



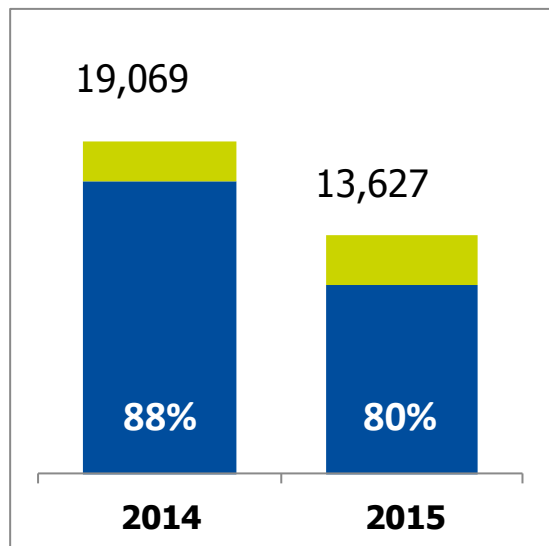
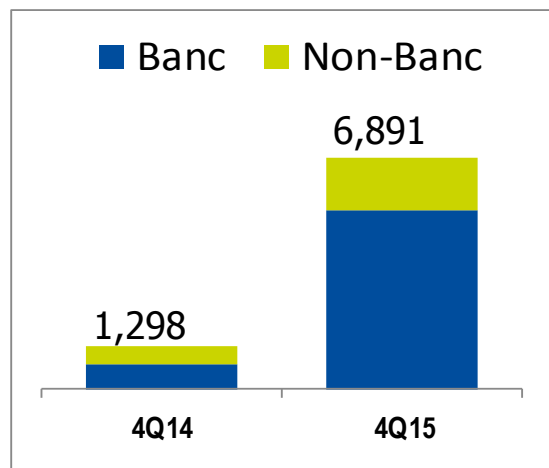
กรุงเทพประกันชีวิต  
BANGKOK LIFE ASSURANCE

# Analyst Meeting

*“FY2015 Results Update”*

2 March 2016

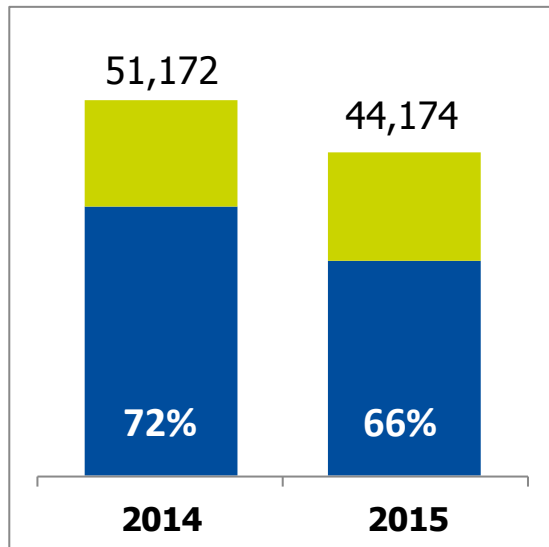
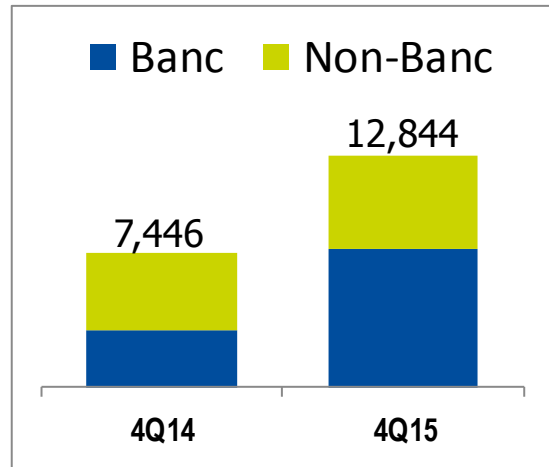
# New Business grows 430.9% in 4Q15 but declines 28.5% FY2015



- FYP + 430.9% YoY in 4Q15 driven by short term endowment products
- FY2015, FYP -28.5% due to high base in 2014 especially from the huge sale of SP product during 1Q14

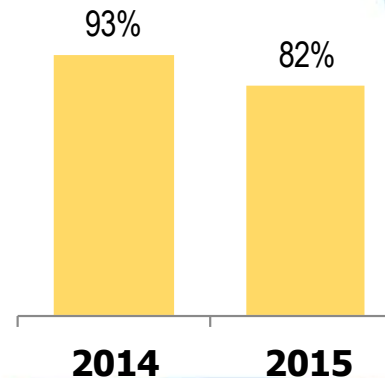
# Net Premium + 72.0% in 4Q15 but – 13.7% FY15

Net Premium (MB)

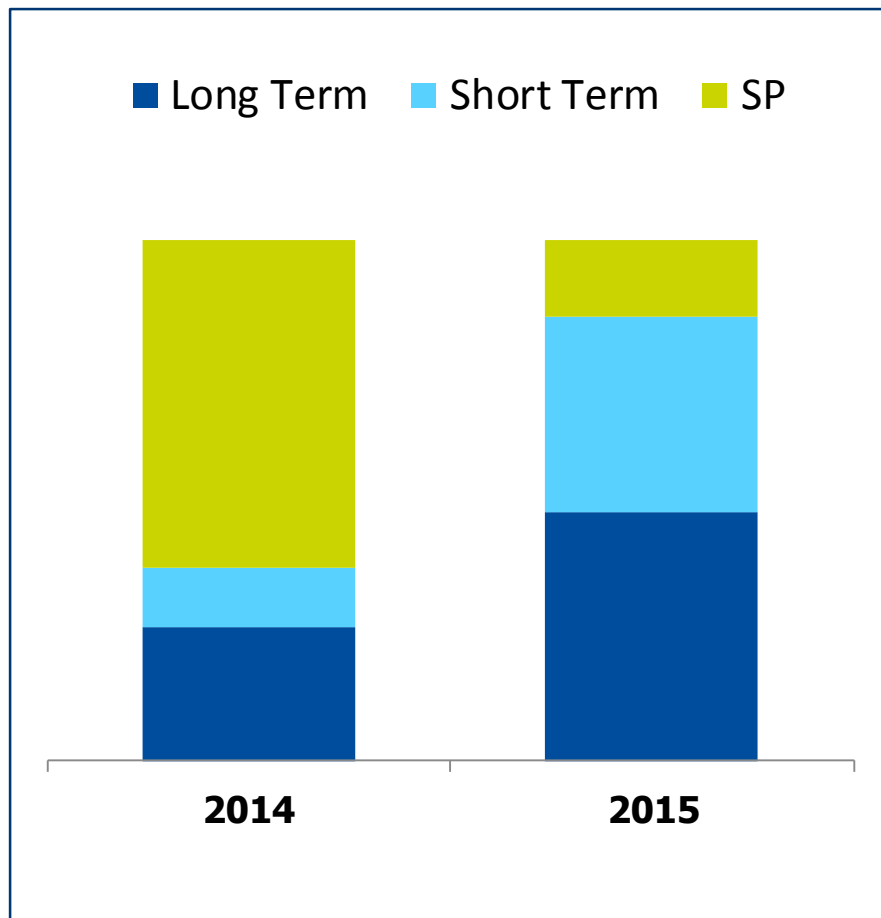


- 4Q15's RYP nearly flat but huge FYP lead to 72% growth in total net premium
- FY 2015, Net Premium decline 14% in line with slower FYP.
- RYP also drop 2.3% YoY as there is a sizable endowment product reached the end of payment term >>> *premium collection lower to 82%*

