



กรุงเทพประกันชีวิต
BANGKOK LIFE ASSURANCE

Analyst Meeting
3Q/2015 Performance Update
November 12th, 2015

Outlines



- Production



- Investment



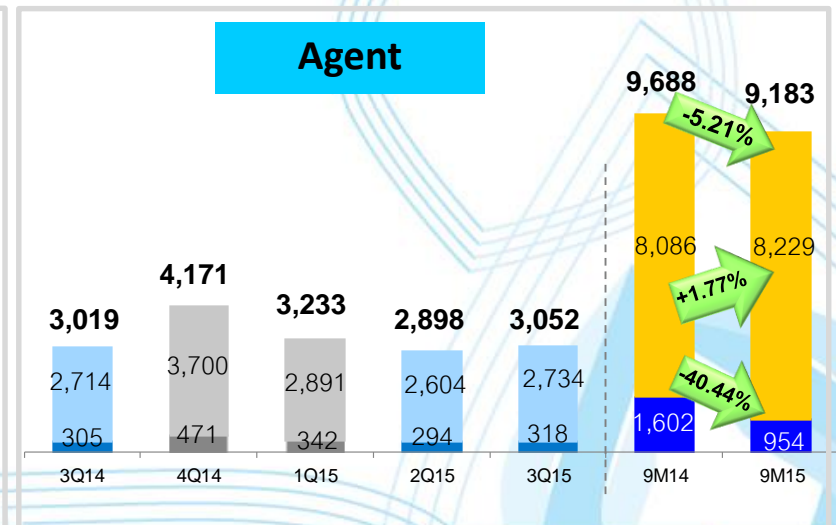
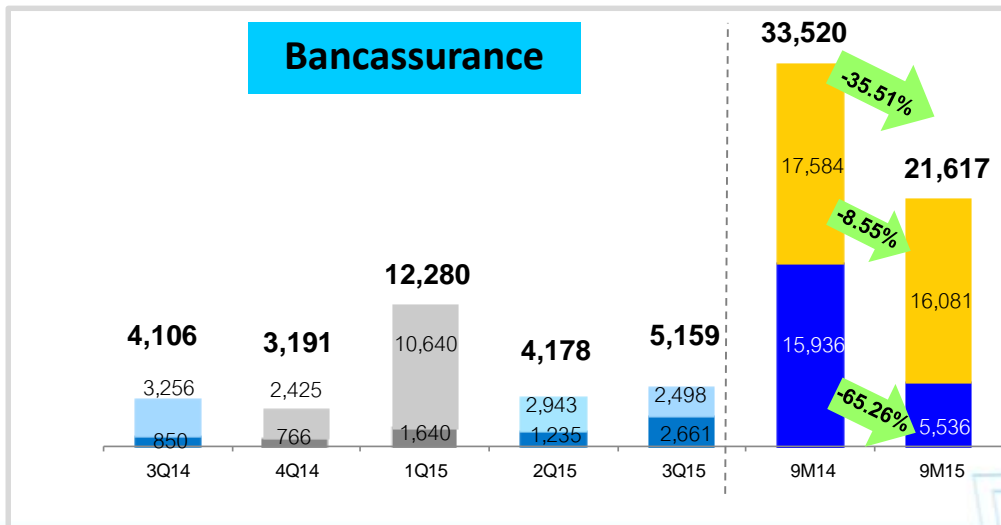
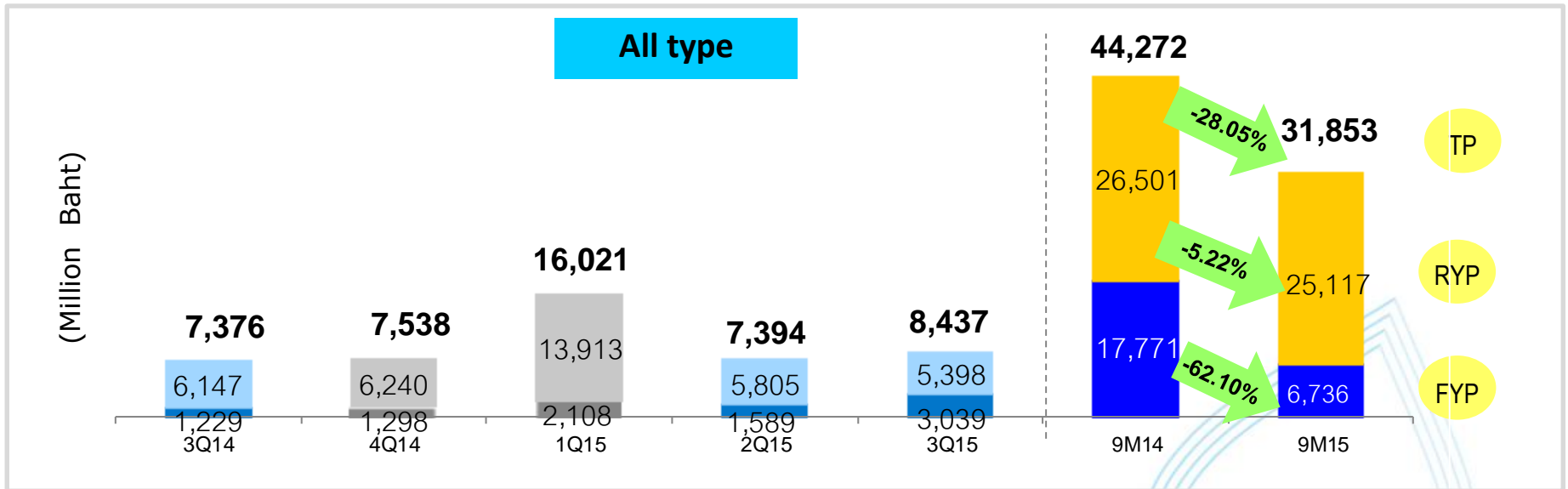
- Key Operating Highlight

