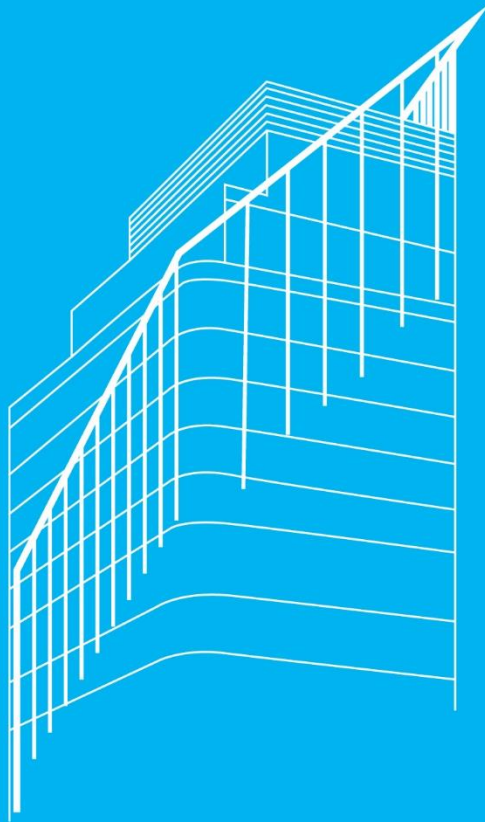


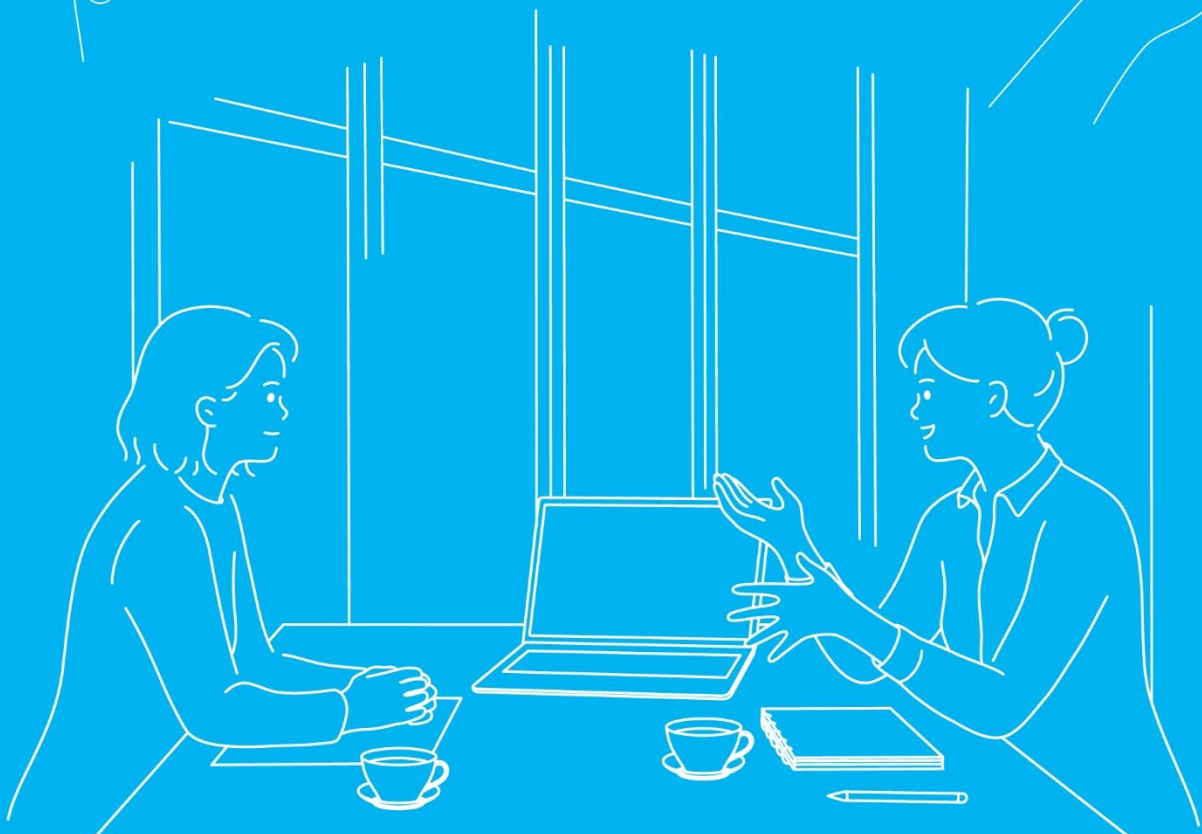


**BANGKOK
LIFE**

กรุงเทพประกันชีวิต



“Management Discussion and Analysis for 2nd quarter 2024”



Executive Summary

Consolidated Baht, million

| OPERATING RESULTS | Quarter 2/24 | Quarter 2/23 | Change YoY% | Quarter 1/24 | Change QoQ% | 6M24 | 6M23 | Change YoY% |
|---|-----------------|-----------------|----------------|-----------------|----------------|---------------|---------------|----------------|
| Revenues | | | | | | | | |
| Net premiums written ⁽¹⁾ | 7,439 | 7,051 | 5.5 | 7,884 | -5.6 | 15,323 | 15,094 | 1.5 |
| First Year Premium | 1,873 | 1,324 | 41.5 | 1,600 | 17.1 | 3,473 | 3,522 | -1.4 |
| Bancassurance | 1,445 | 893 | 61.8 | 1,122 | 28.8 | 2,567 | 2,334 | 10.0 |
| Agent Channel | 372 | 357 | 4.2 | 398 | -6.5 | 770 | 710 | 8.5 |
| Other Channel | 56 | 74 | -24.3 | 80 | -30.0 | 136 | 478 | -71.5 |
| Renewal Premium | 5,653 | 5,736 | -1.4 | 6,959 | -18.8 | 12,612 | 12,334 | 2.3 |
| Total Investment Income ⁽²⁾ | 3,217 | 2,933 | 9.7 | 2,777 | 15.9 | 5,994 | 5,894 | 1.7 |
