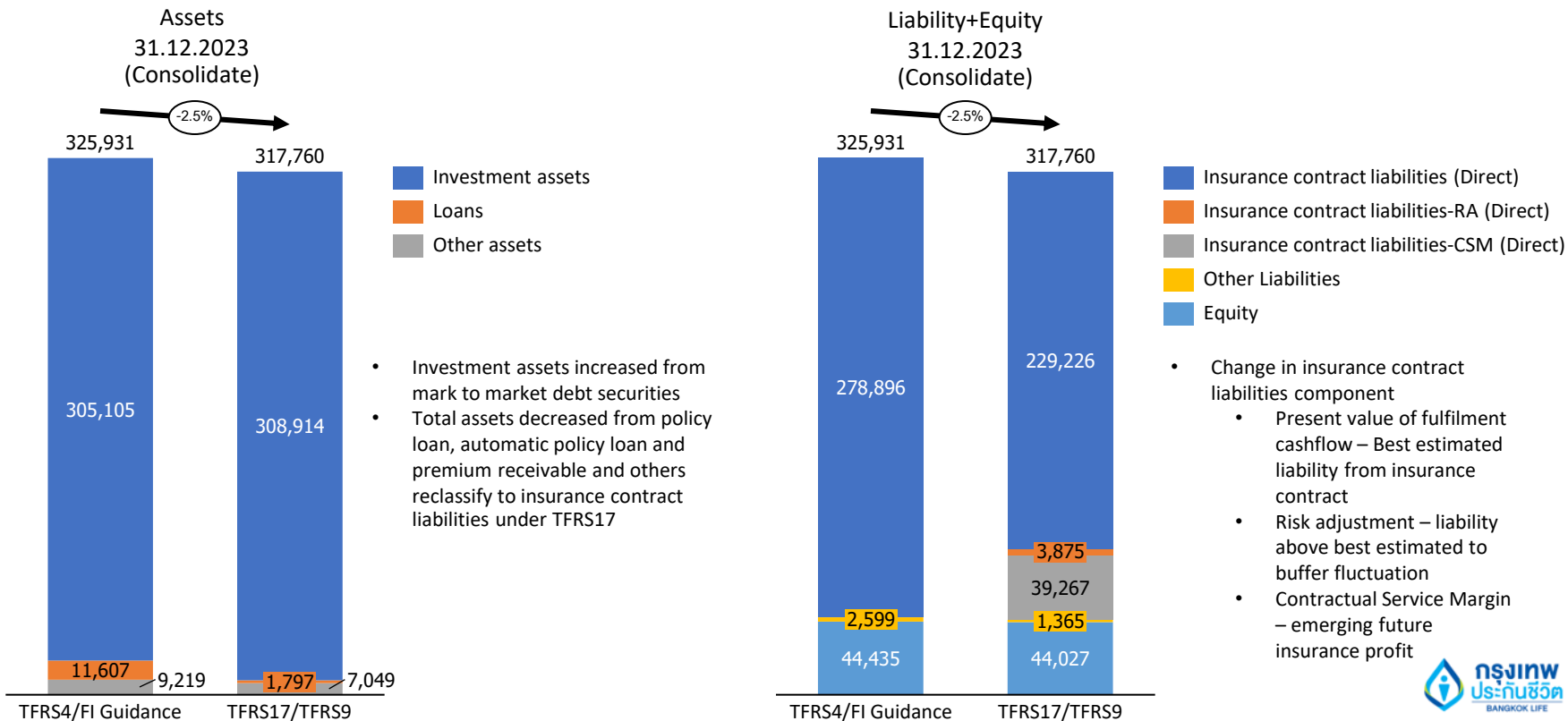
# Summary of TFRS17 Accounting policy

Mechanism of IFRS17	Material Accounting policy	BLA Position
I. Separate reserve into 3 parts	Insurance Contract testing	Calculate by Policy @ 5% threshold
	Embedded derivative separation	No embedded Derivative
	Service components separation	No separatable service component
	Insurance vs. Investment component	Insurance component are those amount that company may not have to pay (amount above CV)
	Discount rate determination	Bottom up
	Expense Classification	ABC expense classification
II. Separate calculation by cohort year	Combination of contract	Combine valuation of base and riders
	Level of aggregation	Direct Contract – 7 dimensions Reinsurance contract – 10 dimensions
III. Systematically amortize profit (only in insurance result)	Measurement model and initial recognition	GMM 98% / VFA 1% / PAA 1%
	Coverage Unit and Profit amortization	VFA – Weighted between investment and insurance component GMM – Insurance component
IV. Mark-to-market liability	Risk adjustment and Time value of options and guarantee	Direct – PAD75 Reinsurance – PAD75 +NPR*
	Mark-to-market of liability using reporting date yield curve	FVOCI

**These policy choices can be found in Financial Notes**

# Change in statement of financial position

Apply TFRS9&TFRS17, Investment assets and Insurance contract liabilities mark to market to reflect change in economic. Change in statement of financial position at transition as follow;