Prem Collection

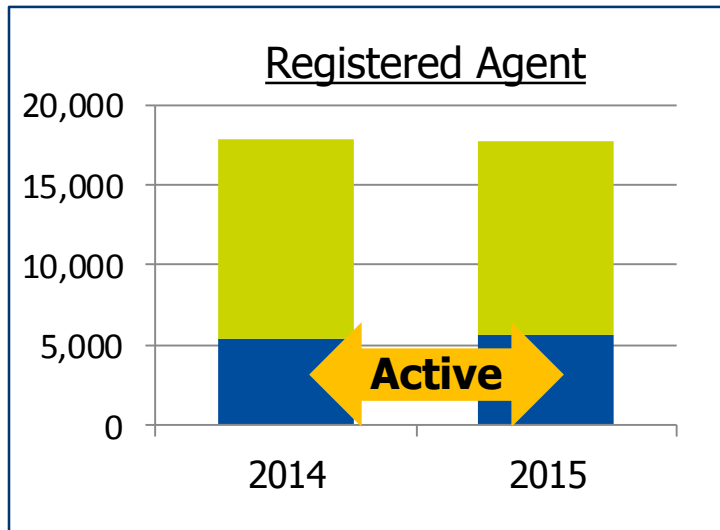


# Better New Business Mix in FY2015

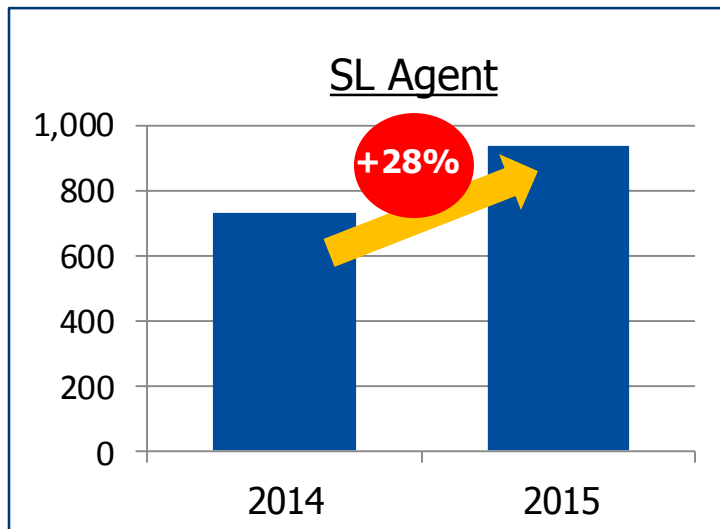


- High Savings Single Premium Products account for only 15% in 2015 vs 63% in 2014
- Long Term endowment and protection products sale grows more than 30% in 2015 and account for 48% vs 26% in 2014
- Impressive growth seen in newly promoted Pension Product

# Net number of agency force remains sluggish but FA's growing well



- Number of registered agents flat YoY, about 31% active
- FA agents who are eligible to sell financial products up 28% YoY
- TNQAs remains high, 18% of the industry relative to approx. 9% of Premium shared

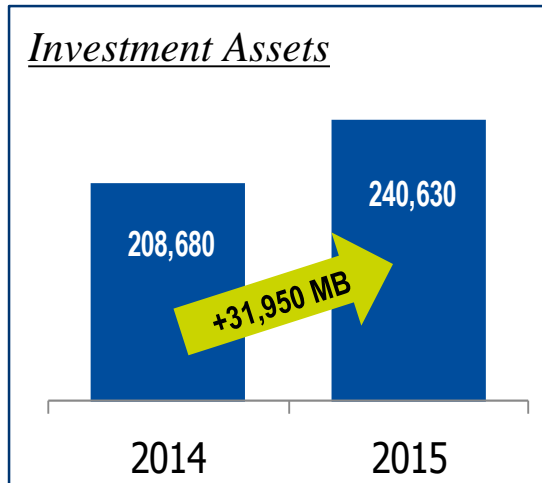
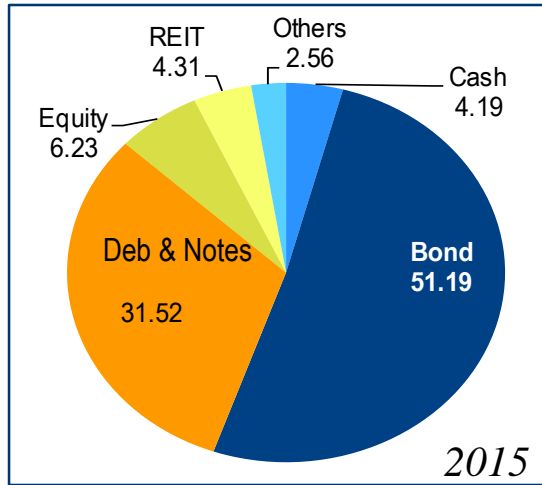


## Life Agency - Thailand National Quality Awards 2015

Company	Number	% total
AIA	873	29.63%
Thai Life	619	21.01%
Ocean Life	581	19.72%
Bangkok Life	521	17.69%
Krungthai Axa	130	4.41%
Muangthai Lfe	74	2.51%
Alliance Ayudhaya	36	1.22%

*Source: Thai Life Insurance Association*

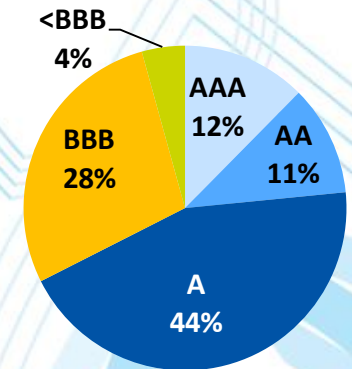
# Investment Assets + 31,950 MB, mainly allocated to Fixed Income, 83%



- Majority of investments remains in high grade fixed income securities with average duration of 8.3 years at the end of 2015 vs liability's duration of 9.7 years
- Equity declines to 6.2% from 7.5% at the end of 2014 while property funds almost double in size and account for 4.3%
- Foreign investment accounts for 10% of total assets, mostly fixed income

*Long-term Fixed Income by maturity*

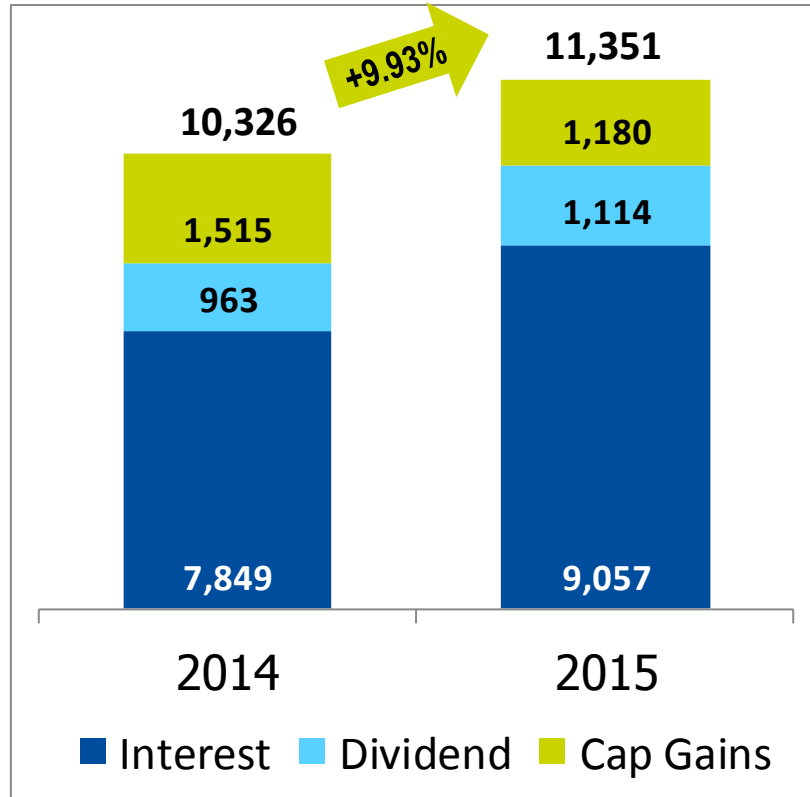
1 yr <	1-5 yrs	5-10 yrs	10-15 yrs	> 15 yrs
2%	10%	38%	15%	35%