PRODUCTION

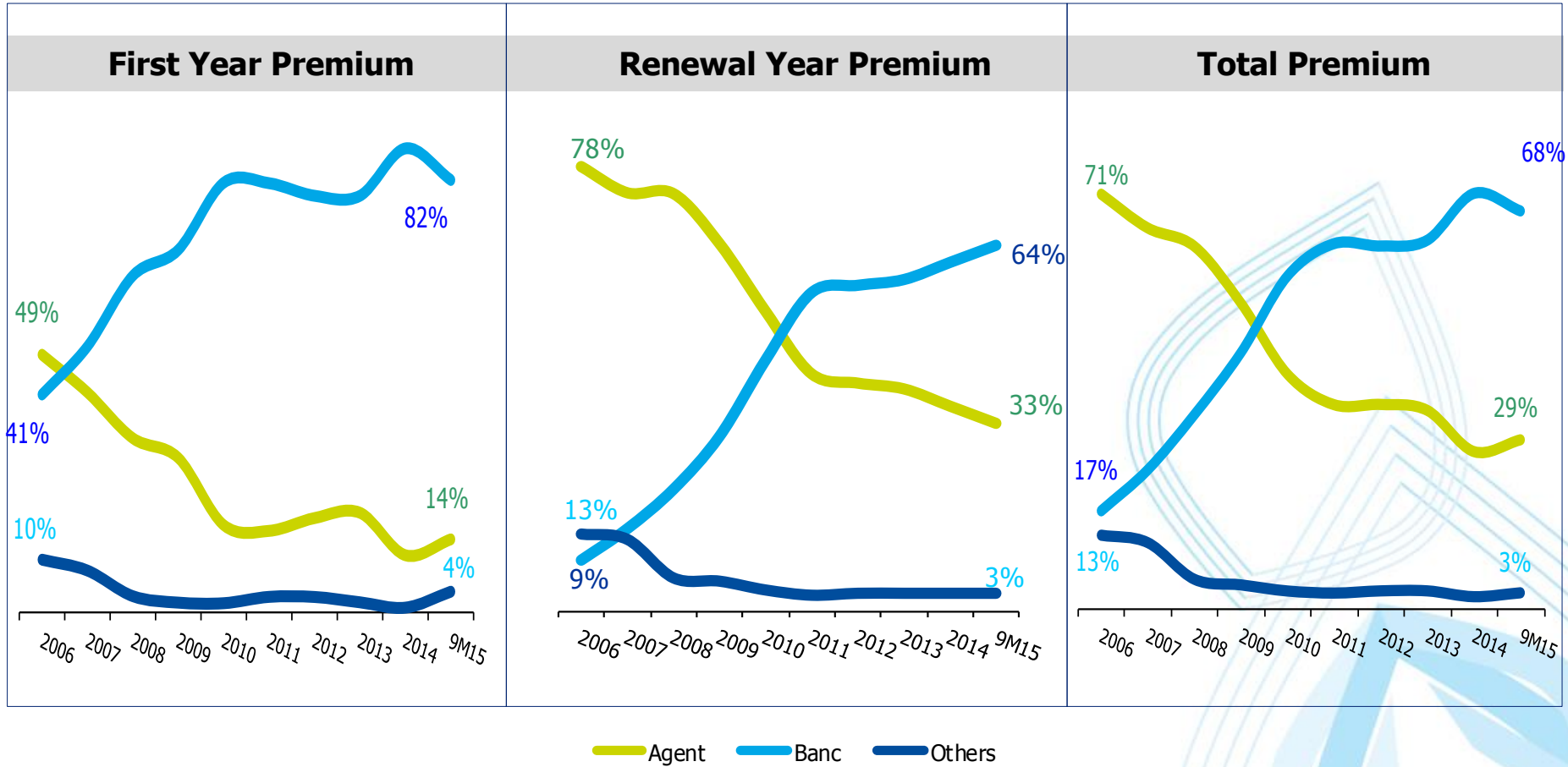


FYP Growth increased partly from low base last year

RYP declined due to premium payment of products ended



Bancassurance share 82% of FYP and 68% of TP



9M15 Wholelife Agent share remained over 60%

Credit Life remained over 25%

Agent Channel	FYP (%Growth)		Proportion (%)			
	3Q15	9M15	3Q15	3Q14	9M15	9M14
Regular Endowment	12.59	(61.36)	38.25	35.40	29.68	37.64
Whole Life	(11.46)	25.49	54.76	64.43	63.96	29.66
Single Premium	N.M.	(90)	6.99	0.17	6.36	32.70
Total	4.19	(47.33)	100.00	100.00	100.00	100.00

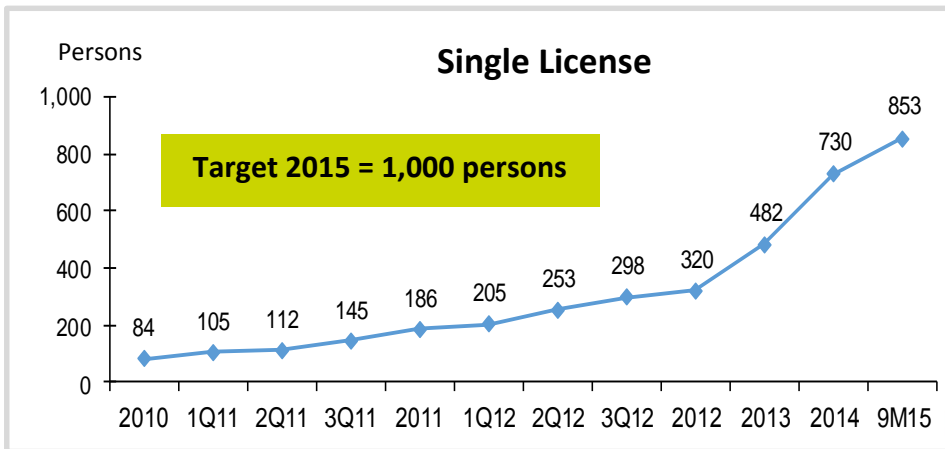
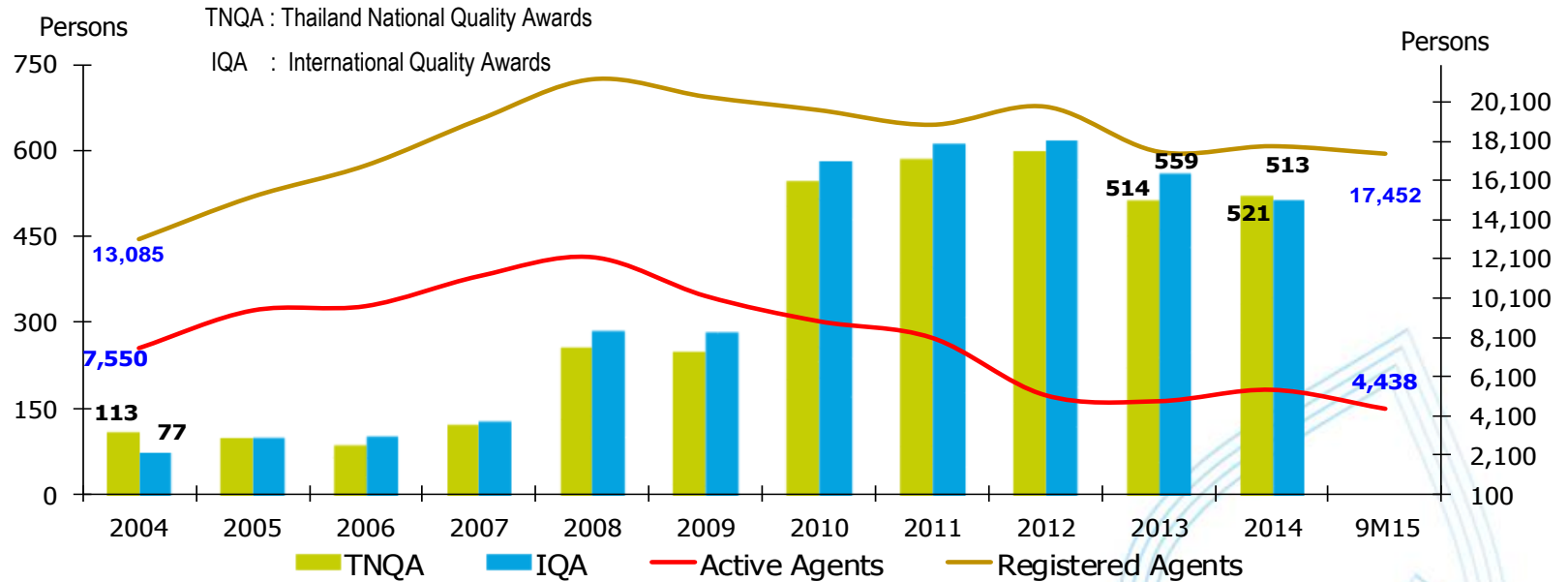
Bancassurance	FYP (%Growth)		Proportion (%)			
	3Q15	9M15	3Q15	3Q14	9M15	9M14
Endowment	488.39	(71.79)	81.91	43.80	74.12	90.46
Credit Life	1.23	(6.63)	18.09	56.20	25.88	9.54
Total	214.58	(65.57)	100.00	100.00	100.00	100.00

FYP product mix was back on track with Life Protection 30% of TP

Frist Year Premium	%Growth		Proportion (%)			
	3Q15	9M15	3Q15	3Q14	9M15	9M14
Endowment	384.93	(71.96)	76.05	38.79	65.87	87.34
Life Protection	(2.49)	0.44	21.46	54.43	29.53	11.22
Group Employee	(9.83)	23.83	1.98	5.42	3.90	1.18
Others	(6.93)	(1.67)	0.51	1.35	0.70	0.26
Total	147.34	(62.71)	100.00	100.00	100.00	100.00

Total Premium	%Growth		Proportion (%)			
	3Q15	9M15	3Q15	3Q14	9M15	9M14
Endowment	18.35	(32.25)	78.97	76.31	82.74	87.46
Life Protection	3.11	(1.16)	18.18	20.16	13.76	10.08
Group Employee	(9.14)	1.80	2.40	3.02	3.16	2.22
Others	3.14	6.51	0.46	0.51	0.35	0.23
Total	14.37	(28.30)	100.00	100.00	100.00	100.00