| Fee and commission income | 83 | 87 | -4.5 | 86 | -2.9 | 170 | 226 | -24.9 |
| Gain & Loss on revaluation and other income | (121) | 95 | -228.3 | 144 | (184) | 22 | 60 | -62.8 |
| Total Revenues | 10,618 | 10,166 | 4.4 | 10,891 | -2.5 | 21,509 | 21,274 | 1.1 |
| Expenses | | | | | | | | |
| Underwriting expenses | 9,046 | 8,735 | 3.6 | 8,982 | 0.7 | 18,028 | 18,540 | -2.8 |
| Operating expenses | 448 | 428 | 4.6 | 407 | 10.0 | 855 | 823 | 4.0 |
| Expected Credit Loss | 195 | 74 | na | (5) | na | 190 | 76 | na |
| Total Expenses | 9,689 | 9,237 | 4.9 | 9,384 | 3.2 | 19,073 | 19,439 | -1.9 |
| Earning before tax | 929 | 929 | -0.0 | 1,507 | -38.4 | 2,436 | 1,835 | 32.8 |
| Net profit | 814 | 789 | 3.1 | 1,241 | -34.4 | 2,055 | 1,545 | 33.0 |
| Earnings per share (EPS) | 0.47 | 0.46 | 1.7 | 0.73 | -35.6 | 1.20 | 0.90 | 32.6 |
| Return on investment (ROI) | 4.39% | 3.72% | 0.7% | 3.72% | 0.7% | 4.05% | 3.71% | 0.3% |
| Capital Adequacy Ratio (CAR) | 410% | 375% | 35% | 435% | -25.0% | 410% | 375% | 35% |

⁽¹⁾ Net premiums written = first year premiums + renewal year premiums - premiums ceded ± unearned premium reserves