# Investment Income increase 9.93% with ROI 5.03%

Capital gains decline but dividend income increase thanks to higher REIT

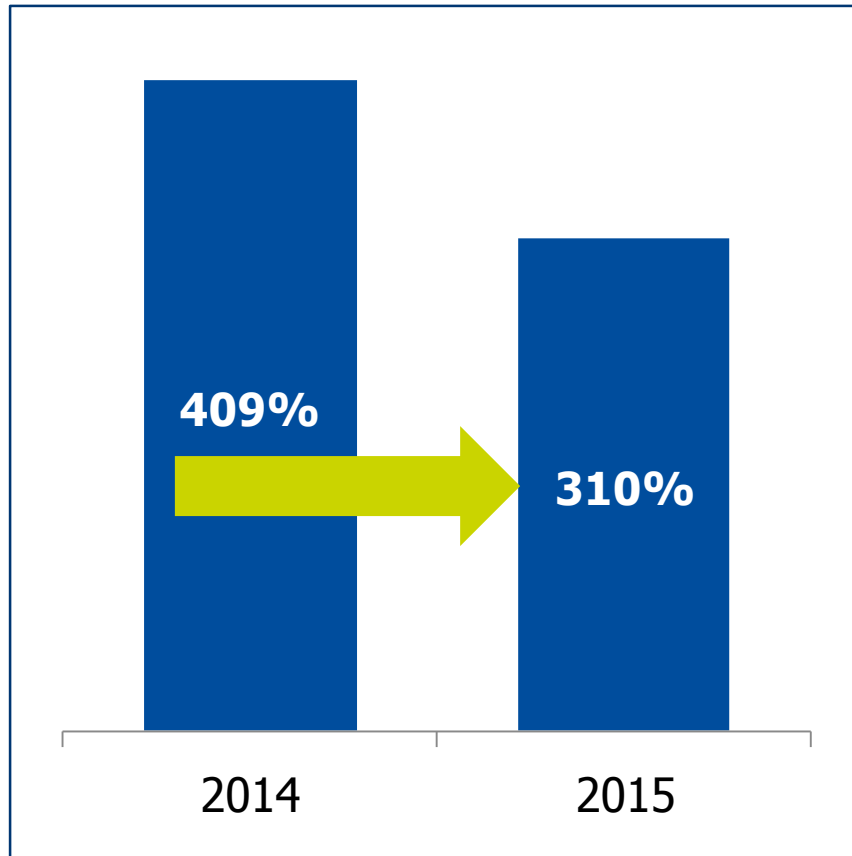
*Sources of Investment Income*



- Thanks to higher investment in REIT, dividend income rise 15.68% despite lower equity exposure
- Accounting ROI = 5.03% while ROI adjusted for fair value of equity = 4.04%

# Capital Adequacy decline 99% mostly impacted by regulation changed and higher REIT and CREDIT

*Capital Adequacy Ratio (CAR)*



- CAR decline to 310% due to change in foreign credit risk measurement as well as the higher exposure of REIT and Credit. In addition, lower interest rate pressures total capital admitted.
- Future regulatory changes as well as potential changes in asset allocation to cope with lower rate environment remains concerns.