Number of Agent was stagnant; FA continue to grow



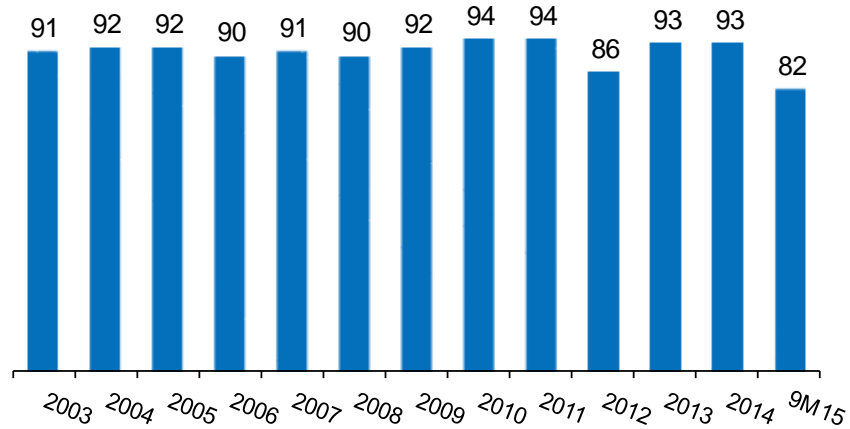
No. of TNQA of Industry

Unit: person

Company	2014	2013	2012	2011
AIA	1,002	880	847	577
TLI	791	662	569	465
BLA	599	586	548	348
OLIC	450	435	380	395
KTAL	93	135	97	95
MTL	65	30	30	30
SCBLife	13	9	10	18
Industry	3,117	2,835	2,554	2,036

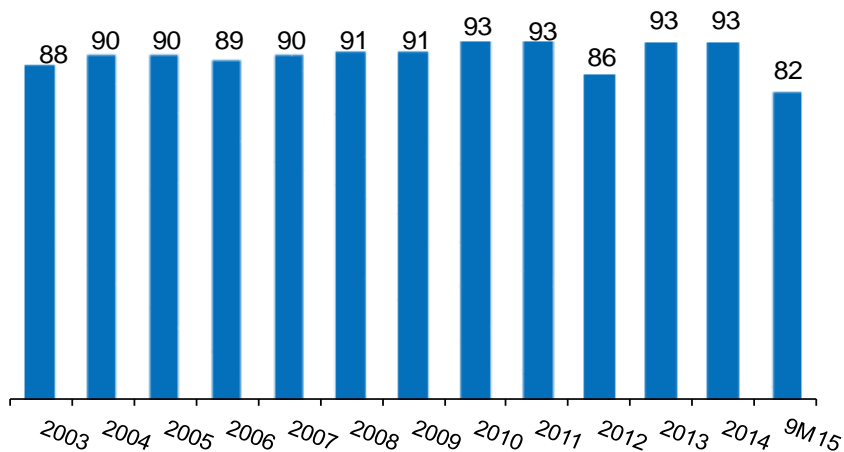
Premium collection rate dropped to 82% due to the premium payment of products ended

Ordinary



Ordinary (%)	9M15	2014	2013	2012
AIA	90	91	90	92
AZAY	87	87	88	87
KTAL	86	86	89	92
SCBLife	84	86	86	88
TLI	83	91	88	92
MTL	81	82	82	90
OLIC	75	80	75	84
Industry	84	87	88	90

All Type

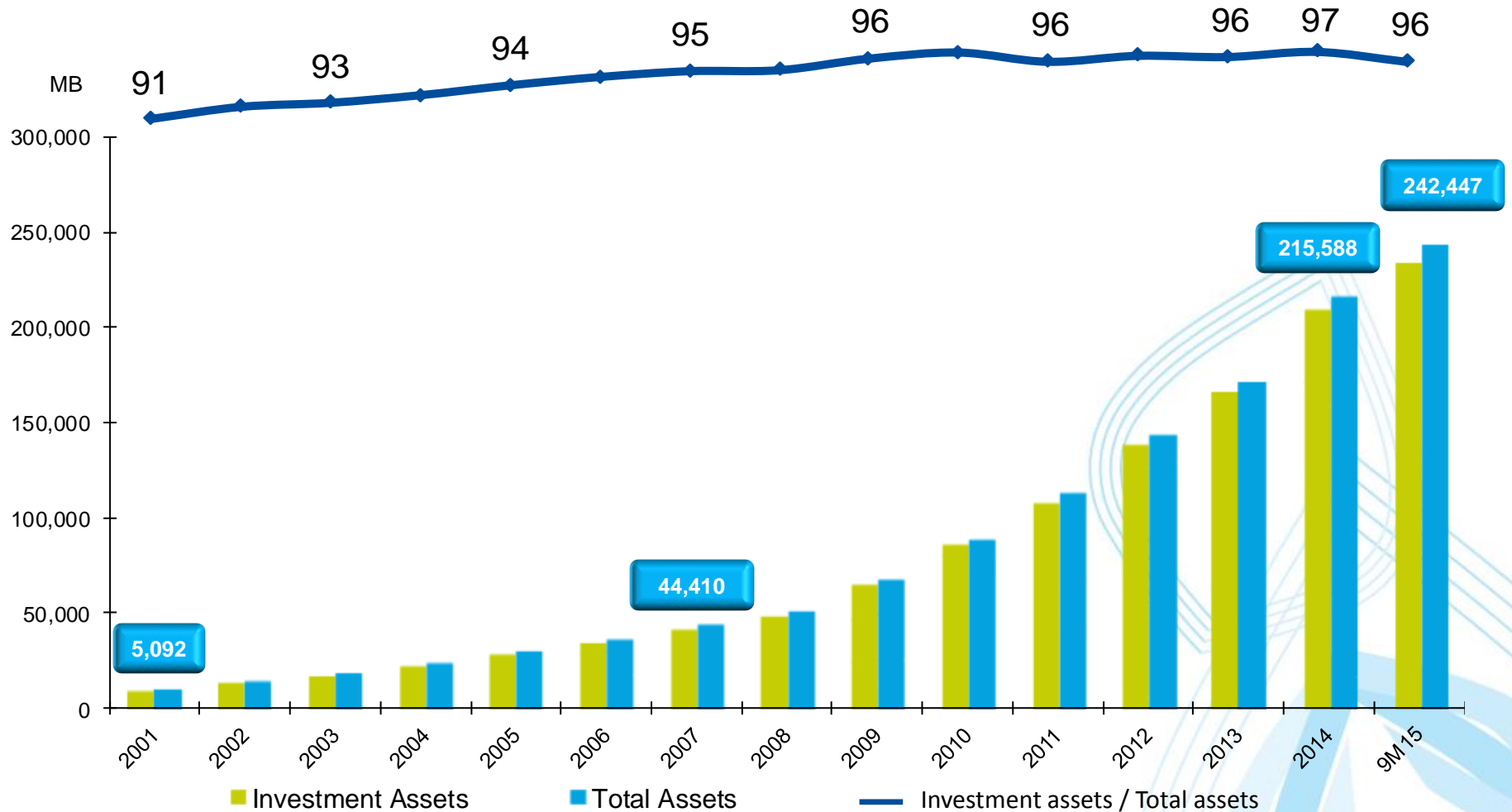


All Type (%)	9M15	2014	2013	2012
AIA	86	87	86	88
AZAY	86	85	86	85
SCBLife	84	86	85	87
TLI	83	91	86	91
KTAL	83	86	88	90
MTL	81	82	82	90
OLIC	78	80	77	82
Industry	83	86	86	88

