



OPPORTUNITY DAY DHIPAYA GROUP HOLDINGS

BUSINESS OVERVIEW & FINANCIAL RESULT

Q2-2022

19 August 2022



Agenda

1. COMPANY OVERVIEW & PERFORMANCE

- TIP Financial Result
- DP, Amity & TIP Academy Financial Result

2. NEW OPPORTUNITIES FOR INSURANCE INDUSTRY

3. NEW GROWTH DRIVERS

- Mee Tee Mee Ngern
- InsurVerse



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TIP Financial Result

KEY HIGHLIGHTS FOR 6M2022



Strong Business Growth

- 8.58% Premium written Growth YoY
- Total revenue increased by THB 640.41 million or 9.36% YoY
- TIP's premium written remains No.1 in Non-Motor market



Operation Enhancement

- The operating expense decreased by 4.48% YoY
- Excluding COVID : Insurance claim increased by 4.80 % YoY
- Including COVID : Insurance claim increased by 67.25% YoY
- No loss from Lump-Sum Policies. However, OIC Orders resulted in higher claims than expected.



Promising Outlook

- TIP Covid claim in Q2 was one-off event and will not continue in Q3.
- TIP operating result will be back to normal operation in Q3 onwards, since COVID policies expired in July 2022.

TIP's Key Financial Highlight 6M21 vs 6M22



Premium Written

14,482 MB
+8.58% YoY

Investment Income

371 MB
-27.56% YoY

Total Revenue

7,482 MB
+9.36% YoY

Insurance Claims

3,813 MB
+67.25% YoY

Operating Expense

990 MB
-4.48% YoY

Net Profit

336 MB
-73.12% YoY

*TIPH (CONSO) = 316 MB

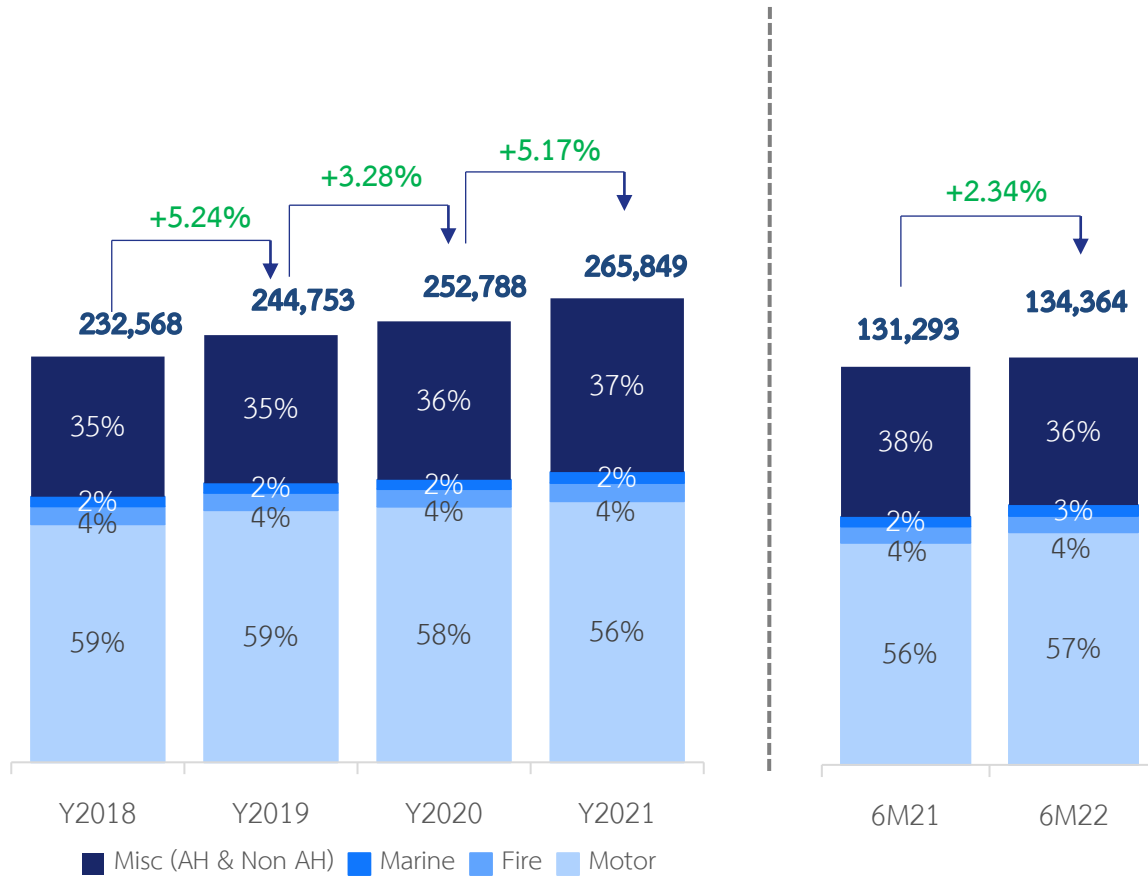
2,251 MB (Excluding Covid-19)
+4.80% YoY