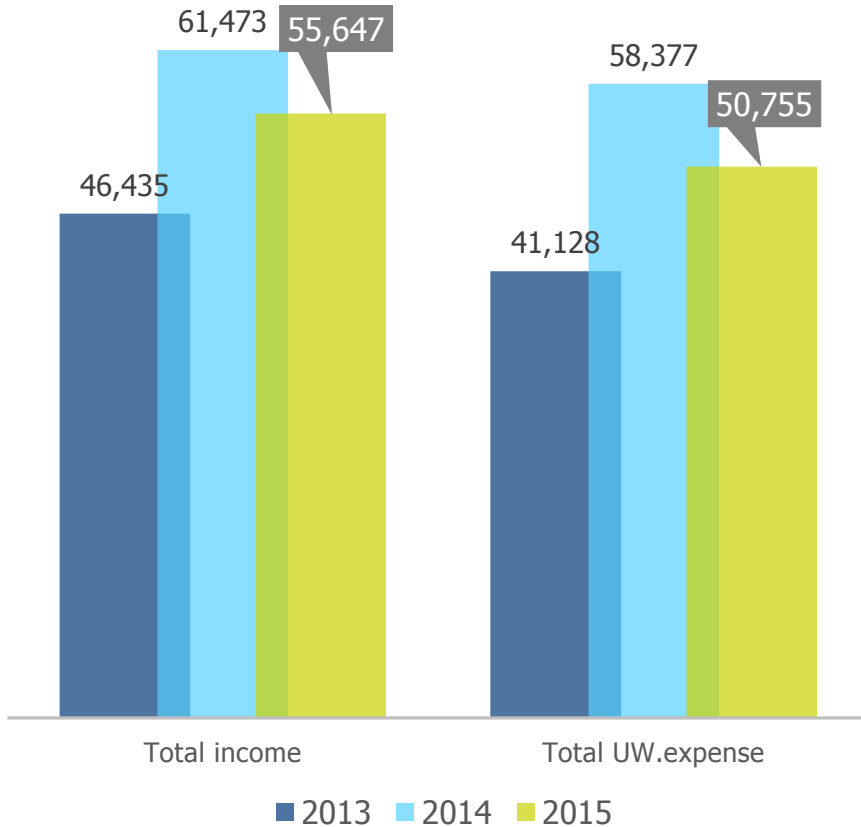
# FINANCIAL RESULTS

K. JARUWAN LIMKHUNTHAMMO  
SVP – FINANCE & ACCOUNTING DIVISION



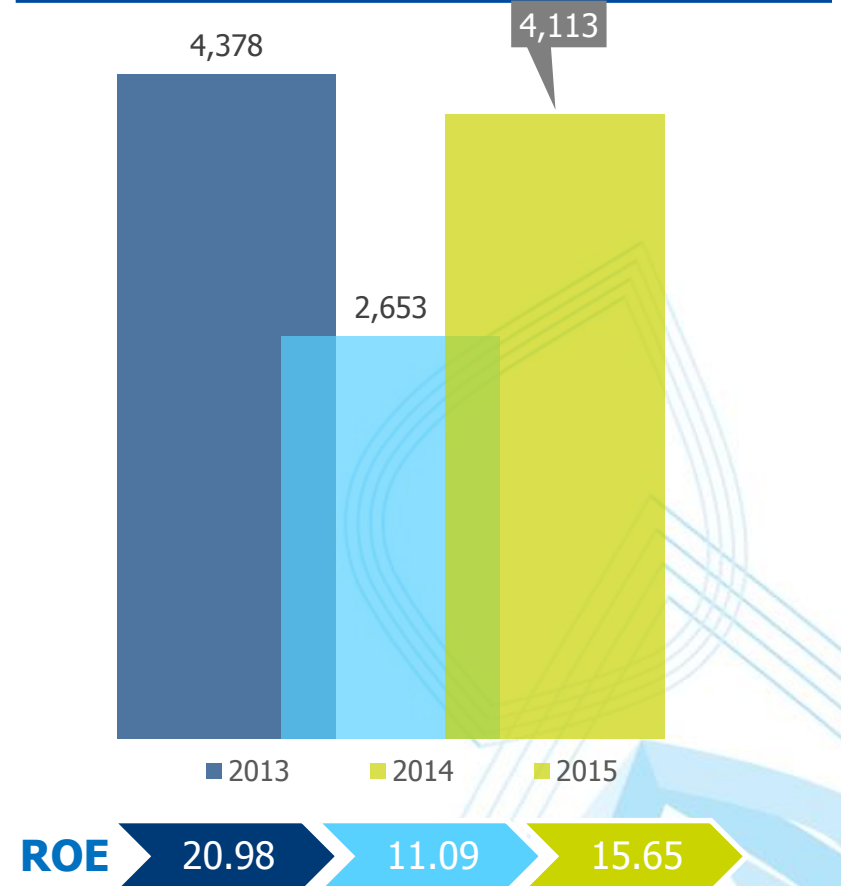
# Financial Result

## Revenues & UW expenses



Total revenue included net premium, net investment income, gain/loss on investment and other income.