INVESTMENT

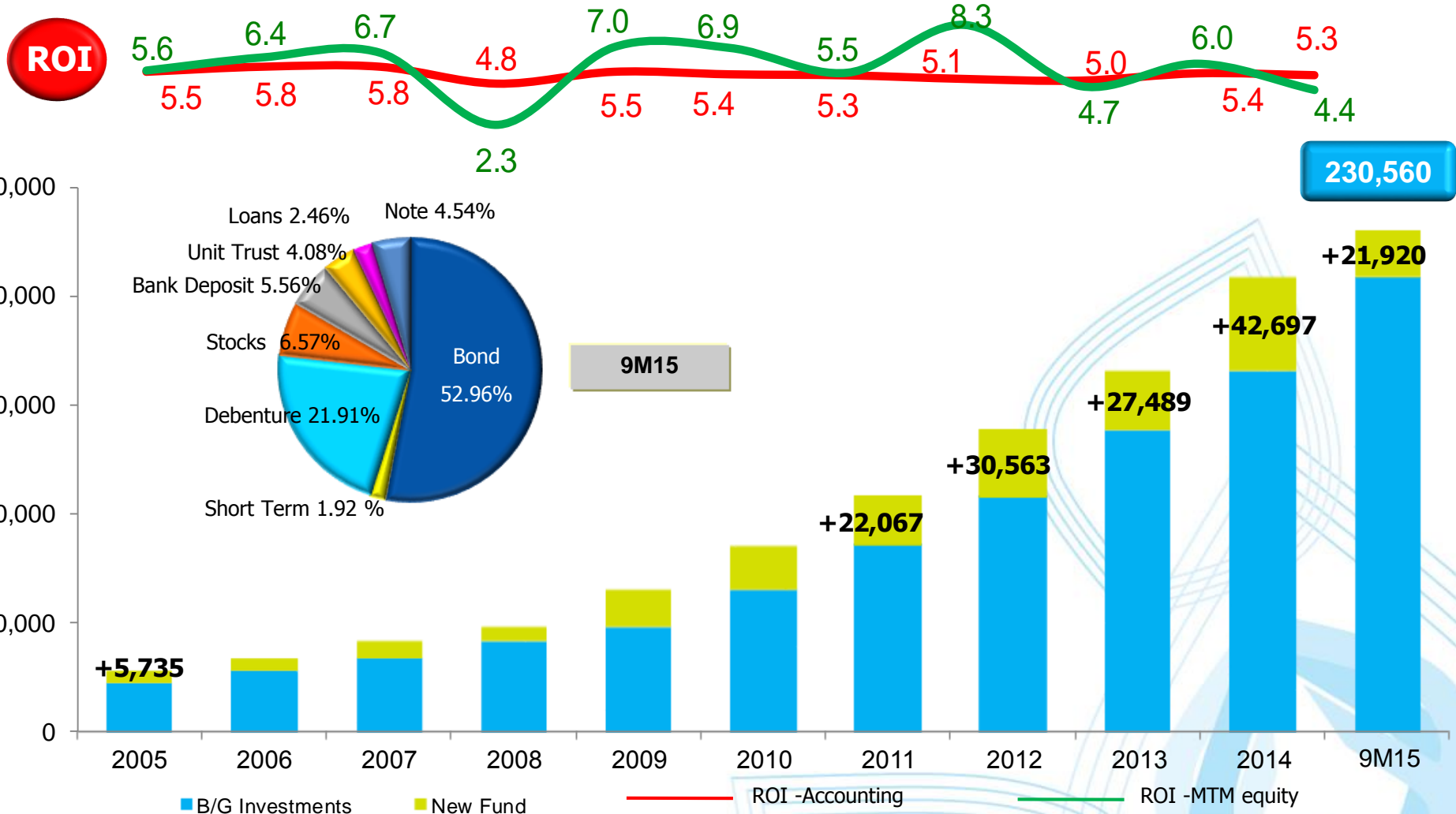


9M15 Total Asset continue to grow, increased by 27,000 MB to 242,447 MB

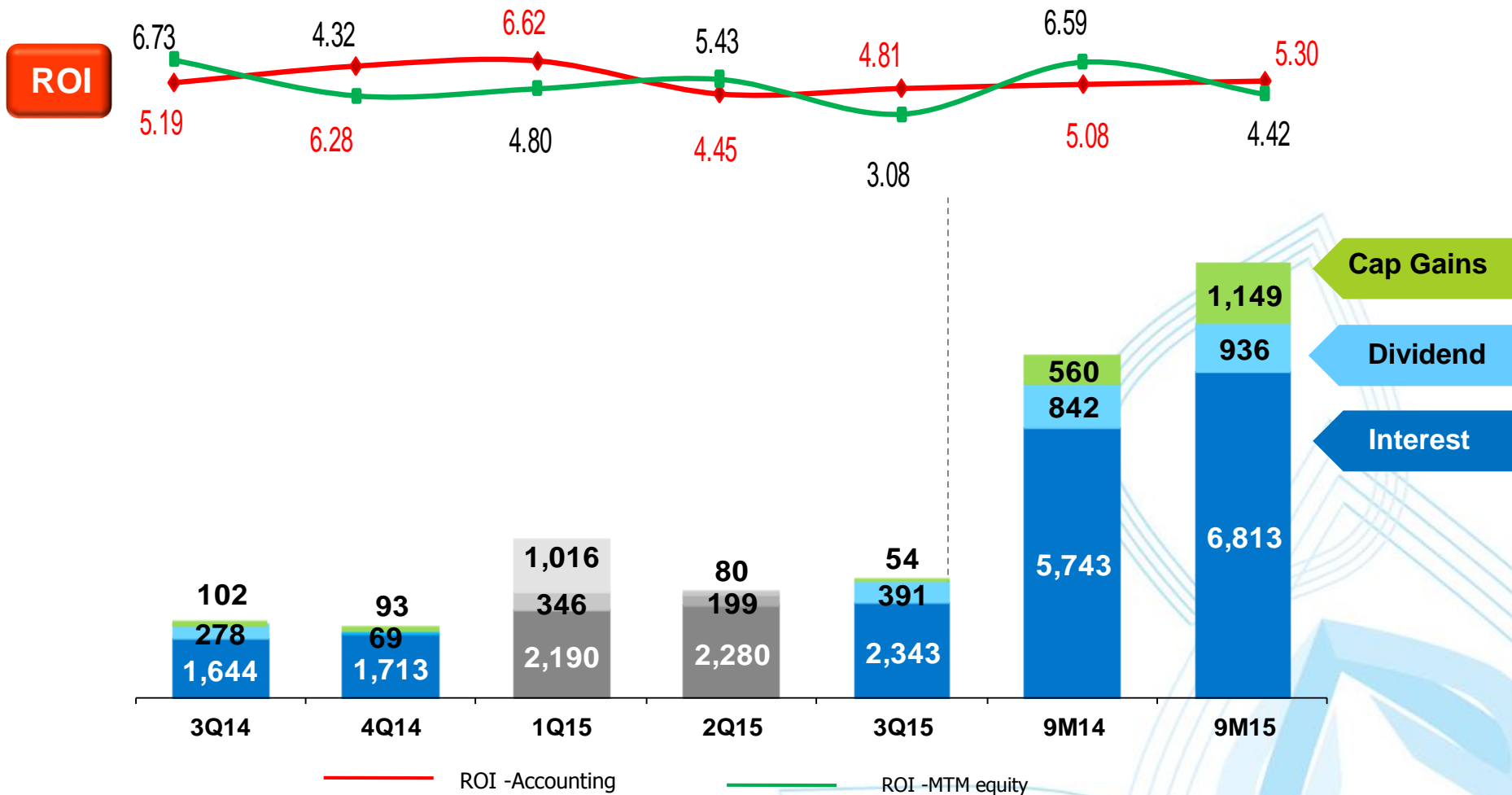


9M15 Investment asset continue to grow by 22,000 MB , while ROI remained over 5%