Non-Life Insurance Premium 6M2022

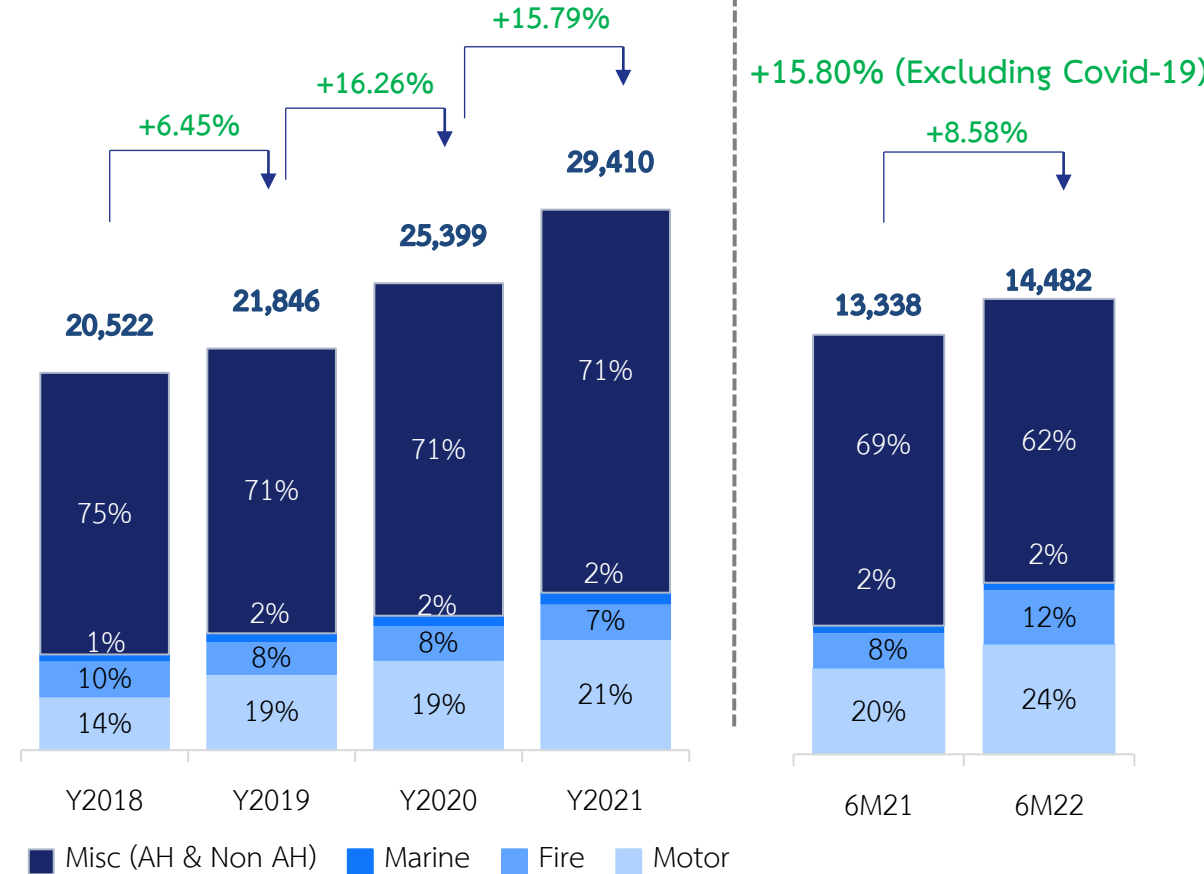
Unit : THB Million



INDUSTRY



TIP

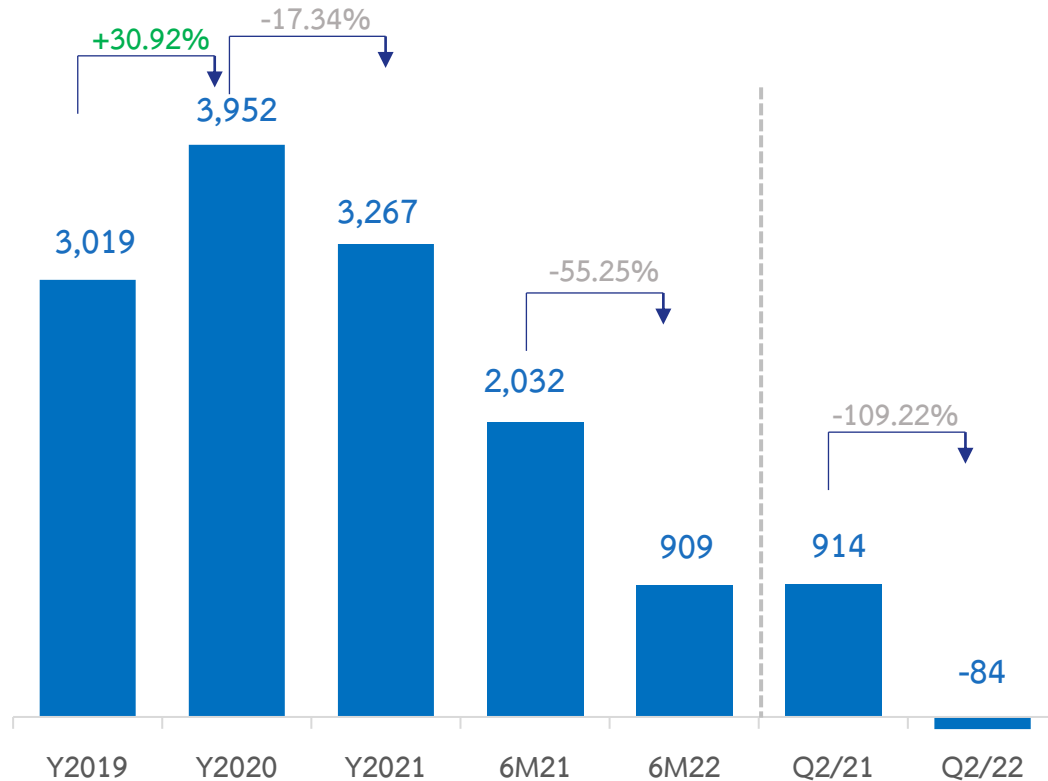


TIP's Underwriting Profit



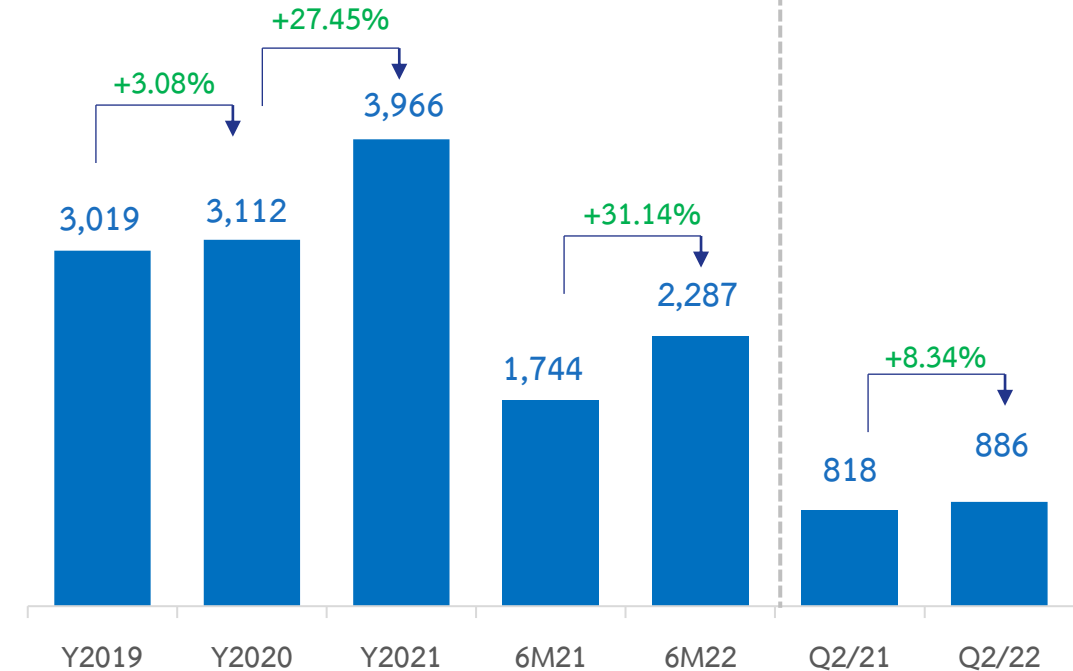
Underwriting Profit

Unit : THB Million



Underwriting Profit Excluding Covid-19

Unit : THB Million



คำสั่ง สำนักงานคณะกรรมการกำกับและส่งเสริมการประกอบธุรกิจประกันภัย (คปภ.)