⁽²⁾ Total investment income = Net investment income + Gain on investment

- In the second quarter of 2024, Bangkok Life Assurance PCL reported a net profit of 814 million Baht, representing an earnings per share of 0.47 Baht. In the six-month period of 2024, the net profit was 2,055 million Baht, an increase of 33% YoY representing an earnings per share of 1.20 Baht. This resulted from increasing in investment income and decreasing in reserves due to policy maturity.
- In the second quarter of 2024, the company recorded a total revenue of 10,618 million Baht, an increase of 4% YoY due to the first-year premium (FYP) increased by 42% YoY while the renewal year premium (RYP) decreased by 1% YoY as expected.
- In the six-month period of 2024, a total revenue is 21,509 million Baht, an increase of 1% YoY. The FYP was 3,479 million Baht, a decrease of 1% YoY. The RYP was 12,612 million Baht, increased by 2% compared to the same period last year.
- The FYP by distribution channel in the six-month period of 2024 was as follows: bancassurance, agent, and others channel accounted for 74%, 22% and 4%, respectively.
- The total investment income in the second quarter of 2024 was 3,217 million Baht, an increase of 10% YoY. The reason was due to rising realized gain. The return on investment (ROI) in 2Q24 was 4.39%
- Total expense in the second quarter of 2024 amounted to 9,689 million Baht, an increase of 5% YoY. The reason came from an increase in underwriting and operating expenses.
- The Capital Adequacy Ratio (CAR) in the second quarter of 2024 was at 410%, a decrease from 435% at the first quarter of 2024, as a result of mark to market of assets and liabilities.

Performance Overview

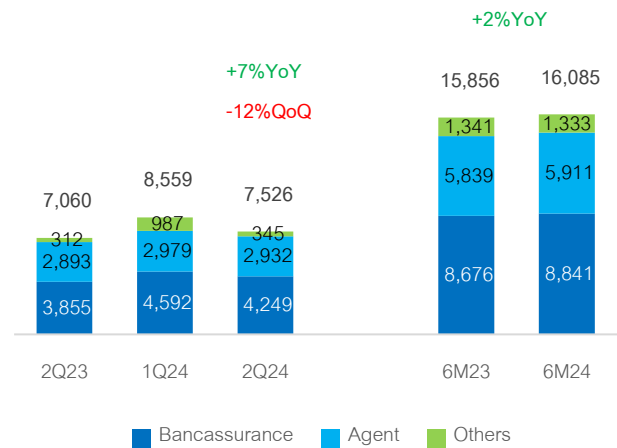
Total Premium

In the second quarter of 2024, the company’s total premium amounted to 7,526 million Baht, an increase of 7% YoY.

In the first-half of 2024, the Company’s total premium amounted to 16,085 million Baht, an increase of 2% YoY.

Contribution of the total premium by distribution channel were bancassurance 56%, agent 39% and others channel 5%.

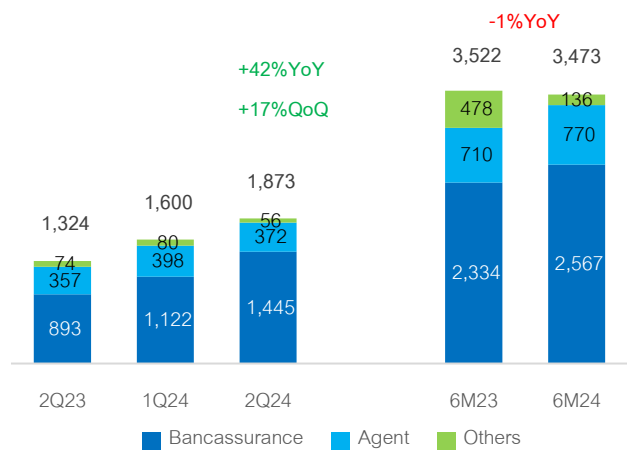
Figure 1: Total Premium by channels (Baht: million)