Asset Allocation moved more to Unit Trust at 4.08%



9M15 Capital Gains push ROI to 5.30%

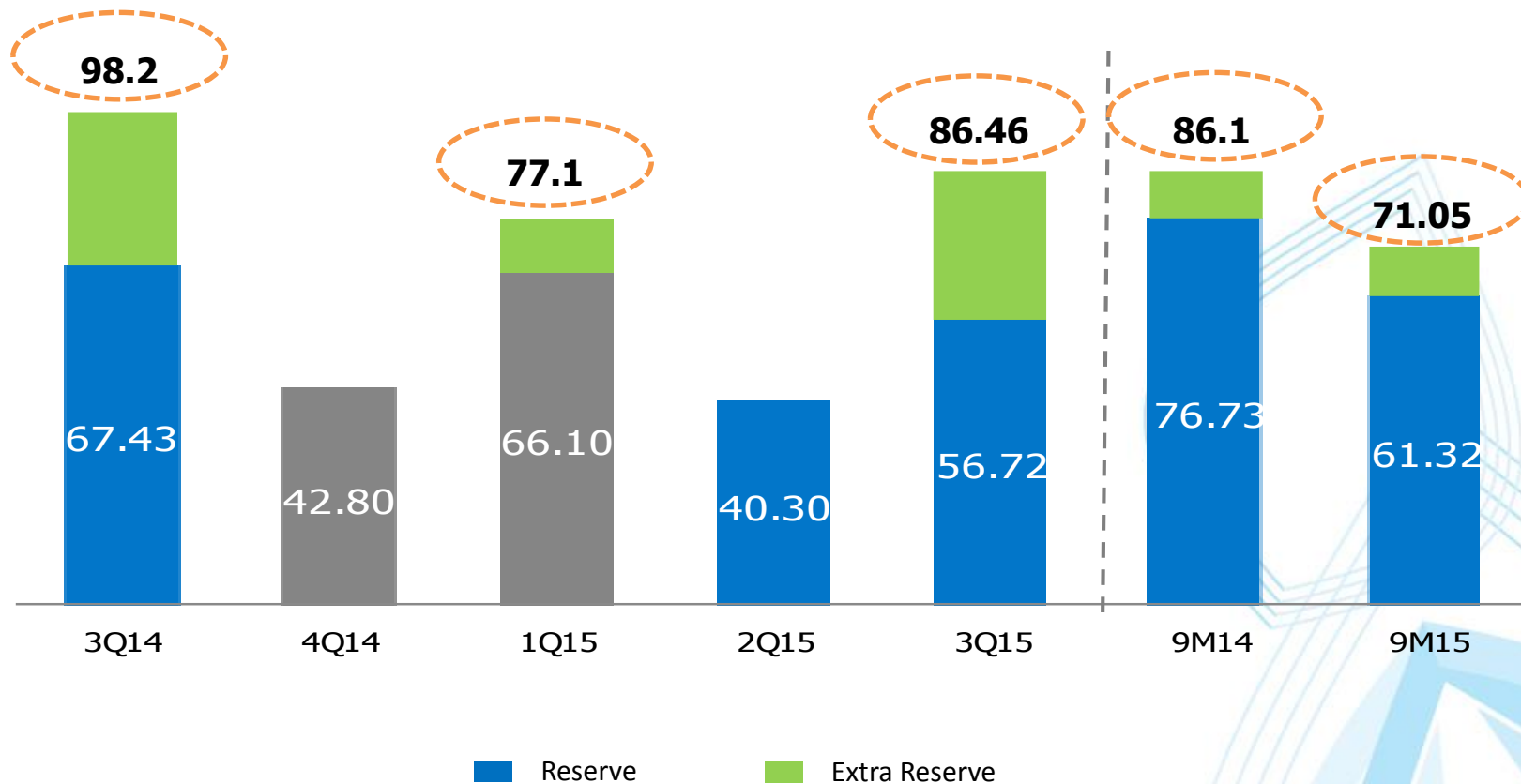


KEY OPERATING HIGHLIGHT

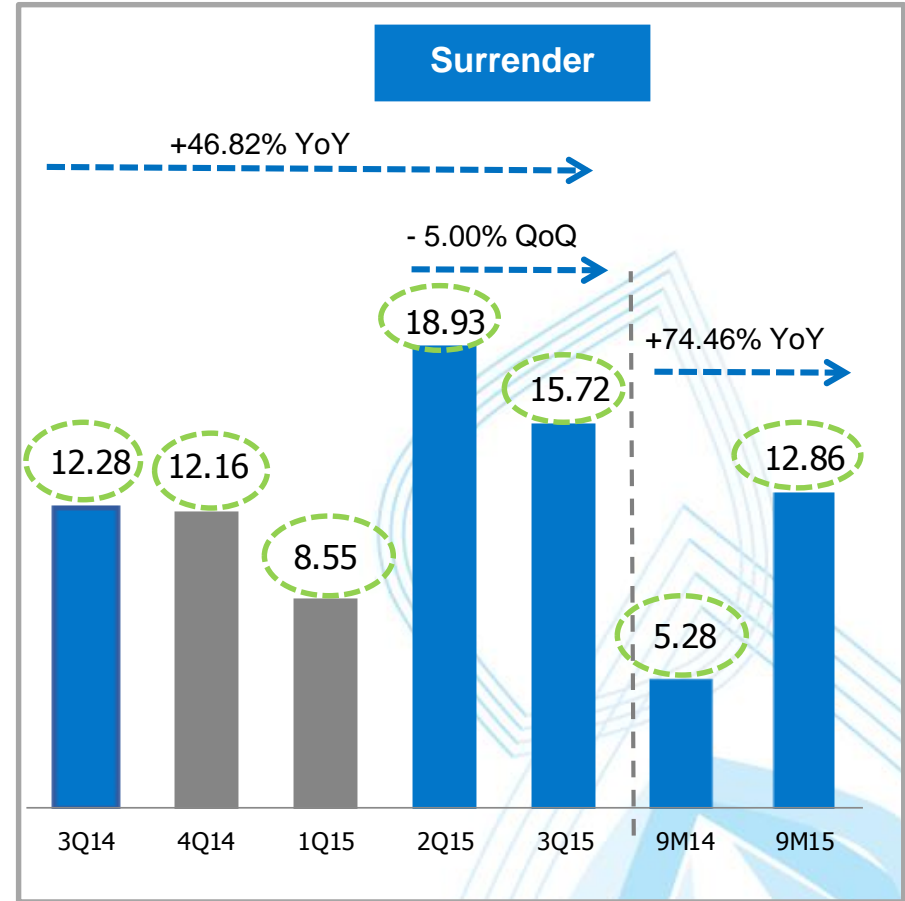
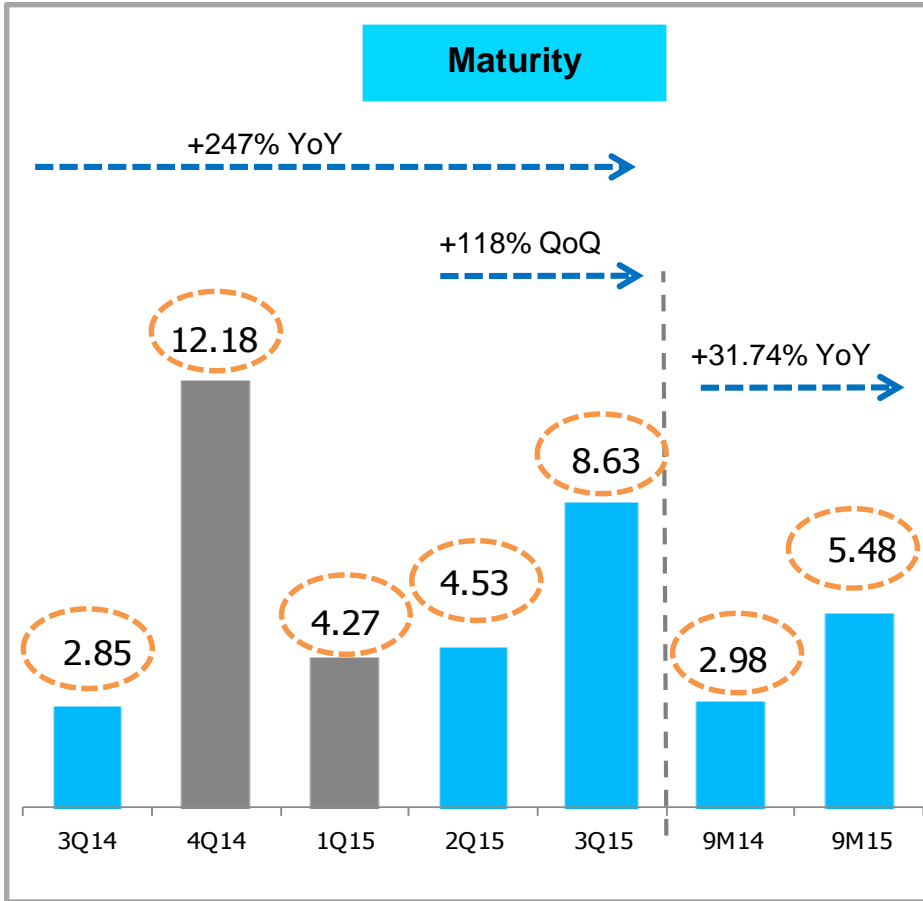