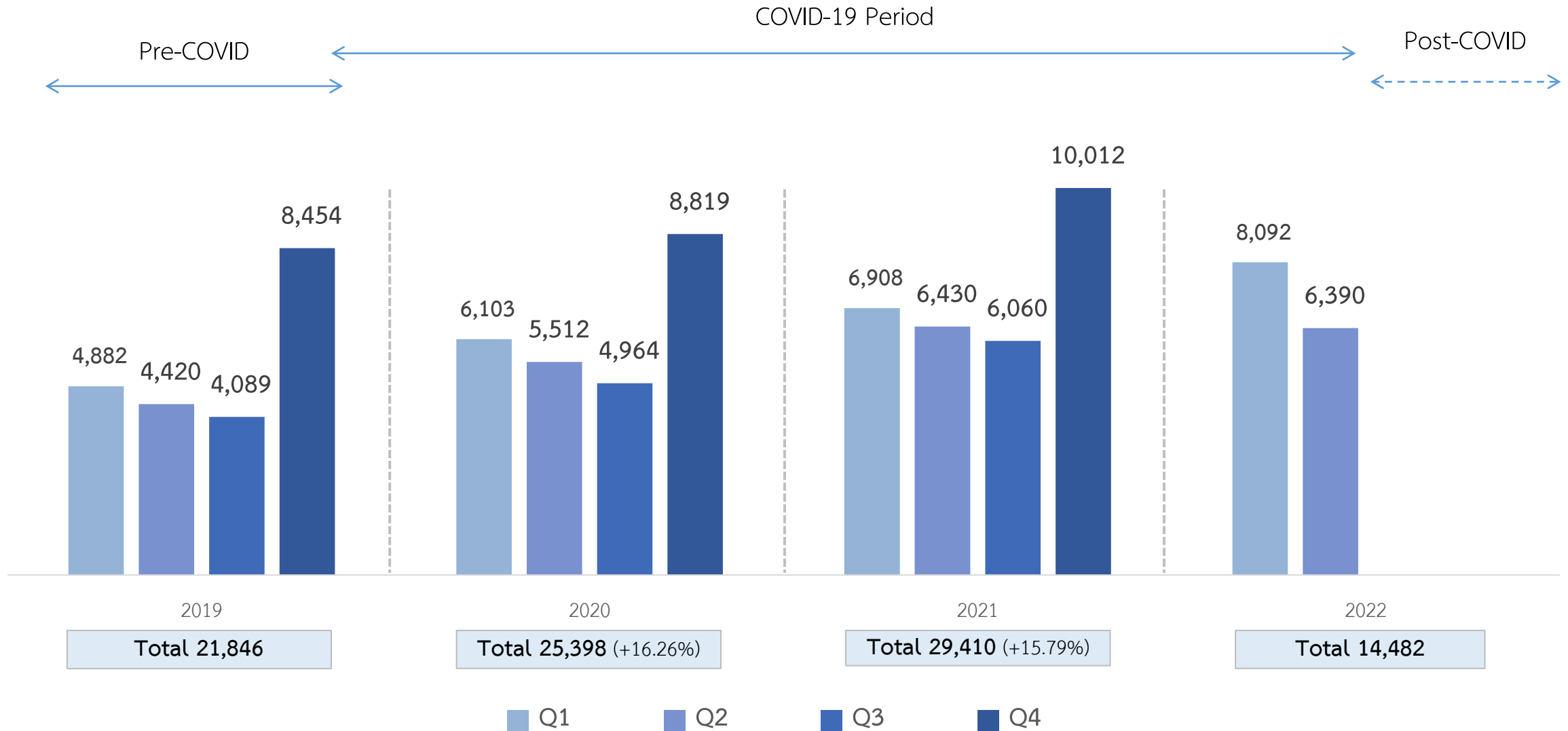
คำสั่งนายทะเบียน	วันที่	เรื่อง
ที่ 17/2564	12 เมษายน 2564	เรื่อง การรักษาพยาบาลตามกรมธรรม์ประกันภัยหรือเอกสารแนบท้าย เพื่อรองรับสถานการณ์การแพร่ระบาดของเชื้อไวรัสโคโรนา 2019 (COVID-19) สำหรับบริษัทประกันวินาศภัย
ที่ 44/2564	29 กรกฎาคม 2564	เรื่อง การจ่ายค่ารักษาพยาบาลตามกรมธรรม์ประกันภัยสำหรับผู้เอาประกันภัยที่ติดเชื้อไวรัสโคโรนา 2019 (COVID-19) และได้เข้ารับการดูแลรักษาพยาบาลแบบ Home Isolation หรือแบบ Community Isolation สำหรับบริษัทประกันวินาศภัย
ที่ 56/2564	30 กันยายน 2564	เรื่อง ขยายระยะเวลา การจ่ายค่ารักษาพยาบาลตามกรมธรรม์ประกันภัยที่ติดเชื้อไวรัสโคโรนา 2019 (COVID-19) และได้เข้ารับการดูแลรักษาพยาบาลแบบ Home Isolation หรือแบบ Community Isolation สำหรับบริษัทประกันวินาศภัย
ที่ 6/2565	16 มีนาคม 2565	เรื่อง การจ่ายค่ารักษาพยาบาลและค่าชดเชยรายวันหรือรายได้ตามกรมธรรม์ประกันภัย สำหรับผู้เอาประกันภัยหรือผู้ได้รับความคุ้มครองที่ติดเชื้อไวรัสโคโรนา 2019 (COVID-19) และได้เข้ารับการดูแลรักษาพยาบาลในสถานพยาบาล ณ ที่พำนักของผู้ป่วย แบบ Home Isolation แบบ Community Isolation หรือ แบบ Hotel Isolation สำหรับบริษัทประกันชีวิต

