

THRE FACTSHEET 2018

We sell innovation and services through reinsurance capacity and expertise



STRATEGY DEVELOPMENT

1978

Only focusing on provide capacity to write businesses.

1991

Played more active role in doing businesses by co-develop insurance products with our clients rather than only using our capacity to do businesses.

1993

Listed on the Stock Exchange of Thailand.

2008

Started to develop innovative products, unconventional channels and services to reach untapped market as we called non-conventional business.

2012

Raised equity capital Fairfax Financial Holding has become our strategic partner since then.

2018

Successfully expand business to Vietnam, Laos, and Cambodia

UNDERWRITING PHILOSOPHY

CONVENTIONAL BUSINESS

- Selective underwriting, focus on non-catastrophe exposed line, avoid competing in red ocean, and willing to explore non-traditional business.

NON-CONVENTIOAL BUSINESS

- Develop innovative products, unconventional channels and services to reach untapped market
- Focus mainly on personal line
- Fully integrated after-sale services.

STRENGTHS



Experience of
products development
both life & non-life



Qualified
actuarial team



Comprehensive
data



Strong
shareholders



Fully after
sale services



Access to
partners around
the world

SERVICES & PRODUCTS

CONVENTIONAL BUSINESS

- Political Violence
- Motor High Sum
- Event cancellation
- Property
- Marine cargo
- Other miscellaneous

NON-CONVENTIONAL

- Professional football player
- XoL for group health
- Vision insurance
- Cancer and critical illness
- Bicycle
- Loan protection
- Motor Related Products (Gap & Add-On)
- Customized PA for Specific Targets i.e. PA for Kids, PA by Gender
- Travel accident with flight delay (Blockchain platform)

SERVICES



E-motorclaims
service



Insurance training & consulting
service

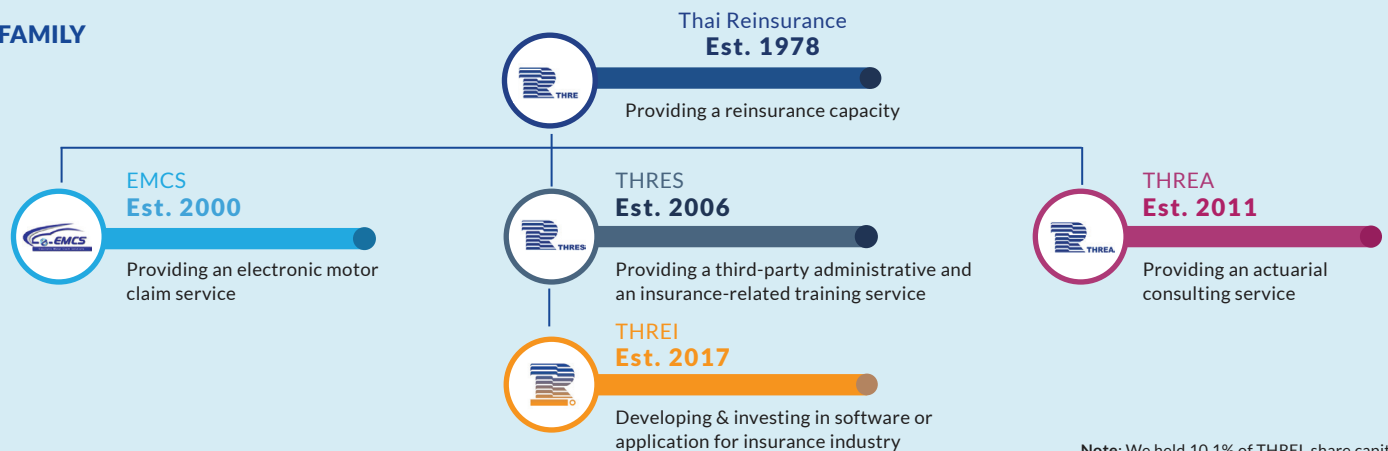


Actuarial consulting
service



Insurance digital
platform

FAMILY



Note: We held 10.1% of THREL share capital.

INVESTMENT THEME



One-time
impact ended



Local premium
growth unlocking



Foreign unit
on track

MARKET DATA

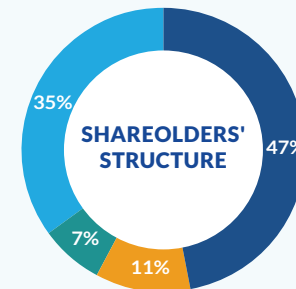


QUOTE
THRE

MARKET CAP
3,667 THB(M)

PAID-UP CAPITAL
4,215 THB(M)

FREE FLOAT
52.34%



■ Fairfax financial holding group
■ Insurance company
■ Aberdeen asset management
■ Others



KEY FINANCIALS 2018

GROSS WRITTEN PREMIUM

4,849 THB(M)

NET EARNED PREMIUM

3,359 THB(M)

INVESTMENT INCOME

-290 THB(M)

AFTER TAX PROFIT

-1,012 THB(M)

One-time items -1,098 THB(M)

UNDERWRITING PROFIT

System-wide
-260 THB(M)

excl 9 projects
305 THB(M)

NET SERVICES INCOME

65 THB(M)

NORMALIZED PROFIT

86 THB(M)

CAPITAL ADEQUACY RATIO 2018

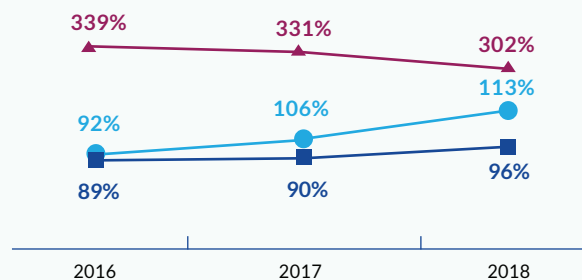
Group
302%

NUMBER OF EMPLOYEES

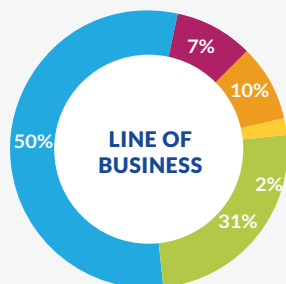
Group
386 persons



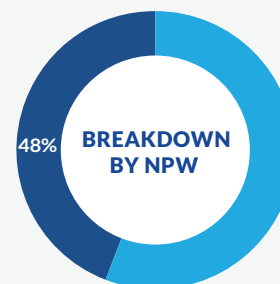
KEY RATIO (%)



● Reported
■ Excluding 9 projects and mega floods
▲ Capital adequacy ratio



■ PA&H
■ Motor
■ Property
■ Marine Cargo
■ Others



■ Conventional
■ Non-Conventional

3D&I BEHAVIORS

INNOVATION

D1 DIGITAL COMPANY
D2 DIVERSIFICATION
D3 DEREGULATION

CONTACT IR

Thai reinsurance Pcl

Address : 48/22-24 Ratchadapisek Rd.
Alley 20, Samsennok, Huaykwang, Bangkok,
10310, Thailand

Tel : +66-2-660-6111 ext. 1429

E-mail : IR@thaire.co.th