3Q15 Reserve/NP increased to 86% due to lower Bond yield curve

Exclude LAT Reserve > Reserve/NP would be 56.72%



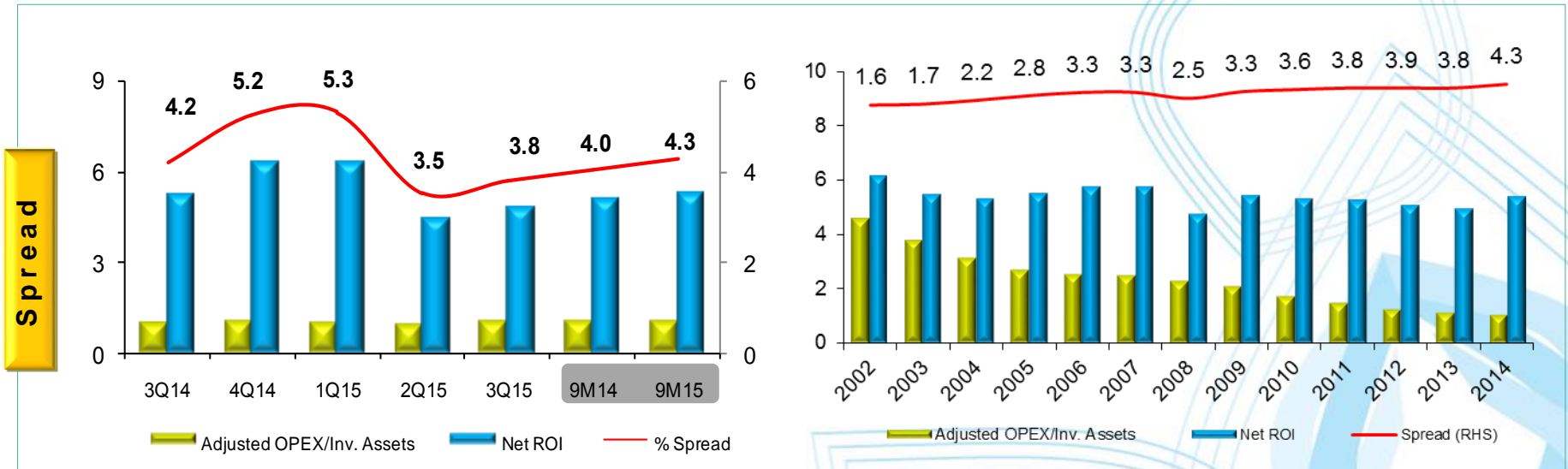
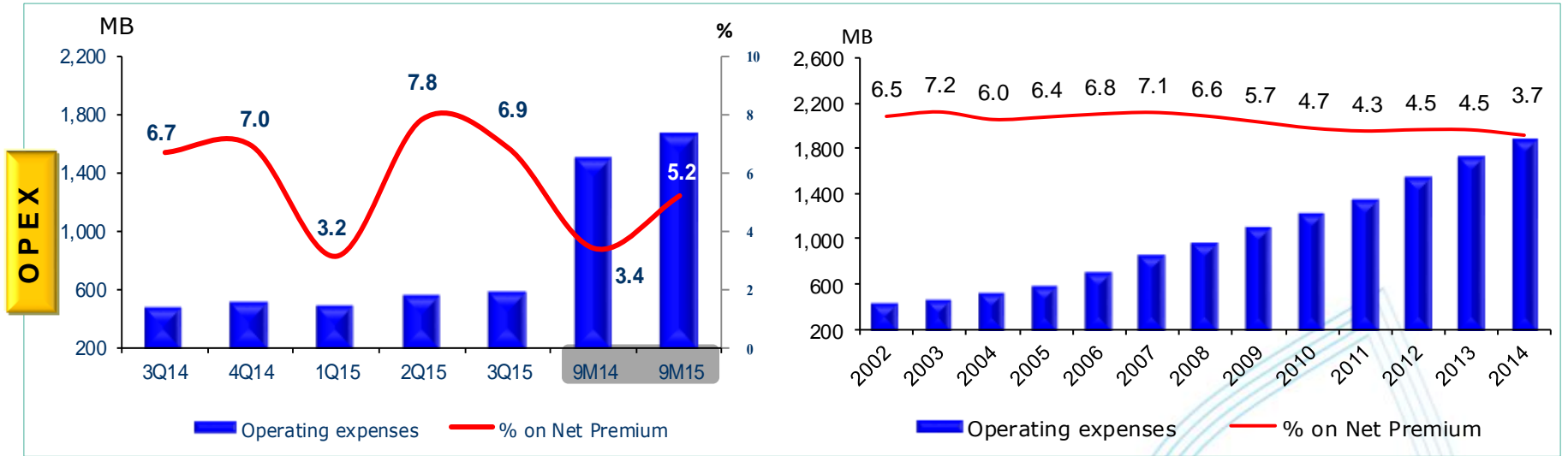
3Q15 Benefit Paid increased mainly from higher in Maturity and Surrender



%Net Premium

%Net Premium

OPEX/Net Premium still controllable



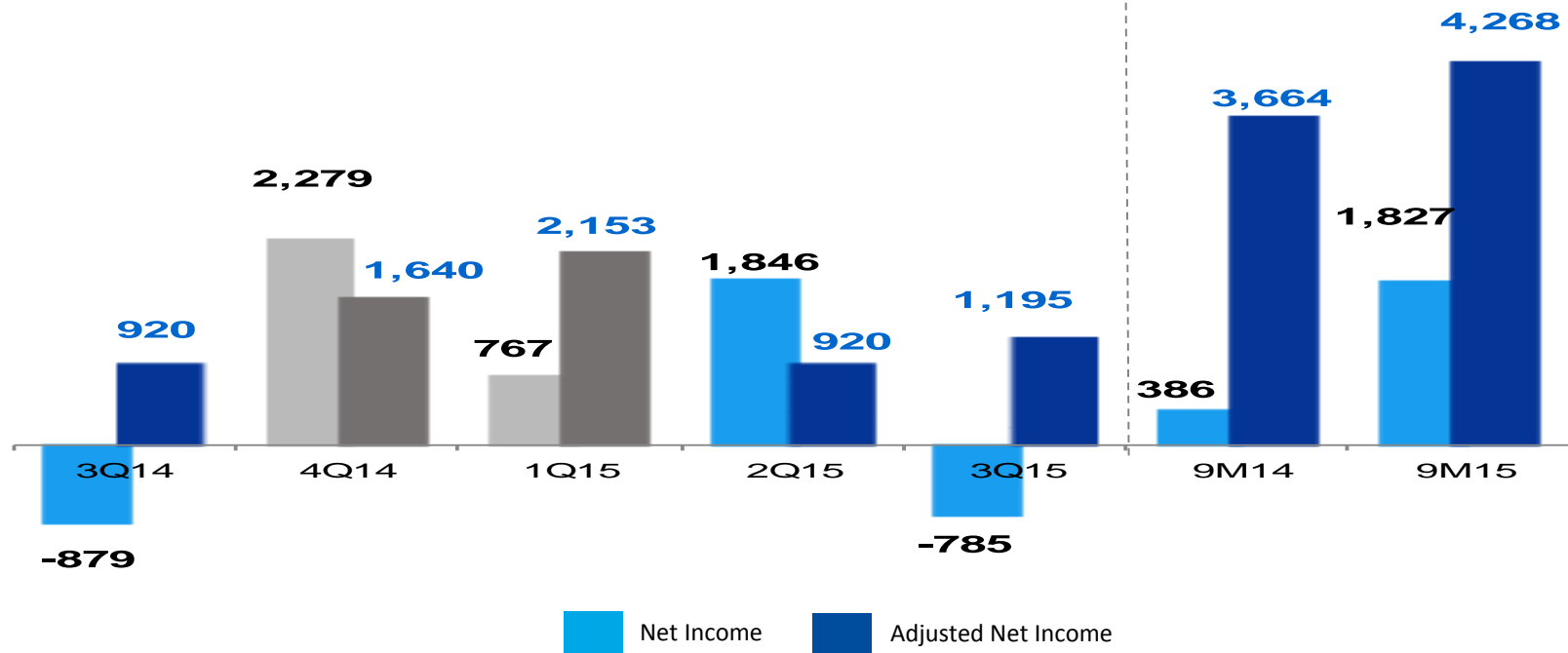
Net profit decreased due to LAT reserve settled in 3Q15