ส่งผลกระทบต่อผลการดำเนินงานของบริษัทฯ ดังนี้

- การจ่ายค่าสินไหมจากกรมธรรม์ประกันภัยโควิดเพิ่มขึ้นเพื่อบรรเทาความเดือดร้อนของประชาชน
- ส่งผลกระทบต่อผลการดำเนินงานของบริษัทฯ เพียงครั้งเดียว (One-Off Event) เนื่องจากกรมธรรม์ประกันภัยโควิดเกือบทั้งหมดของบริษัทฯ ได้สิ้นสุดความคุ้มครองลงแล้วในเดือนกรกฎาคม 2565 ที่ผ่านมาแล้ว

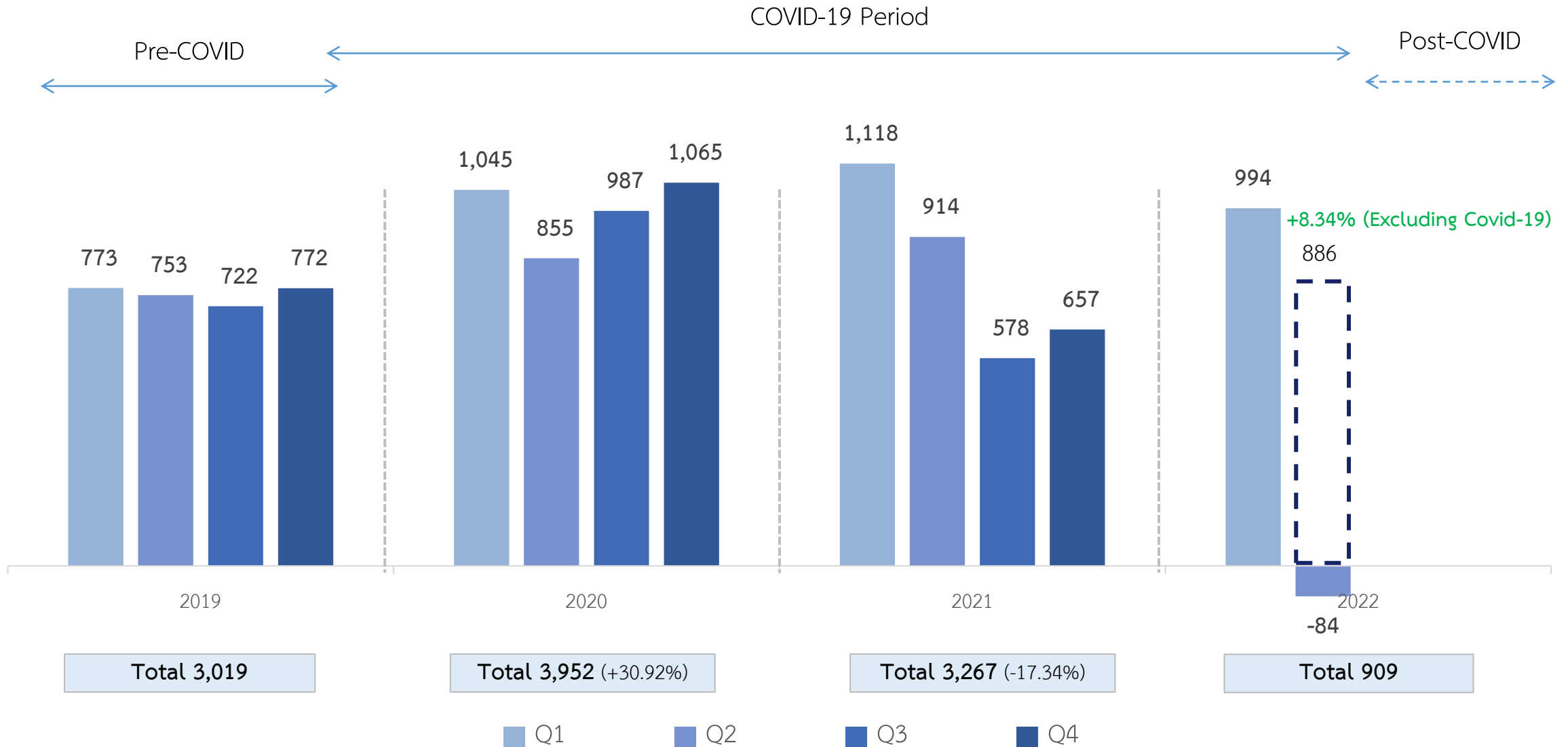
TIP's Premium Written by Quarter

