

THRE FACTSHEET 2019

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

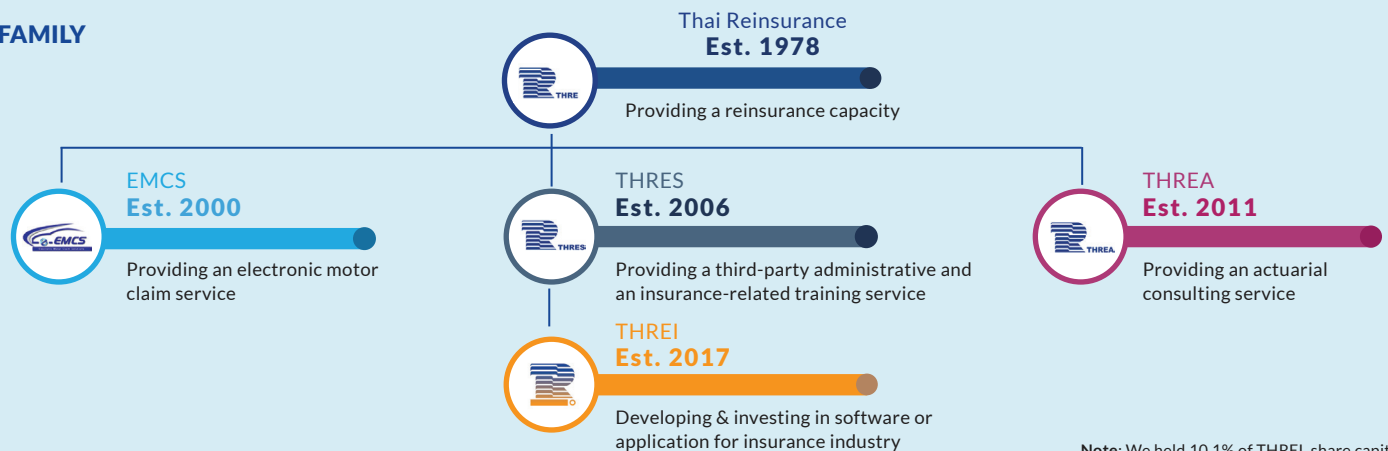


Actuarial consulting
service



Insurance digital
platform

FAMILY



Note: We held 10.1% of THREL share capital.

2020 INVESTMENT THEME



Lower retrocession expense



Opportunities for local business due to less competitions



Leveraging technology and expanding our service scope to accelerate the growth of 15-20% in next 3 years



"A-" (Strong); The outlook is stable by Fitch



Under stress test our CAR above 270%

MARKET DATA



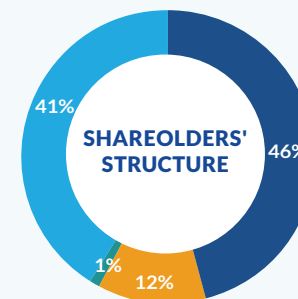
QUOTE
THRE

MARKET CAP
4,088.54
THB(M)

PAID-UP CAPITAL
4,214
THB(M)

FREE FLOAT
50.60%

SHAREOLDERS' STRUCTURE



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



KEY FINANCIALS 2019

GROSS WRITTEN PREMIUM
4,455 THB(M)

NET EARNED PREMIUM
3,609 THB(M)

INVESTMENT INCOME
302 THB(M)

AFTER TAX PROFIT
125 THB(M)

UNDERWRITING PROFIT
System-wide
-234 THB(M)

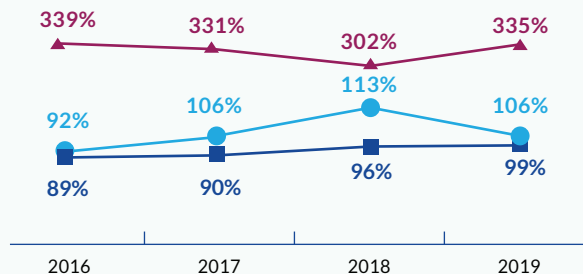
excl 9 projects
48 THB(M)

NET SERVICES INCOME
80 THB(M)

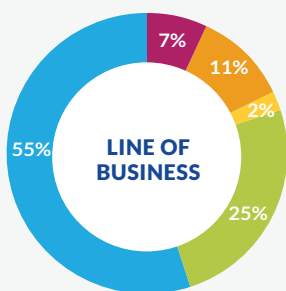


NUMBER OF EMPLOYEES
Group
402 persons

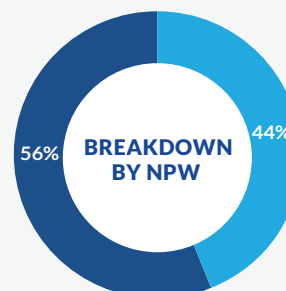
KEY RATIO (%)



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



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



■ Conventional
■ Non-Conventional

3D&I BEHAVIORS

INNOVATION

D1 DIGITAL COMPANY

D2 DIVERSIFICATION

D3 DEREGULATION

CONTACT IR

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