First Year Premium

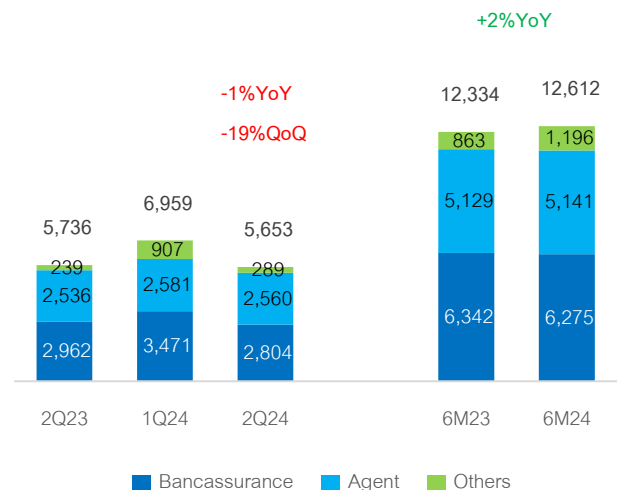
In the second quarter of 2024, the company’s FYP was 1,873 million Baht, an increase of 42% YoY. The results were from the bancassurance channel, which FYP increased by 62% (Bangkok Bank grew by 6% and TISCO Bank grew by 1,647%) from launched new product. The agent channel saw FYP increased by 4% YoY, while others channel, FYP decreased by 24% YoY from group business, this was due to the company places more emphasis on profit margins rather than competing on price. The contribution by distribution channel was 77%, 20%, and 3%, respectively, for bancassurance, agent, and others channel.

Figure 2: First Year Premium by channels (Baht: million)



In the first-half of 2024, the Company’s FYP was 3,473 million Baht, a decrease of 1% YoY, as a result of decrease in FYP from others channel by 71% YoY. However, bancassurance increased channel by 10% and agent channel increased by 9%. The contribution by distribution channel was 74%, 22% and 4% respectively for bancassurance, agent and others channel.

Figure 3: Renewal Premium by channels (Baht: million)



Renewal Year Premium

In the second quarter of 2024, the Company had a renewal year premium of 5,653 million Baht, a decrease of 1% from the same period last year.

In the first-half of 2024, the Company’s RYP was 12,612 million Baht, an increase of 2% YoY as expected.

Investment Asset and Investment Return

In the second quarter of 2024, the Company’s total investment asset was 299,410 million Baht, a decrease of 1% from the first quarter of 2024, resulted from payment of maturing policy benefits. The Company’s investment proportion in fixed income was 84%, equity at 9% and REIT at 3%.

In the second quarter of 2024, the Company’s investment income⁽³⁾ was 3,291 million Baht, an increase of 9% from the same period last year. This resulted from an increased in realized gain. Excluding realized gain, interest and dividend income decreased 6% YoY.

In the first-half of 2024, the Company’s investment income was 6,145 million Baht, an increase of 2% YoY. Excluding realized gain, interest and dividend income decreased 5% YoY. The reason was due to the decline in investment assets.

In the second quarter of 2024, the return on investment (ROI) equals 4.39%, increasing from 3.72% in the same period last year, and increasing from 3.72% in the previous quarter. Investment yield (including interest and dividend income) was at 3.95%, increasing 7 bps YoY and increasing 22 bps QoQ.

In the first-half of 2024, the return on investment (ROI) and Investment yield equaled to 4.05% and 3.84% respectively.