Unit : THB Million



TIP's Underwriting Profit by Quarter

Unit : THB Million



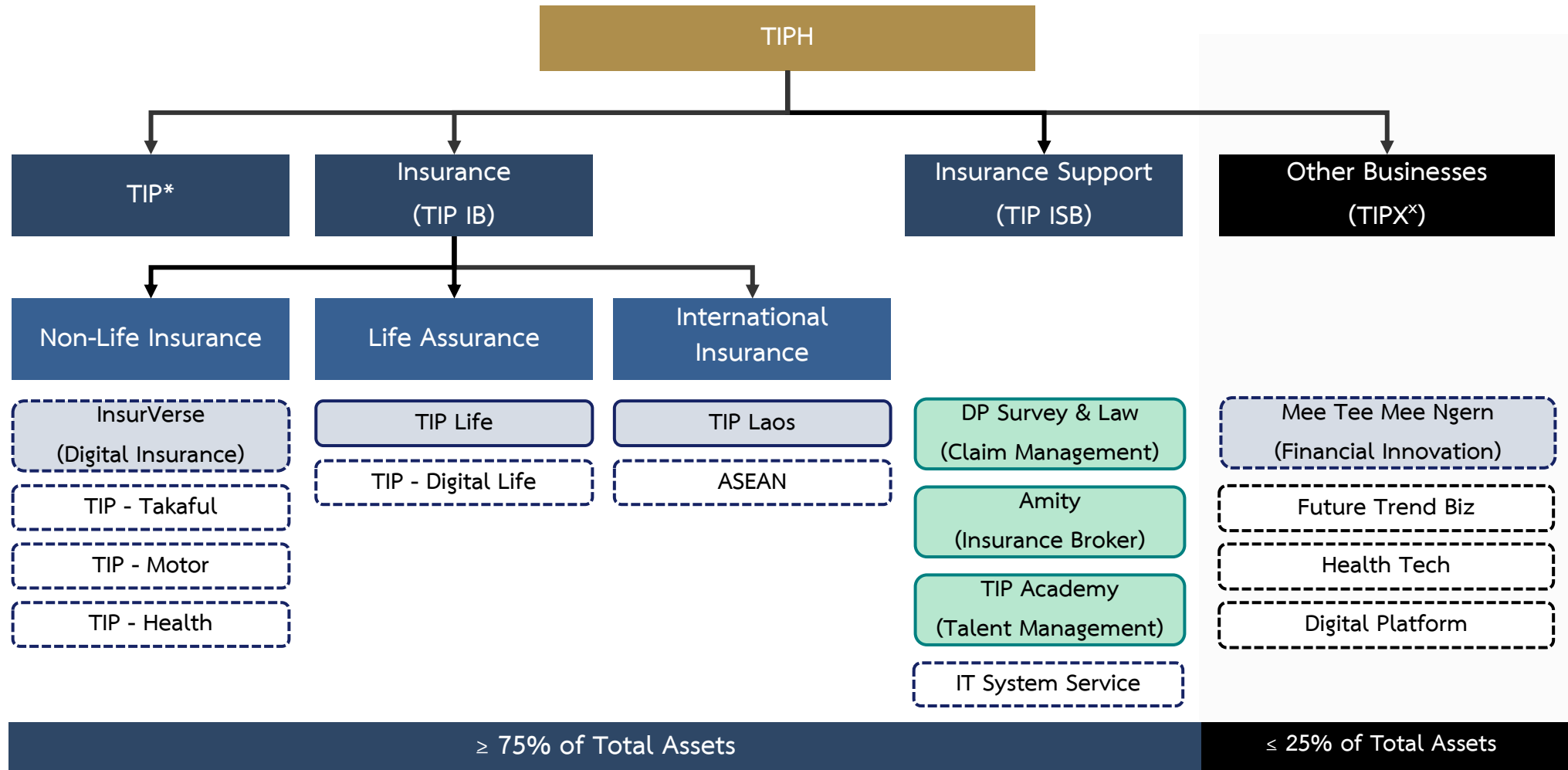


DP, Amity & TIP Academy Financial Result

Leading Innovative Insurance Holding Company

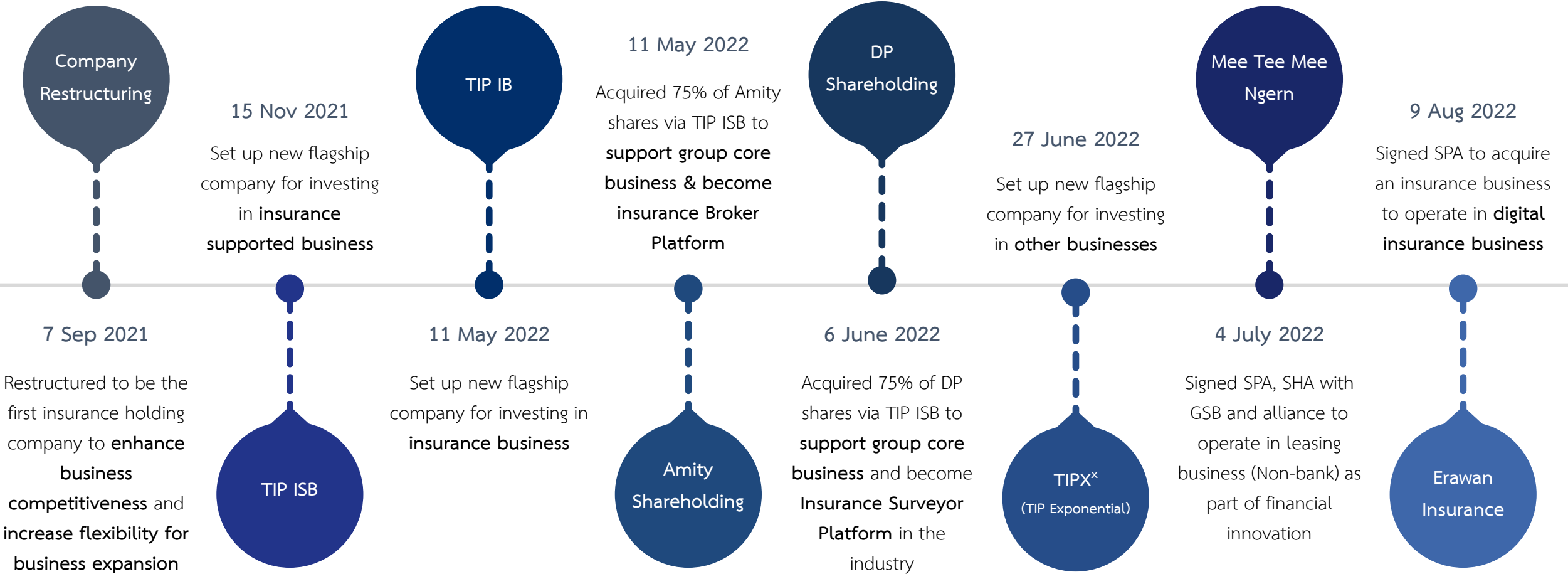


First mover in reshaping and redefining insurance industry to create sustained competitive advantage for the group