Exclude LAT reserve >> Net Profit would be 1,195 MB

	3Q15	YoY	QoQ
Net Income		10.69%	(142.52%)
Adj Net Income		29.89%	29.89%

+373% YoY

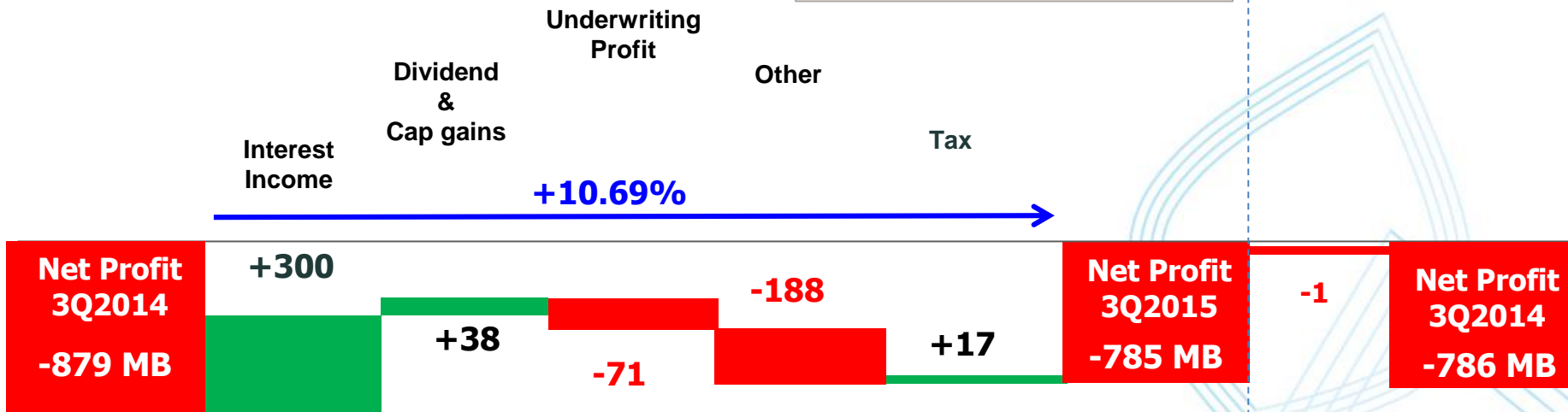
+16.48% YoY



Net Profit Movement - 3Q2015



- Extra reserve 2,284 MB
- Adjusted net profit 1,194.8 MB

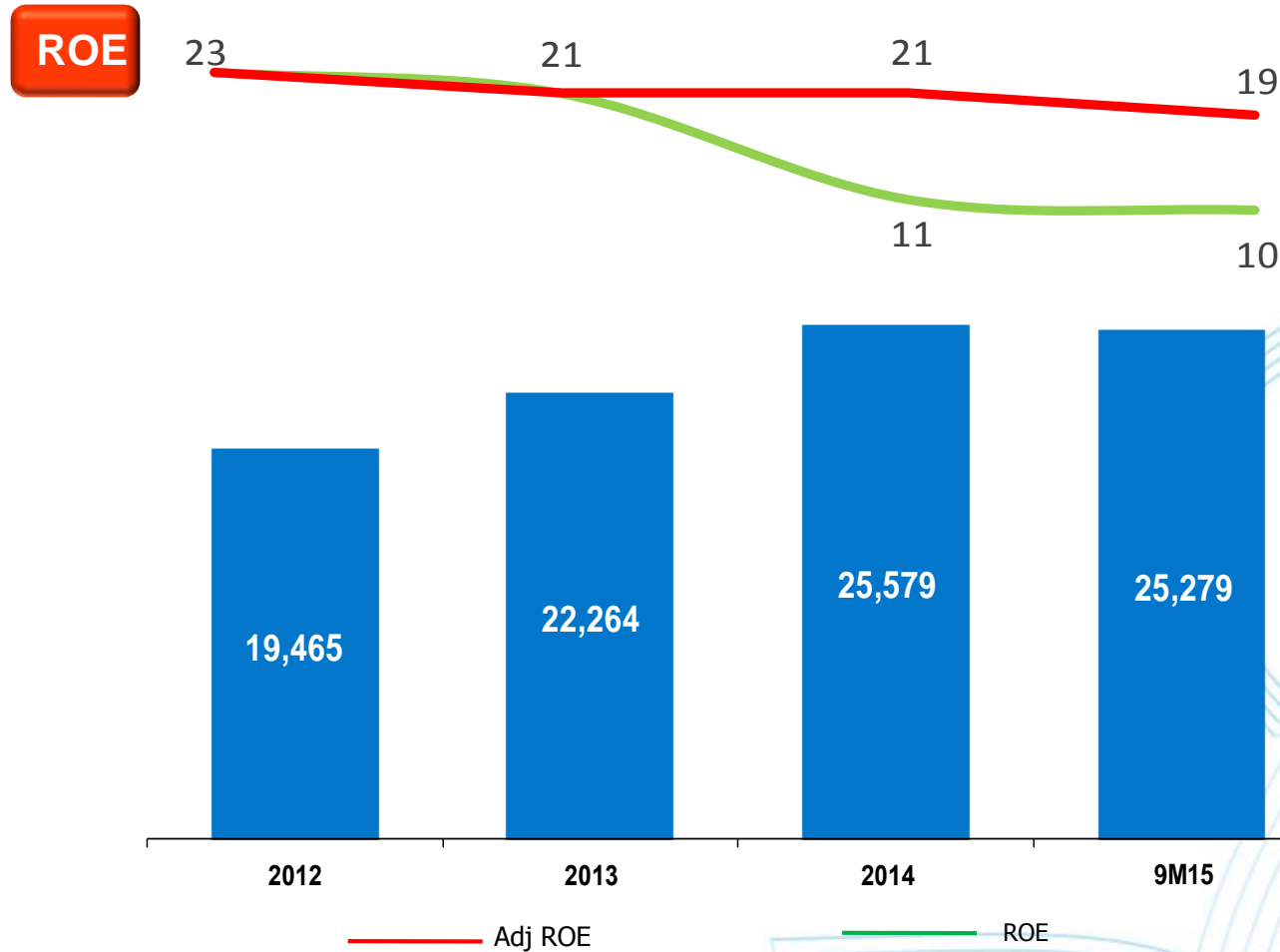


-14.55%	Return on Equity	-11.52%
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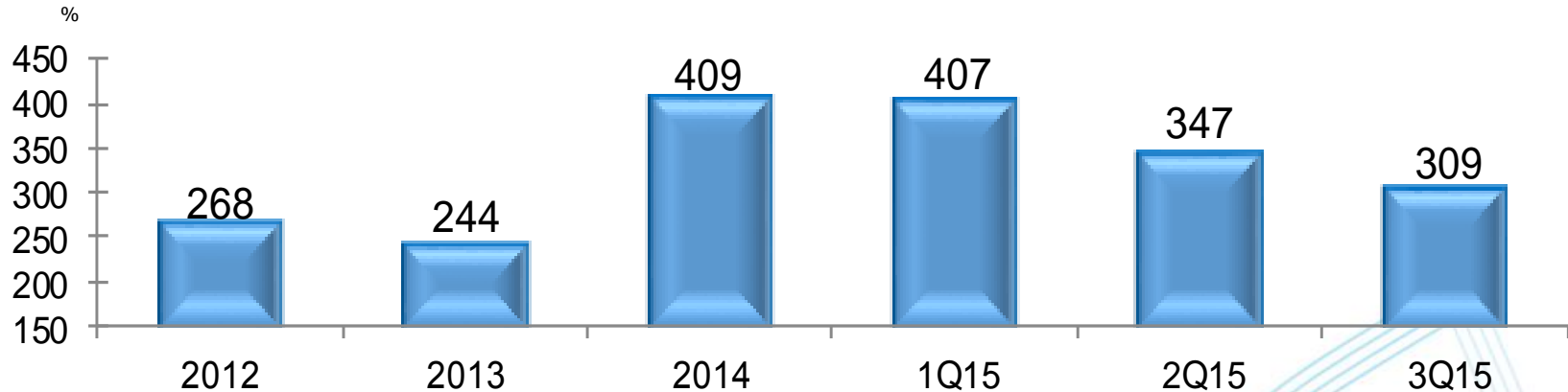
-4.54%	ROE Comprehensive	-23.55%
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Equity 9M15 slowed down due to unrealized loss on AFS securities and decrease in Net Profit