# Financial statements under TFRS17 & TFRS9



# Statement of financial positions

Consolidated financial statements Unit:MB

	31-Mar-25		31-Dec-24		Inc / Dec	
		%		%		%
Cash and cash equivalents	6,785	2%	10,523	3%	(3,737)	-35.5%
Accrued investment income	2,367	1%	1,151	0%	1,217	105.7%
Investment asset	298,966	95%	298,058	94%	908	0.3%
Insurance contract assets	31	0%	89	0%	(58)	-65.1%
Property, plant and equipment	1,922	1%	1,924	1%	(2)	-0.1%
Other assets	4,101	1%	3,662	1%	440	12.0%
<b>TOTAL ASSETS</b>	<b>314,173</b>	100%	<b>315,405</b>	100%	(1,233)	-0.4%
Insurance liabilities	265,017	84%	265,909	84%	(892)	-0.3%
Other liabilities	1,403	0%	1,433	0%	(30)	-2.1%
<b>TOTAL LIABILITIES</b>	<b>266,420</b>	85%	<b>267,342</b>	85%	(922)	-0.3%
Share capital and premium on share capital	5,069	2%	5,069	2%	-	0.0%
Retained earnings	38,461	12%	38,528	12%	(67)	-0.2%
Other component of shareholders' equity	3,653	1%	3,896	1%	(243)	-6.2%
<b>TOTAL EQUITIES</b>	<b>47,753</b>	15%	<b>48,064</b>	22%	(311)	-0.6%

## ASSETS decrease 1,223 MB

Total assets decrease from 2024 mainly due to decreasing in cash and cash equivalent and investment assets from maturity policies.

## Liabilities decrease 922 MB

Ins liabilities decrease by 892 MB from maturity policies.

## Owners' equity decrease 311 MB

1. RE **-67 MB** mainly from profit for 2024 **+ 1,188 MB** while loss on selling securities **- 1,256 MB**.
2. Other component of equity **-243 MB** mainly from increasing insurance finance expense **-3,833 MB** while increasing on FV from investment at FVOCI **+3,555 MB**.

# 1Q-2025 Financial Summary

Consolidated financial statements Unit:MB



	1Q25	%	1Q24	%	Change QoQ	QoQ%
<b>Insurance revenue</b>						
Expected incurred claims and other insurance service expenses	1,441	128%	2,195	162%	(755)	-34%
Change in risk adjustment	(18)	-2%	(31)	-2%	13	-43%
CSM release	906	80%	992	73%	(85)	-9%
Recovery of insurance acquisition cash flows	261	23%	213	16%	48	22%
Insurance revenue-Contracts measured under the PAA	589	52%	475	35%	114	24%
Insurance revenue	3,179	282%	3,844	283%	(666)	-17%
<b>Insurance service expenses</b>						
Incurred claims and other insurance service expenses	(1,927)	-171%	(2,747)	-202%	820	-30%
Losses and reversal of losses on onerous contracts	(47)	-4%	(22)	-2%	25	114%
Amortisation of insurance acquisition cash flows	(261)	-23%	(213)	-16%	48	22%
Insurance service expenses	(2,235)	-198%	(2,982)	-220%	747	-25%
Net expenses from reinsurance contracts	(35)	-3%	18	1%	(53)	-298%
<b>Insurance service result</b>	908	80%	880	65%	28	3%
Net investment income	2,481	220%	2,860	211%	(378)	-13%
Net finance expenses from insurance contracts	(2,222)	-197%	(2,299)	-169%	77	-3%
<b>Net financial result</b>	259	23%	561	41%	(302)	-54%
<b>Other income and expenses</b>	(38)	-3%	(83)	-6%	45	-54%
<b>Profits before income tax expenses</b>	1,129	100%	1,358	100%	(229)	-17%
Income tax expenses	(60)	-5%	236	17%	(296)	-125%
<b>Net profit for the years</b>	1,189	105%	1,122	83%	67	6%
<b>EPS</b>	0.70		0.66			

## 1Q25

**Insurance service result +3%** from lower loss ratio

**Investment result -54%** from lower interest income and market movement

**Net profit +6%** mainly from insurance service result.

# Agenda

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1

## 1Q25 performance summary

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

2

## Key Highlights

### 2.1 P&L and Key accounting change (K. Jaruwan Limkhunthammo – EVP, Accounting and Financial) (K. Phakin Tiyaengthong – SVP, Actuary Division)

### 2.2 Investments (K.Chollada Sophonpanich – EVP, Investment Division)

3

## Q&A

# 1Q25 saw higher bond allocation from mark to market.

Equity allocation decrease by 1% from net sell and market movement.