*Remarks: TIP, as core company of the group, is held directly by TIPH

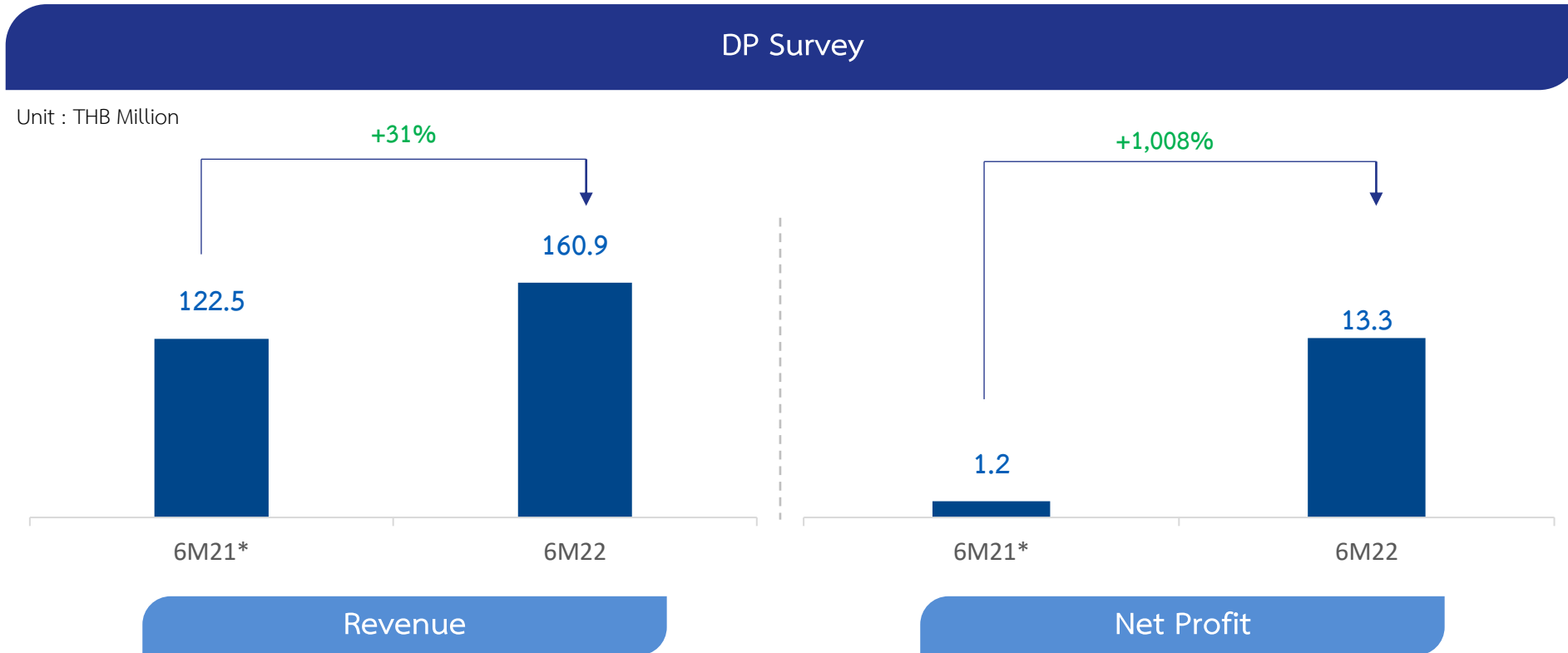
Key Highlights after Restructuring



DP Survey Financial Performance



Revenue and Net Profit 6M21 and 6M22



- DP Survey's 6M22 financial performance results in THB 160.9 Million revenue and THB 13.3 Million net profit
- An Increase in profit is due to its efficient costs management which leads to higher profitability