Adjusted ROE remained in line with normal rate

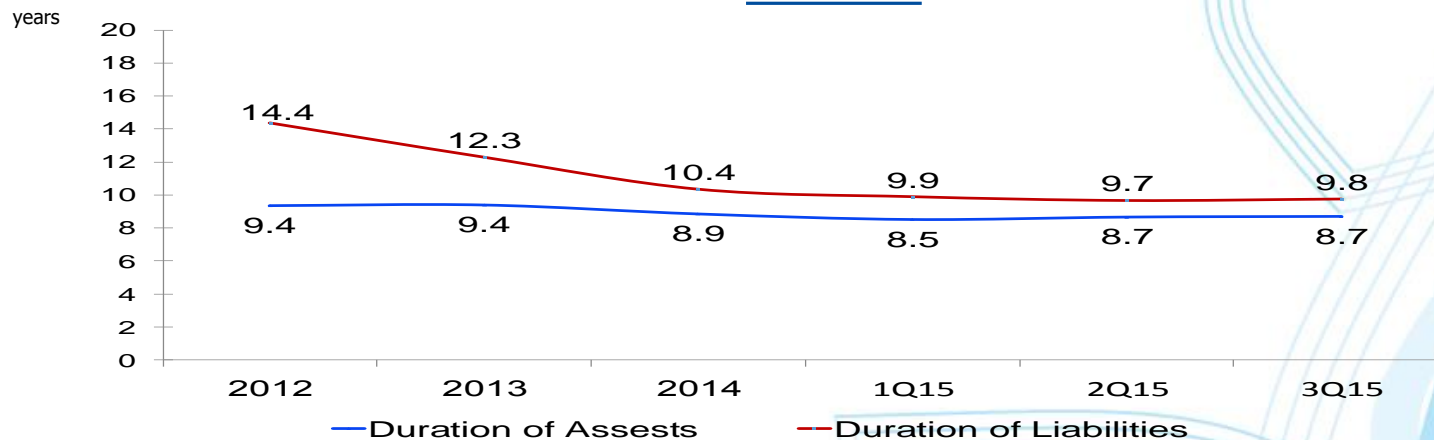


CAR declined to 309% as invested more in risky assets and dividend paid



Note: * Preliminary calculations

Duration





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BANGKOK LIFE ASSURANCE

Market Ranking

January - September 2015

Ordinary Premium 9M15: Rank 6th in FYP & TP with 5.84% and 8.74% market share accordingly

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	23,952	27.86	0.10
AIA	11,242	13.08	9.11
TLI	10,845	12.62	21.15
SCB Life	10,546	12.27	(1.72)
KTAL	9,626	11.20	(5.99)
BLA	5,024	5.84	(68.61)
AZAY	3,253	3.78	2.11
PLT	3,215	3.74	(22.54)
FWD	3,006	3.50	56.71
OLIC	1,138	1.32	(28.76)
Industry	85,964	100.00	(8.32)

Total Premium			
Company	MB	Share (%)	% YoY
AIA	73,736	21.93	5.10
MTL	60,337	17.95	14.35
TLI	45,281	13.47	7.46
SCB Life	37,646	11.20	17.23
KTAL	35,470	10.55	18.62
BLA	29,396	8.74	(29.56)
AZAY	17,646	5.25	6.65
FWD	10,321	3.07	16.82
PLT	9,537	2.84	10.45
OLIC	4,915	1.46	(4.43)
Industry	336,219	100.00	5.04

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

All Type Premium 9M15: Rank 6th in both FYP and TP with 5.49% and 8.15% market share accordingly

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	27,774	22.63	1.37
AIA	19,050	15.52	1.21
SCBLife	14,770	12.04	2.60
KTAL	13,949	11.37	(2.43)
TLI	12,651	10.31	16.83
BLA	6,736	5.49	(62.09)
PLT	5,945	4.84	(11.62)
AZAY	4,397	3.58	(1.41)
FWD	3,941	3.21	37.79
OLIC	2,083	1.70	(23.01)
Industry	122,718	100.00	(5.88)

Total Premium			
Company	MB	Share (%)	% YoY
AIA	84,119	21.52	3.98
MTL	65,664	16.80	14.25
TLI	45,973	11.76	7.11
SCBLife	42,747	10.94	15.90
KTAL	40,297	10.31	15.37
BLA	31,853	8.15	(28.05)
AZAY	20,506	5.25	6.85
PLT	12,463	3.19	10.29
FWD	11,337	2.90	15.32
OLIC	10,143	2.59	(3.63)
Industry	390,903	100.00	4.61

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

Bancassurance 9M15: Rank 4th in both FYP and TP with 7.88% and 12.58% market share accordingly

First Year Premium			
Company	MB	Share (%)	% YoY
MTL	21,481	30.65	(0.06)
SCB Life	14,135	20.17	6.27
KTAL	8,797	12.55	(10.03)
BLA	5,525	7.88	(65.33)
PLT	5,447	7.77	(11.72)
TLI	3,556	5.07	24.93
FWD	3,079	4.39	47.77
DLA	2,205	3.15	31.36
AIA	1,859	2.65	(17.58)
AZAY	1,850	2.64	19.33
Industry	70,085	100.00	(11.63)

Total Premium			
Company	MB	Share (%)	% YoY
MTL	47,580	27.69	15.68
SCB Life	38,106	22.18	19.45
KTAL	24,188	14.08	14.85
BLA	21,606	12.58	(35.54)
PLT	10,538	6.13	0.95
TLI	8,188	4.77	22.60
FWD	7,243	4.22	31.98
AZAY	5,971	3.48	14.99
AIA	2,899	1.69	(9.17)
ACE	2,205	1.28	102.71
Industry	171,804	100.00	4.39

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

Agent 9M15: Rank 8th in FYP with 2.31% market share and rank 6th in TP with 4.79% market share

First Year Premium			
Company	MB	Share (%)	% YoY
AIA	14,919	35.04	6.01
TLI	8,970	21.07	15.00
MTL	5,389	12.66	4.48
KTAL	4,044	9.50	13.89
SELIC	1,774	4.17	8.00
OLIC	1,503	3.53	(20.61)
AZAY	1,296	3.04	(8.41)
BLA	984	2.31	(39.50)
TSLI	564	1.33	55.99
SCB Life	551	1.29	(26.19)
Industry	42,579	100.00	6.24

Total Premium			
Company	MB	Share (%)	% YoY
AIA	76,785	39.82	4.43
TLI	40,577	21.04	4.69
MTL	15,384	7.98	8.49
KTAL	14,884	7.72	17.13
AZAY	9,917	5.14	1.16
BLA	9,229	4.79	(5.02)
OLIC	8,840	4.58	(6.26)
FWD	3,446	1.79	(3.45)
SELIC	2,978	1.54	5.22
SCB Life	2,939	1.52	0.24
Industry	192,824	100.00	4.98

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

Rank 7th in Credit Life (SP) with 5.64% market share

9M15				
Company	MB	Share (%)	%YoY	%FYP
SCBLife	4,172	16.60	18.51	28.25
KTAL	3,259	12.97	5.52	23.37
MTL	3,255	12.95	12.26	11.72
AIA	2,755	10.96	(19.70)	14.46
PLT	2,383	9.48	(2.32)	40.09
DLA	2,206	8.78	22.45	90.30
BLA	1,418	5.64	(6.65)	21.06
SELIC	1,282	5.10	4.72	55.90
TLI	1,244	4.95	(2.62)	9.84
TCLife	952	3.79	4.65	46.79
Industry	25,130	100.00	6.54	20.48

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
BLA	1,996	6.22	8.84	10.47
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
Industry	32,068	100.00	7.01	18.79

Source: The Thai Life Assurance Association

ขอบคุณที่ไว้วางใจเรา
THANK YOU FOR YOUR SUPPORT