Table 1: Investment Assets as of 2Q2024

| Investment assets | 1Q24 | 2Q24 | change |
|-------------------------------------|----------------|----------------|--------------|
| Short-term investment | 0.8% | 1.5% | 0.7% |
| Bond | 53.0% | 54.0% | 1.0% |
| Debenture & Note | 30.3% | 28.9% | -1.3% |
| Total Fixed income | 84.1% | 84.4% | 0.3% |
| Equity | 8.7% | 8.7% | 0.0% |
| REIT | 3.5% | 3.2% | -0.4% |
| Policy Loans | 3.2% | 3.2% | 0.0% |
| Secured Loans | 0.5% | 0.5% | 0.0% |
| Total Investment assets (MB) | 301,185 | 299,410 | -0.6% |

Figure 4: Investment Income (Baht Million)

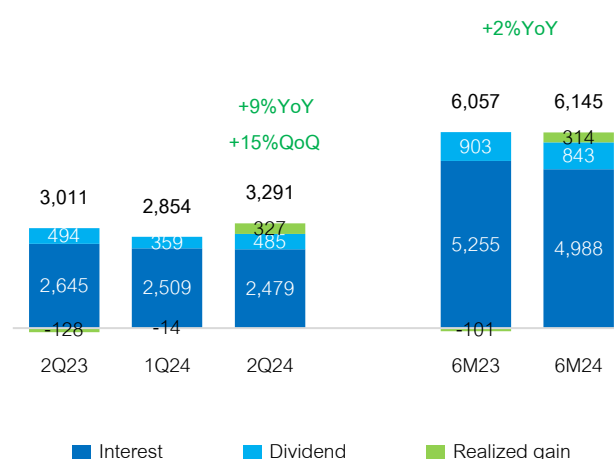
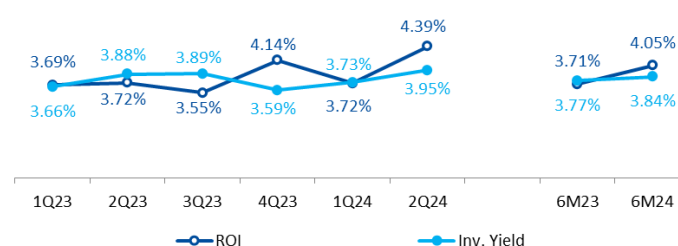


Figure 5: Return on Investment

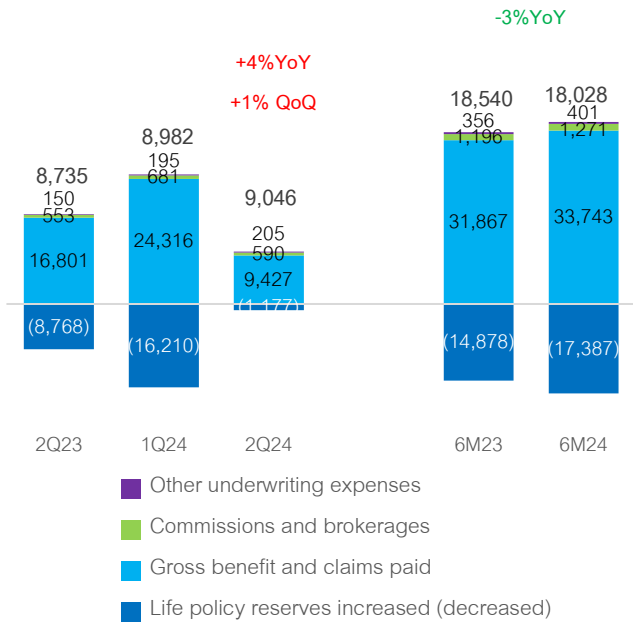


(3) Interest income + Dividend + Profit (Loss) from Investment

Underwriting Expenses

In the second quarter of 2024, the company's underwriting expenses totaled 9,046 million Baht, an increase of 4% YoY. The reason came from an increase in life policy reserves from insurance underwriting. In the first-half of 2024, the underwriting expenses was 18,028 million Baht, a decline of 3% YoY. The reason came from a decrease of life policy reserves.