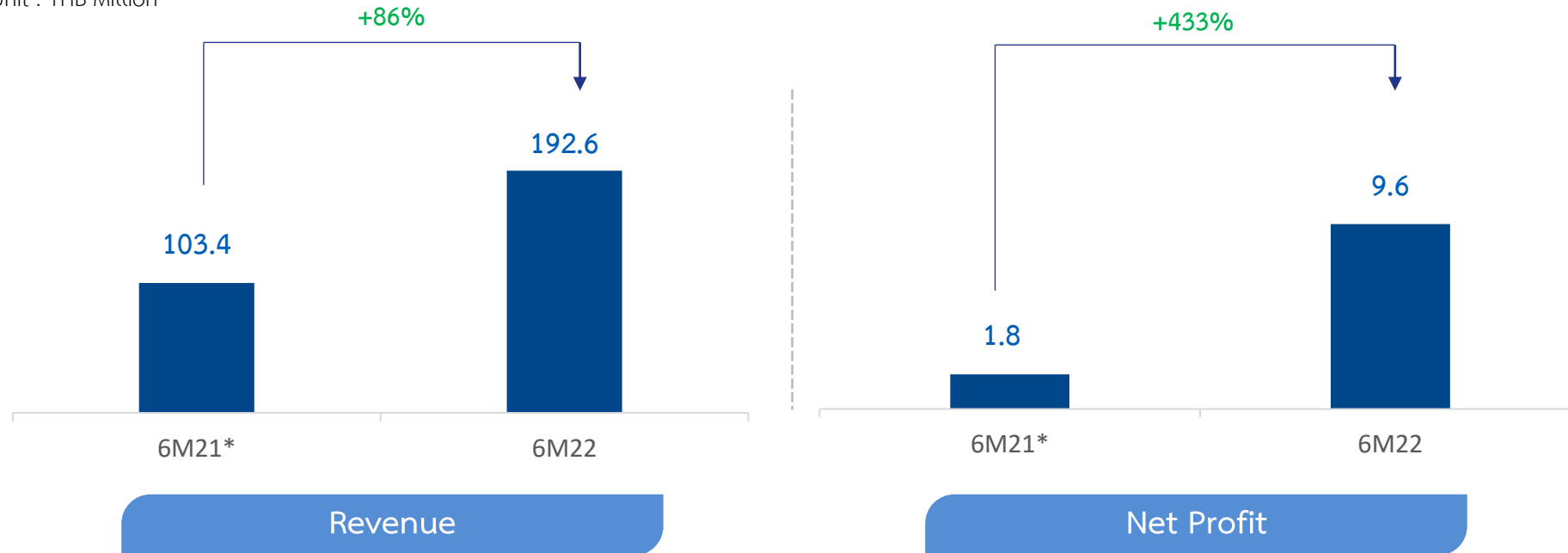
Amity Financial Performance



Revenue and Net Profit 6M21 and 6M22

Amity Insurance Broker

Unit : THB Million

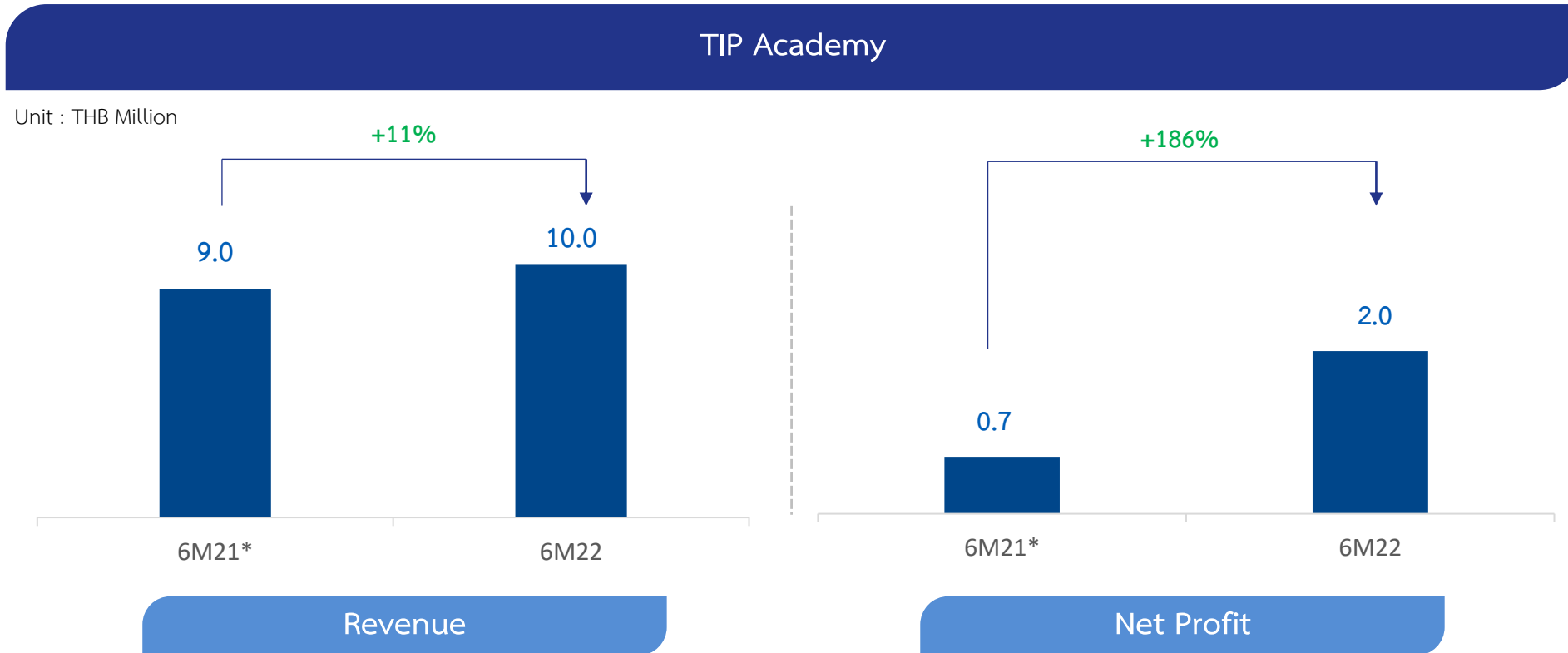


- Amity's 6M22 financial performance results in THB 192.6 Million revenue and THB 9.6 Million net profit
- An Increase in revenue and profit is due to the company's customer base expansion

TIP Academy Financial Performance



Revenue and Net Profit 6M21 and 6M22



- TIP Academy's 6M22 financial performance results in THB 10.0 million revenue and THB 2.0 Million net profit
- An increase in revenue in 6M22 is thanks to transition from offline to e-learning services which helps reducing the Company's cost, resulting in doubling of profit margin
- TIP Academy has started collaboration with Thailand's leading e-learning platform since 2021, gaining access to more customers



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NEW OPPORTUNITIES FOR INSURANCE INDUSTRY

Economic Outlook for Insurance Opportunities

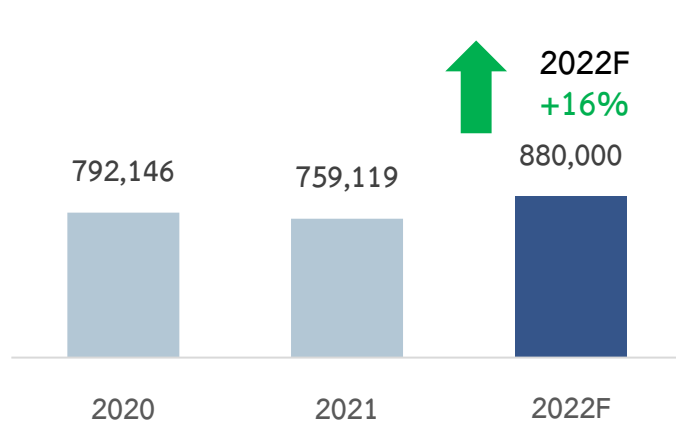


Positive Factors

Recovery from COVID-19 situation drives tourism and consumption to the normal situation. Government infrastructure projects also pushes investment and export resulting in confidence of consumers.