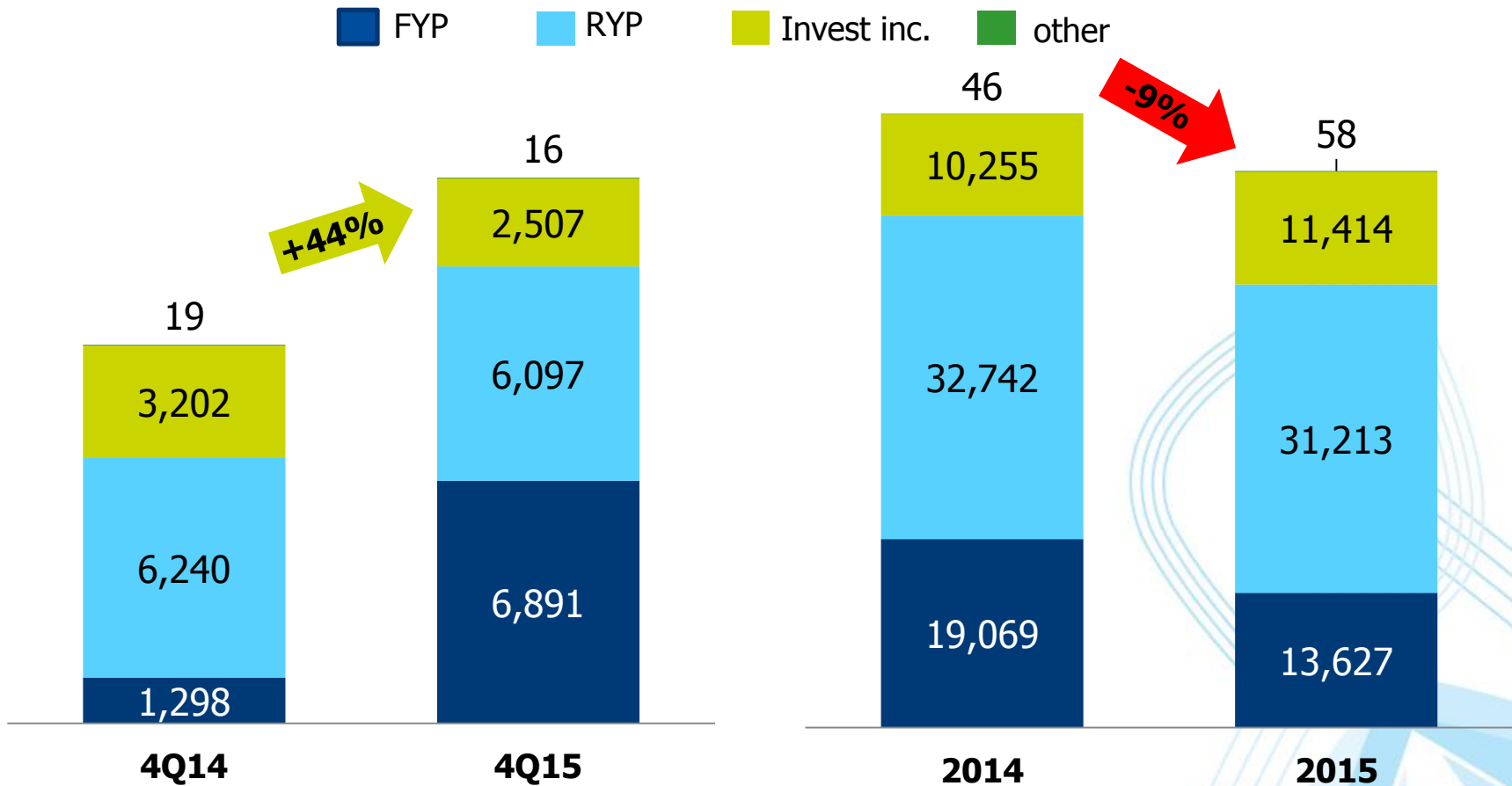
## Net Profit



# Major Income component

Quarter

Year

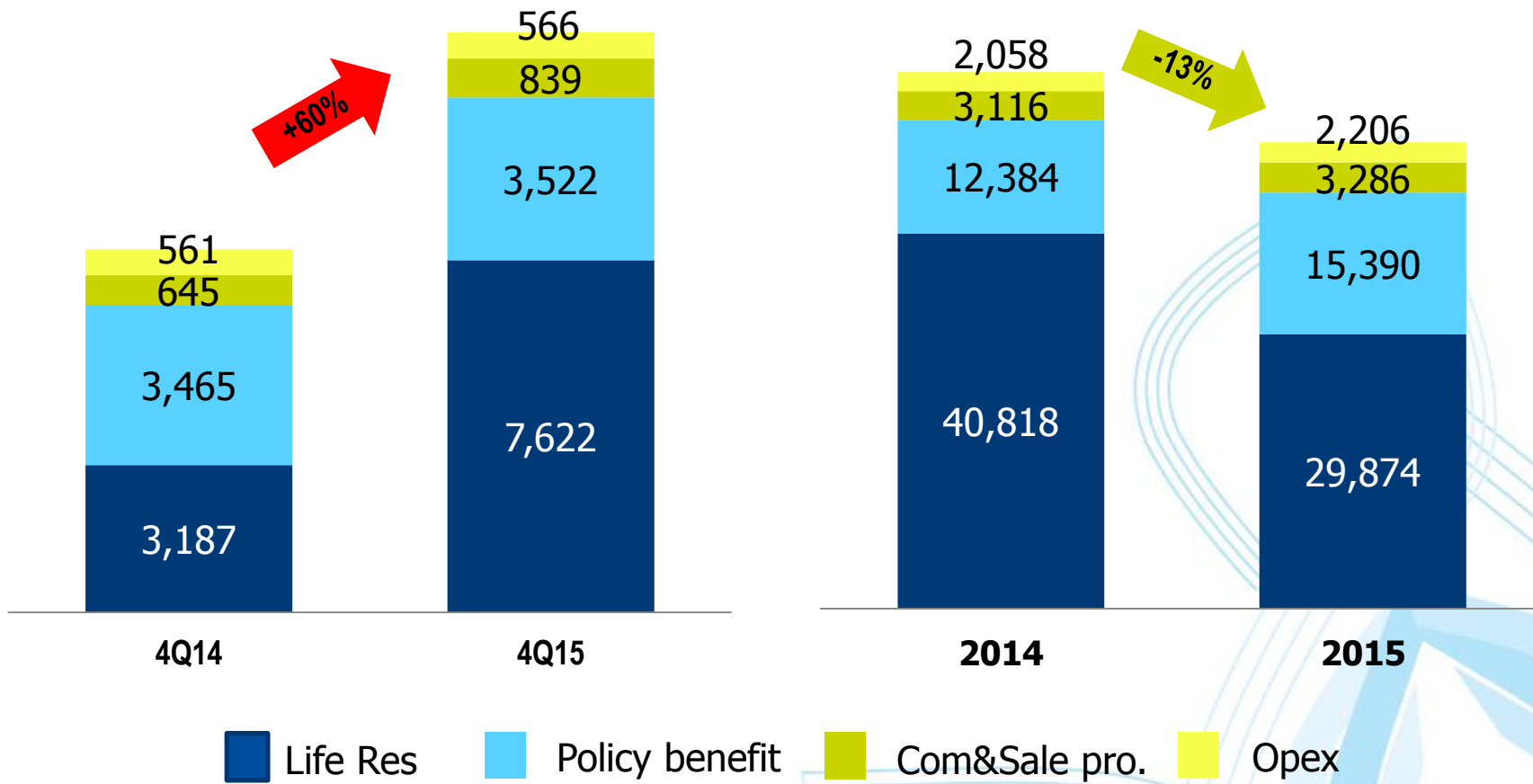


Reinsurance cost and Unearned premium reserve were not included in this slide.