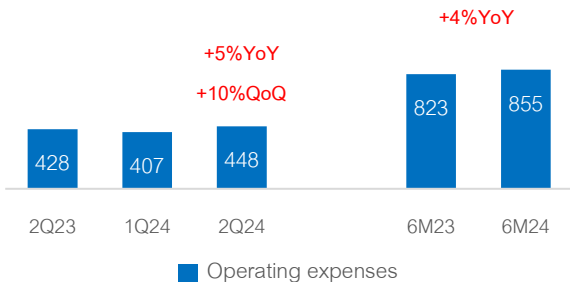
Figure 6: Underwriting Expenses (Baht, million)



Operating Expenses

In the second quarter of 2024, the Company had an operating expense of 448 million Baht, an increase of 5% from the same period last year. The reason was due to employee expenses. In the first-half of 2024, operating expense increased by 4% YoY. The company continues to focus on expense management.

Figure 7: Operating Expense (Baht, million)

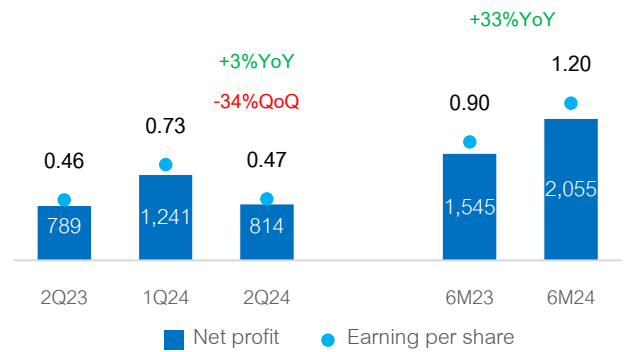


Net Profit

In the second quarter of 2024, the Company had a net profit of 814 million Baht, an increase of 3% from the same period last year and a decrease of 34% from the previous quarter, representing an earnings per share of Baht 0.47.

In the first-half of 2024, the company reported a net profit amounting to 2,055 million Baht, an increase of 33% YoY, representing an earnings per share of Baht 1.20.

Figure 8: Net Profit (Baht, million) and earning per share (Baht)



Capital Adequacy and Risk-Based Capital (RBC)

In the second quarter of 2024, the Company's Capital Adequacy Ratio ("CAR") was 410%, a decrease from 435% at the first quarter of 2024, as a result of mark to market of assets and liabilities.

Summary of Financial Position as of 30 June 2024

Condolidated Baht, million

| | 30-Jun-24 | % | 31-Dec-23 | % | Change | % |
|---|----------------|-------------|----------------|-------------|-----------------|--------------|
| Assets | | | | | | |
| Cash and cash equivalents | 4,630 | 1.5% | 16,084 | 4.9% | (11,454) | -71.2% |
| Premiums due and uncollected | 1,794 | 0.6% | 1,599 | 0.5% | 195 | 12.2% |
| Accrued investment incomes | 1,339 | 0.4% | 1,471 | 0.5% | (132) | -9.0% |
| Investments ⁽⁴⁾ | 294,900 | 95% | 300,772 | 92% | (5,871) | -2.0% |
| Premises and equipment | 1,963 | 0.6% | 2,003 | 0.6% | (40) | -2.0% |
| Other assets | 4,255 | 1% | 4,002 | 1.2% | 253 | 6.3% |
| Total Assets | 308,881 | 100% | 325,931 | 100% | (17,050) | -5.2% |
| Liabilities and equity | | | | | | |
| Life policy reserves | 256,844 | 83.2% | 274,230 | 84.1% | (17,387) | -6.3% |
| Other insurance contract liabilities | 4,824 | 1.6% | 4,667 | 1.4% | 157 | 3.4% |
| Other liabilities | 2,962 | 1.0% | 2,599 | 0.8% | 363 | 14.0% |
| Total liabilities | 264,630 | 86% | 281,496 | 86% | (16,866) | -6.0% |
| Retained earnings | 5,069 | 1.6% | 5,069 | 1.6% | - | 0.0% |
| Unrealized gain on investment | 39,554 | 13% | 37,825 | 12% | 1,729 | 4.6% |
| Non-controlling interests of the subsidiaries | (372) | -0.1% | 1,541 | 0.5% | (1,913) | -124.2% |
| Total equity | 44,251 | 14% | 44,435 | 14% | (184) | -0.4% |
| Total liabilities and equity | 308,881 | 100% | 325,931 | 100% | (17,050) | -5.2% |
| Book value/Share | 25.91 | | 26.02 | | | |

⁽⁴⁾ Excluded short-term investment which was included in Cash and cash equivalents item

Assets

Total assets as of 30 June 2024 was 308,881 million Baht, decreased from 31 December 2023 by 5% or 17,050 million Baht. The reason was impacted from a decrease in investment asset from matured policies. The majority of the company's assets were investment asset and cash equivalents, which accounted for 97% of total assets and accounted for 117% of life policy reserves.