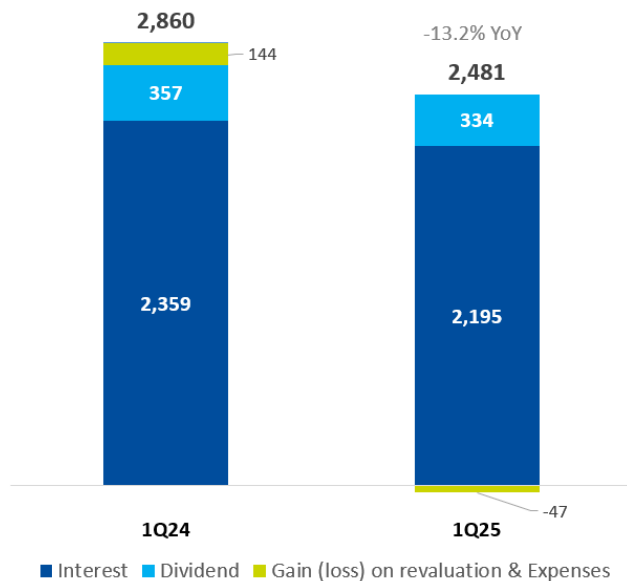
Asset Class	4Q24	1Q25	Remark for movement
ST Investment	3.4%	2.2%	
Bonds	55.8%	58.0%	Allocation increase from marked to market
Debenture & Notes	27.5%	27.7%	
<b>Total Fixed Income</b>	<b>86.7%</b>	<b>87.9%</b>	
Equity	9.5%	8.4%	Allocation decrease from transaction and marked to market
REIT	3.4%	3.4%	
Loan	0.4%	0.3%	
<b>Total Investment Assets (MB)</b>	<b>308,583</b>	<b>305,754</b>	Decrease from benefit payment

- Foreign currencies account for 6.0% (+0.5% QoQ) of investment assets as of Mar 2025
- Fixed income accounts for 2.6% (+0.2% QoQ) Equity & REITs 3.4% (+0.3% QoQ)

# 1Q25 Investment income at 2,481 mb. ROI 3.44%

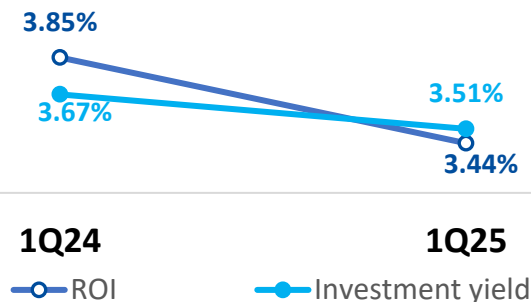
Interest income decline from lower contribution of high yield asset and stock market decline leading to revaluation loss.

## Investment income (mb)

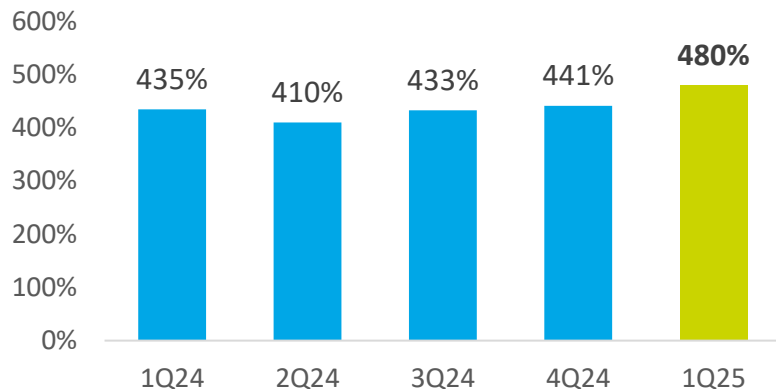


## Key investment performance

- 1Q25 Investment income came to 2.5 bn (-13% YoY)
  - Interest income declined by 7% due to 1) lower asset size 2) lower allocation in high yield asset i.e. debenture and loan.
  - Dividend -6% YoY corresponding to lower EQ allocation in 1Q25
  - Revaluation & expenses turn to loss of 47 mb as 1Q25 Global equity index (ACWI) -1.2% while 1Q24 +8.3%
- 1Q25 ROI at 3.44% (-41 bps YoY), Investment yield 3.51% (-16 bps YoY) reflecting lower proportion of high yield asset.



# 1Q25 CAR increased to 480% (+45% YoY, +39% QoQ)



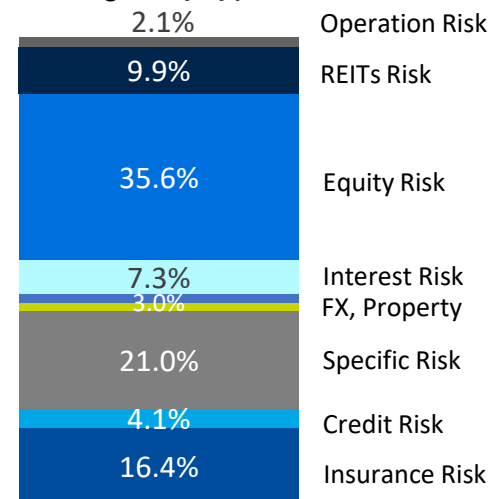
Company	CAR
TLI	619% (4Q24)
FWD	471%
KTAL	452%
MTL	381%
AIA	371%
AZAY	311% (4Q24)

Note: Data as of 3Q24

Source: Life Insurance Company website

## Total Capital Required (TCR)

### Risk charged by type to TCR



- Quarterly movement showed lower Equity risk followed a decrease in Equity allocation.

# Q&A