# Major Expense component

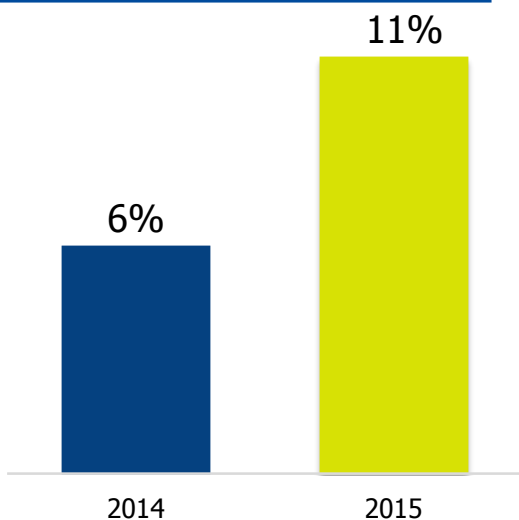
Quarter

Year

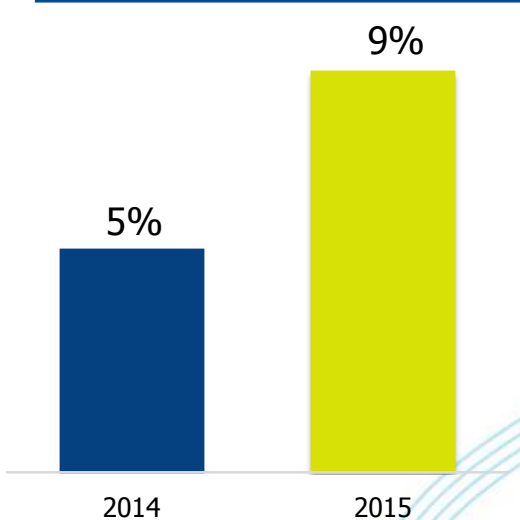


# Financial Ratio

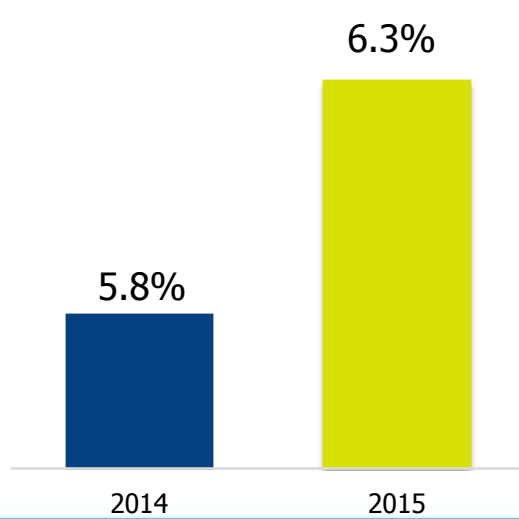
## EBIT/Net premium



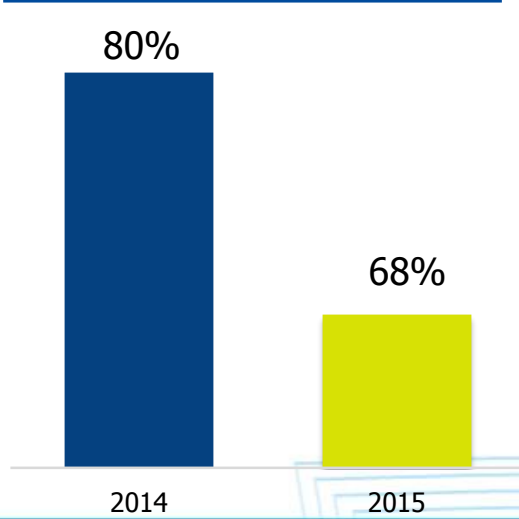
## NI/Net premium



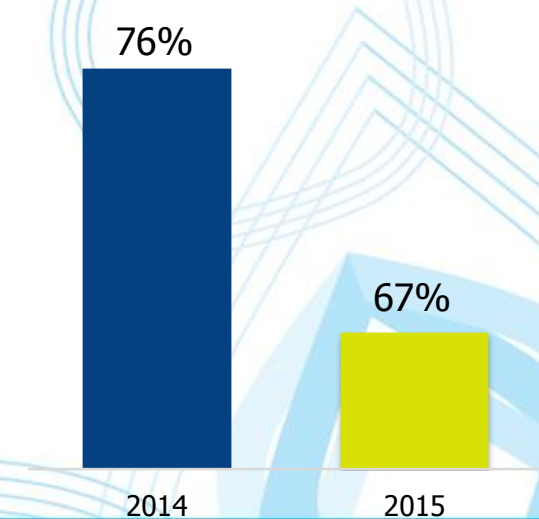
## Expense ratio



## Reserve (inc.LAT)/NPW

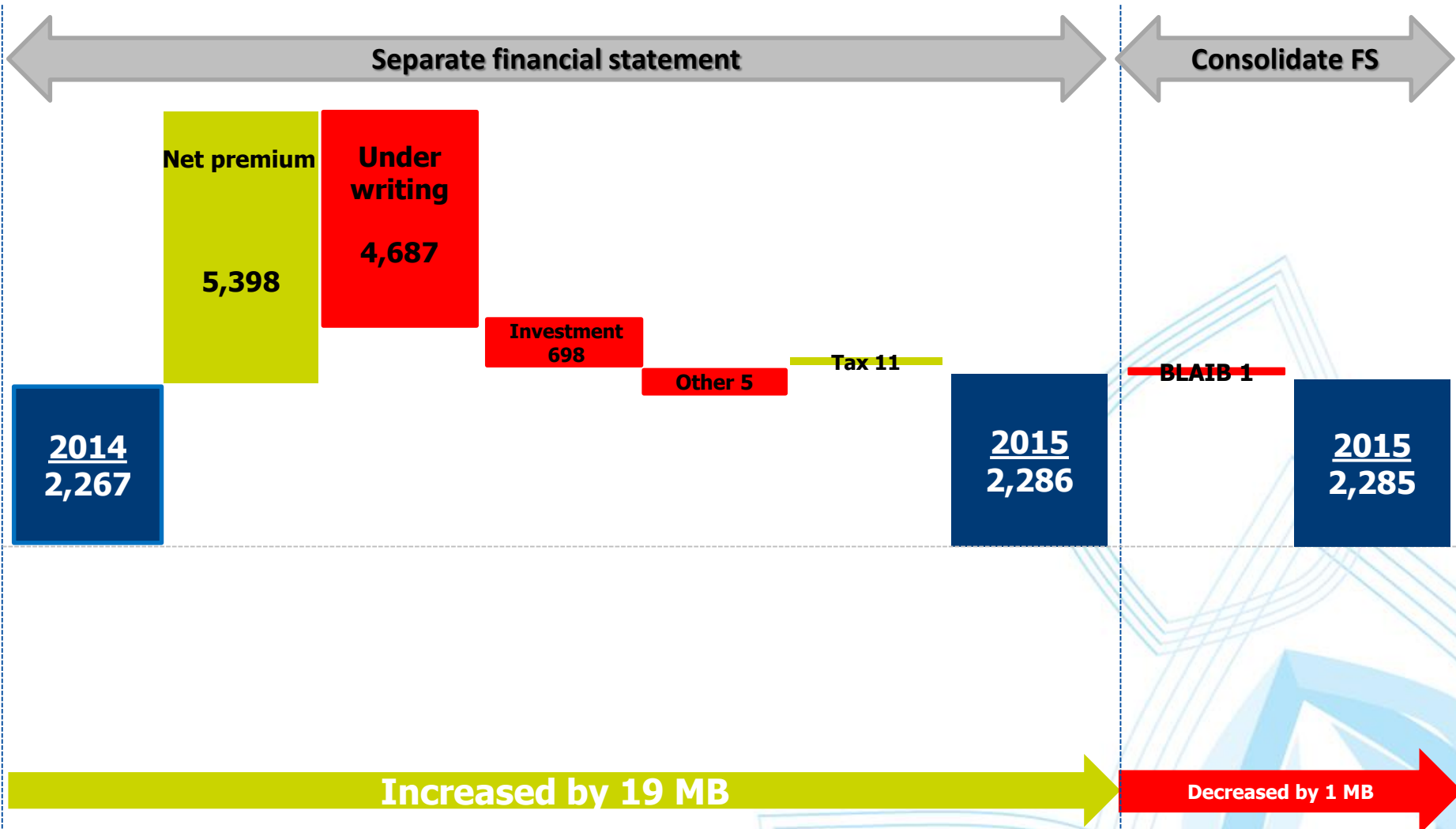


## Reserve (exc.LAT)/NPW



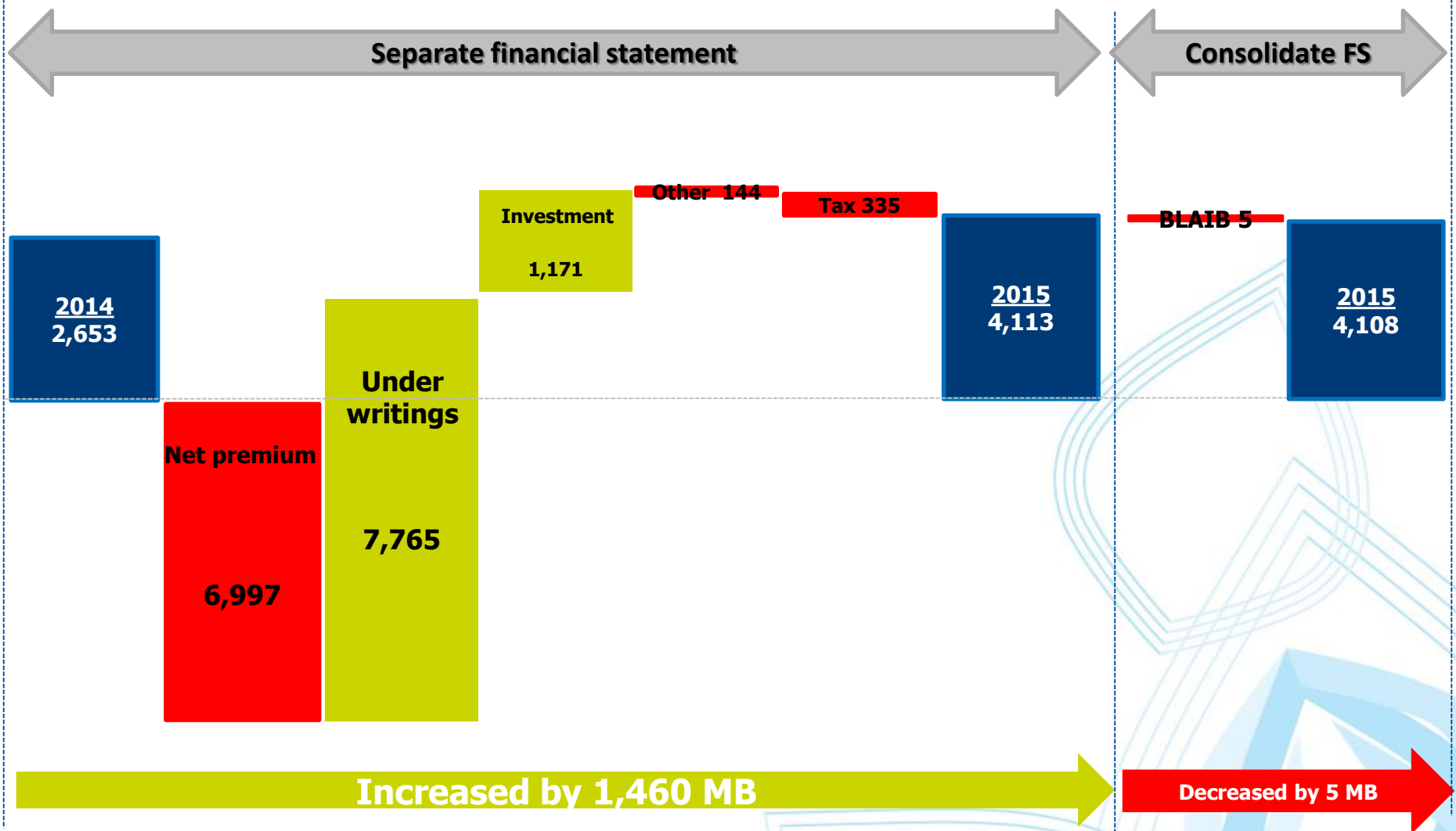
# Profit for the three-month periods ended 31 December 2015 and 2014

Unit: Million Baht



# Profit for the year ended 31 December 2015 and 2014

Unit: Million Baht



# Change in Liabilities Adequacy Test

Short/Long Term

Total company

Previously, Short term do LAT by compare UPR: FS with the higher of UPR or URR

Previously, Compare by product term



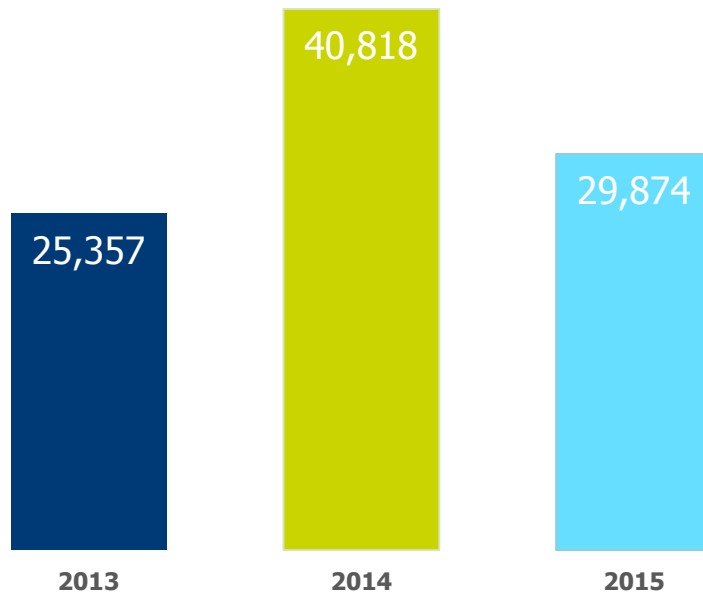
Currently, Short term that practically we do not reject the renewal year premium and not increase the renewal premium, do LAT by compare UPR: FS with the GPV calculation.