Liabilities and Equity

Total liabilities as of 30 June 2024 decreased 6% from 31 December 2023. The decrease mostly came from the decrease in life policy reserves.

The total equity as of 30 June 2024 was 44,251 million Baht, a decrease of 184 million Baht or 0.4% from 31 December 2023. This was resulted from net profit of 2,055 million Baht, dividend paid 341 million Baht and unrealized gain from financial instruments of 1,913 million Baht. Book value per share (BV/share) was at 25.91 Baht per share.

Financial Ratios

| Financial ratio | Quarter | | 6 Month | 6 Month |
|---|---------|---------|---------|---------|
| | 2Q24 | 2Q23 | 2024 | 2023 |
| NI / Total income | 7.7% | 7.8% | 9.6% | 7.3% |
| NI / Net premium | 11.2% | 11.4% | 13.2% | 10.1% |
| Life policy reserve / Net premium | -16.1% | -127.1% | -111.6% | -97.0% |
| Underwriting expenses / Net premium | 124.1% | 126.6% | 115.7% | 120.8% |
| Operating expenses / Net premium | 6.1% | 6.2% | 5.5% | 5.4% |
| Investment assets / Total asset | 97.0% | 97.2% | 97.0% | 97.2% |
| Investment assets / Life policy reserve | 116.6% | 116.4% | 116.6% | 116.4% |
| Return on investment (ROI) | 4.4% | 3.7% | 4.1% | 3.7% |
| NI / Average equity | 7.2% | 7.0% | 9.3% | 6.9% |
| NI / Average assets | 1.0% | 0.9% | 1.3% | 0.9% |
| CAR ratio | 410% | 375% | 410% | 375% |

Industry Overview

In the first-half of 2024, life insurance industry reported a new business premium amounting to 88,391 million Baht, an increase of 2% YoY. FYP excluding single premium increased by 2% YoY from whole life and group products and single premium (SP) increased by 2% YoY mainly from whole life products.

Meanwhile, renewal year premium and total premium compared to the same period last year increased by 5% and 4%, respectively.

For new business premiums by distribution channels. Agent channel increased by 5% YoY, this mainly due to whole life products. Agent channel FYP accounted for 35% of the industry’s total FYP.

Bancassurance channel FYP decreased by 1% YoY, which accounted for 50% of total FYP. The decrease was mainly due to a decrease in endowment and MRTA product.

Others channel FYP increased by 4% YoY, accounted for 15% of total FYP. This is mainly due to growth in group products in others channel.