Currently, Do as total company.

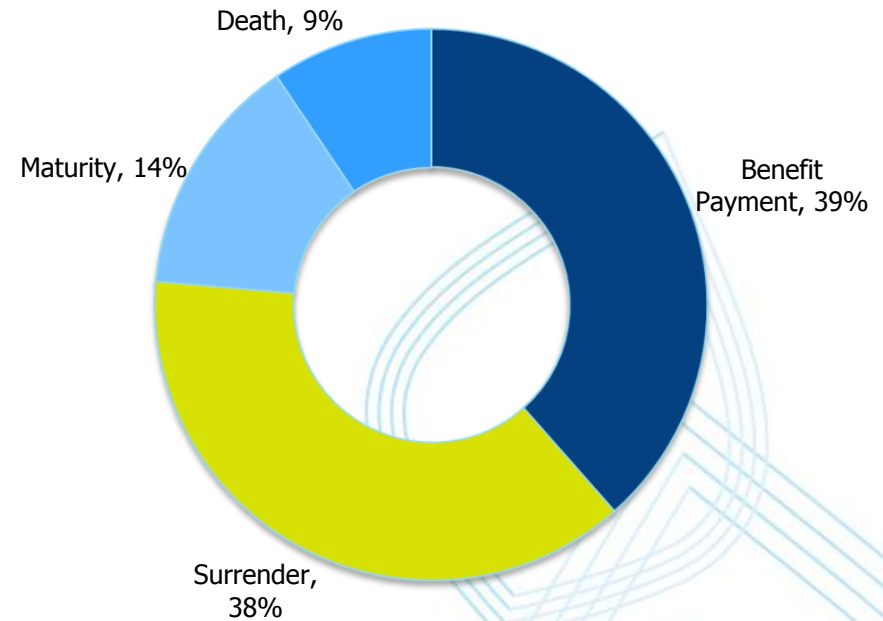


# Underwriting expenses

## Life policy reserves



## Benefit payments



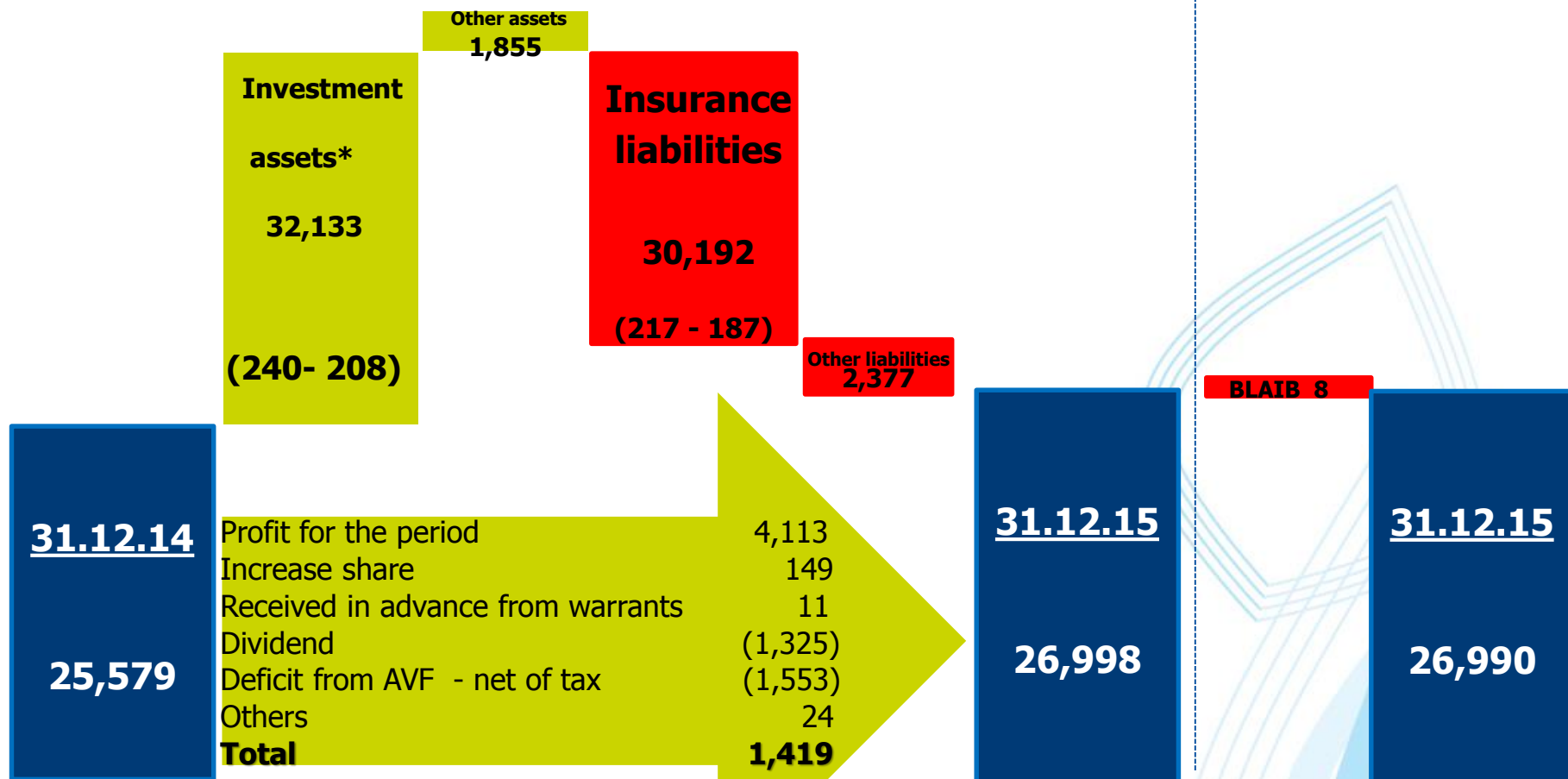
## Zero coupon curve



# Shareholders Equity

Separate financial statement

Consolidate FS



# Q & A

# APPENDIX



# Financial Position

Unit : MB

	2015	%	2014	%	Chg. (MB)
<b>Total Assets</b>	<b>249,575</b>	<b>100.00</b>	<b>215,589</b>	<b>100.00</b>	<b>33,986</b>
Investment	240,804	96.49	208,680	96.80	32,124
Net premises + equipment	547	0.22	389	0.18	158
premium receivable	1,717	0.69	1,725	0.80	-8
Accrued Investment	2,628	1.05	2,344	1.09	284
Others	3,879	1.55	2,450	1.14	1,429
<b>Total Liabilities</b>	<b>222,584</b>	<b>100.00</b>	<b>190,013</b>	<b>100.00</b>	<b>32,571</b>
Policy & Premium Reserve	207,308	93.14	177,435	93.38	29,873
Unpaid Benefits	470	0.21	432	0.23	38
Other Insurance Liabilities	7,905	3.55	7,642	4.02	263
Employee Benefits	357	0.16	329	0.17	28
Others	6,545	2.94	4,175	2.20	2,370
<b>Equity</b>	<b>26,990</b>	<b>12.13</b>	<b>25,576</b>	<b>13.46</b>	<b>1,414</b>