Figure 9: Life Insurance Industry Premiums

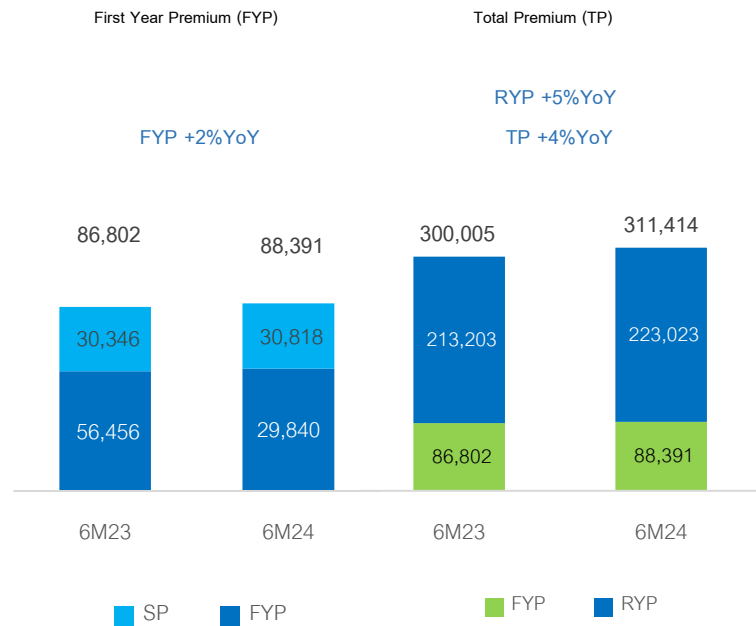


Figure 10: Industry New Business Premiums by products

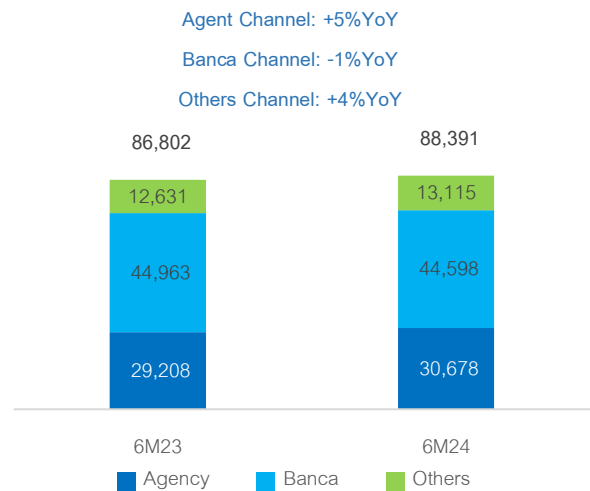


Figure 11: Industry New Business Premium by Channels

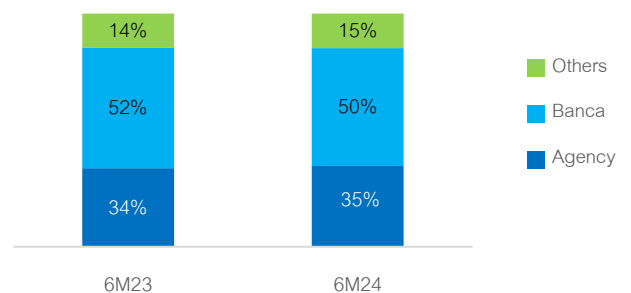


Table 2: Life Insurance Premiums market share (%)

As of 30 June 2024

(Baht: million)

| Ranking by FYP | Company | First year premium | Market share by first year premium (%) |
|----------------|---------|--------------------|--|
| 1 | AIA | 15,869 | 18.0% |
| 2 | FWD | 13,989 | 15.8% |
| 3 | TLI | 11,795 | 13.3% |
| 4 | MTL | 10,779 | 12.2% |
| 5 | PLT | 6,289 | 7.1% |
| 6 | KTAL | 5,894 | 6.7% |
| 7 | AZAY | 4,550 | 5.1% |
| 8 | GT | 3,736 | 4.2% |
| 9 | BLA | 3,520 | 4.0% |
| 10 | DLA | 2,945 | 3.3% |

| Ranking by TP | Company | Total premium | Market share by total premium (%) |
|---------------|---------|---------------|-----------------------------------|
| 1 | AIA | 77,115 | 24.8% |
| 2 | FWD | 50,290 | 16.1% |
| 3 | TLI | 40,523 | 13.0% |
| 4 | MTL | 33,233 | 10.7% |
| 5 | KTAL | 21,772 | 7.0% |
| 6 | AZAY | 19,245 | 6.2% |
| 7 | PLT | 17,084 | 5.5% |
| 8 | BLA | 16,169 | 5.2% |
| 9 | OLIC | 6,872 | 2.2% |
| 10 | GT | 6,231 | 2.0% |

Source: The Thai Life Assurance Association