# MARKET RANKING

JANUARY-DECEMBER 2015



# Ordinary Premium 2015: Rank 6<sup>th</sup> in FYP & TP with 9.28% and 8.94% market share accordingly

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	32,987	26.94	8.42
AIA	15,924	13.01	3.48
TLI	15,152	12.38	22.21
KTAL	13,156	10.75	(3.01)
SCBLife	12,215	9.98	(7.81)
<b>BLA</b>	<b>11,364</b>	<b>9.28</b>	<b>(32.18)</b>
FWD	5,007	4.09	54.24
AZAY	4,735	3.87	7.65
PLT	4,428	3.62	(19.46)
OLIC	1,502	1.23	(41.72)
<b>Industry</b>	<b>122,430</b>	<b>100.00</b>	<b>0.71</b>

Total Premium			
Company	MB	Share (%)	% YoY
AIA	106,046	22.74	4.86
MTL	81,176	17.41	17.80
TLI	63,206	13.56	8.88
KTAL	48,952	10.50	16.62
SCBLife	46,654	10.01	10.55
<b>BLA</b>	<b>41,706</b>	<b>8.94</b>	<b>(14.23)</b>
AZAY	25,158	5.40	6.99
FWD	15,598	3.35	20.76
PLT	13,267	2.85	10.87
OLIC	7,180	1.54	(3.82)
<b>Industry</b>	<b>466,254</b>	<b>100.00</b>	<b>7.57</b>

Source: The Thai Life Assurance Association (Incl. Single Premium)

# All Type Premium 2015: Rank 6<sup>th</sup> in FYP&TP with 7.95% market share and 8.34% market share

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	37,938	22.13	7.55
AIA	26,172	15.27	(0.02)
KTAL	18,420	10.75	(5.42)
TLI	17,618	10.28	18.22
SCBLife	17,508	10.21	(4.48)
<b>BLA</b>	<b>13,627</b>	<b>7.95</b>	<b>(28.54)</b>
PLT	8,228	4.80	(7.03)
AZAY	6,353	3.71	5.04
FWD	6,342	3.70	44.92
OLIC	2,818	1.64	(29.88)
<b>Industry</b>	<b>171,428</b>	<b>100.00</b>	<b>0.47</b>

Total Premium			
Company	MB	Share (%)	% YoY
AIA	119,552	22.24	4.15
MTL	87,880	16.35	16.81
TLI	68,376	12.72	8.43
KTAL	54,743	10.18	12.00
SCBLife	52,972	9.86	8.95
<b>BLA</b>	<b>44,840</b>	<b>8.34</b>	<b>(13.45)</b>
AZAY	28,852	5.37	7.02
PLT	17,323	3.22	12.07
FWD	17,030	3.17	20.65
OLIC	14,207	2.64	(3.16)
<b>Industry</b>	<b>537,510</b>	<b>100.00</b>	<b>6.68</b>

Source: The Thai Life Assurance Association (Incl. Single Premium)



# Bancassurance 2015: Rank 4<sup>th</sup> in FYP&TP with 11.13% and 12.82% market share

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	28,823	29.59	4.08
SCB Life	16,634	17.07	(1.65)
KTAL	11,317	11.62	(13.21)
<b>BLA</b>	<b>10,841</b>	<b>11.13</b>	<b>(35.08)</b>
PLT	7,556	7.76	(6.34)
TLI	5,244	5.38	33.37
FWD	4,864	4.99	44.53
DLA	3,428	3.52	39.84
AZAY	2,819	2.89	32.11
AIA	2,539	2.61	(5.85)
<b>Industry</b>	<b>97,422</b>	<b>100.00</b>	<b>(2.89)</b>

Total Premium			
Company	MB	Share (%)	% YoY
MTL	62,555	27.37	18.19
SCB Life	46,768	20.46	11.43
KTAL	32,002	14.00	10.27
<b>BLA</b>	<b>29,296</b>	<b>12.82</b>	<b>(20.19)</b>
PLT	14,650	6.41	(3.13)
TLI	11,378	4.98	24.60
FWD	11,037	4.83	34.98
AZAY	8,488	3.71	18.09
AIA	3,792	1.66	(0.38)
DLA	3,428	1.50	39.86
<b>Industry</b>	<b>228,582</b>	<b>100.00</b>	<b>26.07</b>

Source: The Thai Life Assurance Association (Incl. Single Premium)

# Agent 2015: Rank 6<sup>th</sup> in FYP & TP with 4.14% and 5.22% market share

First Year Premium			
Company	MB	Share (%)	% YoY
AIA	20,709	34.13	2.30
TLI	12,188	20.09	13.15
MTL	7,859	12.95	20.24
KTAL	5,572	9.18	11.58
SELIC	2,476	4.08	9.27
<b>BLA</b>	<b>2,511</b>	<b>4.14</b>	<b>19.29</b>
OLIC	2,099	3.46	(18.49)
<b>AZAY</b>	<b>1,879</b>	<b>3.10</b>	<b>(6.00)</b>
FWD	935	1.54	79.81
SCB Life	786	1.30	(20.69)
<b>Industry</b>	<b>60,679</b>	<b>100.00</b>	<b>8.28</b>

Total Premium			
Company	MB	Share (%)	% YoY
AIA	110,058	40.06	4.27
TLI	56,323	20.50	5.87
MTL	21,750	7.92	11.72
KTAL	21,053	7.66	15.25
AZAY	14,368	5.23	1.08
<b>BLA</b>	<b>14,337</b>	<b>5.22</b>	<b>3.16</b>
OLIC	12,146	4.42	(5.26)
FWD	5,018	1.83	(0.14)
SELIC	4,212	1.53	6.71
SCB Life	4,066	1.48	1.17
<b>Industry</b>	<b>274,763</b>	<b>100.00</b>	<b>5.67</b>

Source: The Thai Life Assurance Association (Incl. Single Premium)

# Rank 7<sup>th</sup> in Credit Life (SP) with 5.63% market share

2015				
Company	MB	Share (%)	%YoY	%FYP
SCBLife	5,229	15.46	6.55	29.87
MTL	4,239	12.53	1.64	11.17
KTAL	3,793	11.21	(16.22)	20.59
AIA	3,717	10.99	(12.34)	14.20
DLA	3,428	10.13	33.46	90.00
PLT	3,367	9.95	7.93	40.93
<b>BLA</b>	<b>1,906</b>	<b>5.63</b>	<b>(4.52)</b>	<b>13.99</b>
SELIC	1,833	5.42	5.08	60.26
TLI	1,776	5.25	0.40	10.08
TCLife	1,473	4.35	26.52	54.36
<b>Industry</b>	<b>33,830</b>	<b>100.00</b>	<b>5.50</b>	<b>19.73</b>

2014				
Company	MB	Share (%)	%YoY	%FYP
SCBLife	4,907	15.30	(33.83)	26.77
KTAL	4,527	14.12	32.61	23.24
AIA	4,241	13.22	(28.71)	16.19
MTL	4,171	13.01	12.58	11.82
PLT	3,120	9.73	19.29	35.26
DLA	2,568	8.01	1.96	81.92
<b>BLA</b>	<b>1,996</b>	<b>6.22</b>	<b>8.84</b>	<b>10.47</b>
TLI	1,769	5.51	15.58	11.87
SELIC	1,744	5.44	16.31	65.93
TCLife	1,165	3.63	25.53	32.40
<b>Industry</b>	<b>32,068</b>	<b>100.00</b>	<b>7.01</b>	<b>18.79</b>

Source: The Thai Life Assurance Association