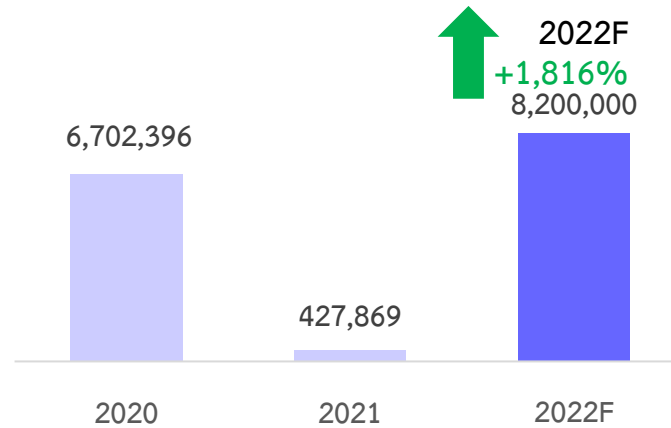
Automobile

Unit: cars



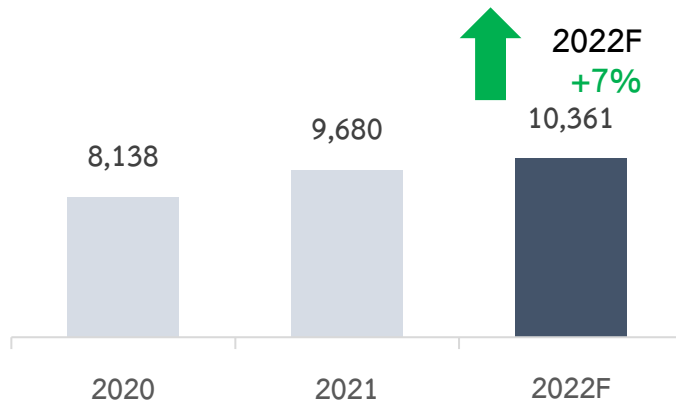
Tourism

Unit: person



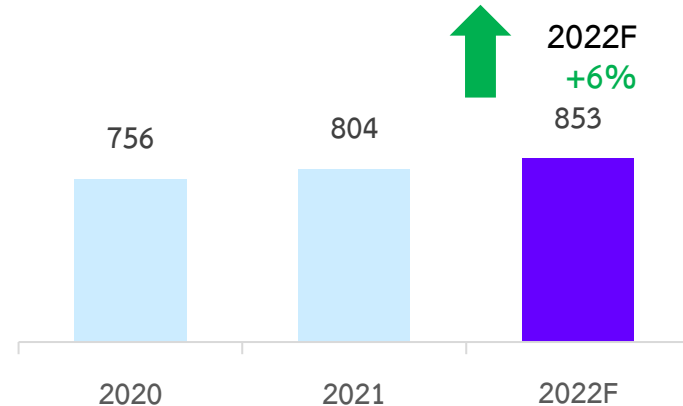
Export

Unit: THB Billion



Government Construction

Unit: THB Billion

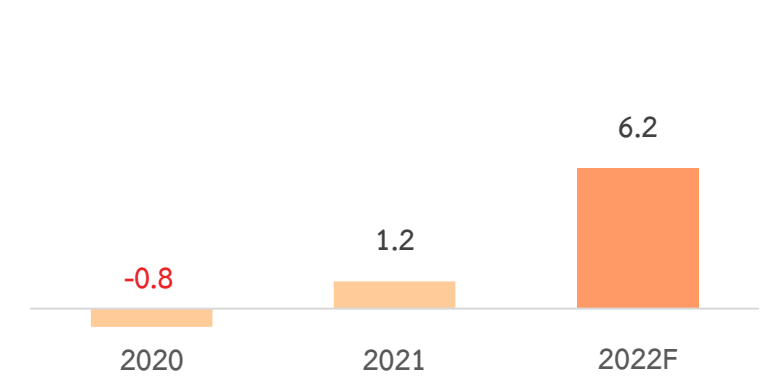


Downward Pressure

As a result of COVID-19 and tension from political situation, inflation rate has increased significantly leading to higher household debt.

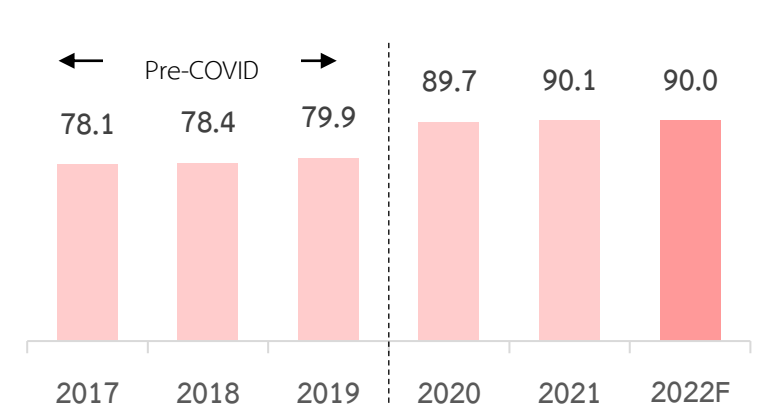
Inflation

Unit: %



Household Debt per GDP

Unit: %



Emerging Trends in Insurance Industry



Government Spending



Smart City



Mass Transit



Infrastructure



Mega Project



Health Concerns & Well-being Trend



Mental Health



Personalized Wellness



Wearable Devices



Telehealth Services



Social Change



High Social Media Engagement



Gig Workers



Influenced by Key Opinion Leader



Aging Society



Technological Change



Unprecedented Liability Risk



Data Breaches & Cyber Attack



Digital Asset & Blockchain



Metaverse & Web 3.0



Environmental Change

More Severe and More Frequent Natural Catastrophe



- TPH use these trends as one of the **factors to consider** when seeking for investment to **strengthen core business**
- The trends also result in emerging risk creating new opportunities to introduce **new insurable products** to customers **utilizing technology-driven solution**



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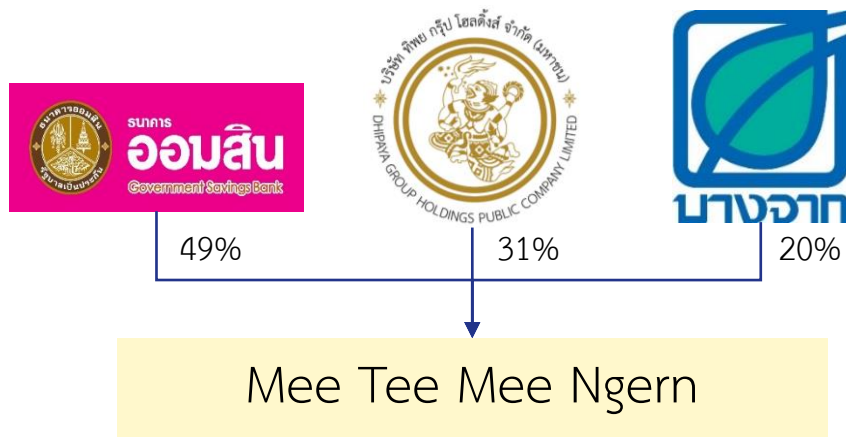
NEW GROWTH DRIVERS

Mee Tee Mee Ngern – Non-Bank Business



Operating in *Non-Bank Business*, specifically in land leasing in the initial years and repurchase and personal loan (non-bank) in the following years

Shareholder Structure



Retail customers and SMEs are target customers in order to ease financial burden and increase accessibility to funding source for them

In first year of operation (2022), *Expected transaction size is 10,000 Million THB* through *more than 2000 existing branches* and other means of channels provided by partners.

Specialization and capable resources of each shareholder shall create synergy in operation and deliver the fair cost of capital to customer efficiently and conveniently



The business have potential to grow and provide healthy return to the company corresponding with TIPH’s strategy



Partner with strong capabilities organization strengthening the operation of the company and expected return



Align with TIPH’s ESG Investment policy providing benefit not only to the group and shareholders but also social wide



Open opportunities to explore other businesses in financial innovation area

InsurVerse, the next era of insurance company, offers the convenient personal line worry-free solution through online channels

Products Offering

Personal Line (on-the-shelf, simple insurance product)



Auto



Personal Accident



Health



Travel



House



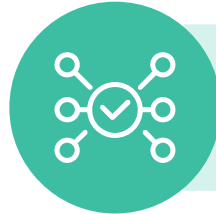
Lifestyle & Innovation

Save the budget when purchasing in package



InsurVerse target to launch the first product via online platform by Q4/2022

Services Offering



All-in-one platform from underwrite to claim and after sales service through multiple **online channels**



Takes only 3 minutes to get **the best quote** with the **right product** to fit customer needs



High tech, low touch, and End-to-End **seamless experience** via easy access and simple to use platform



Deliver **personalized interaction** with real time data offering flexibility to customer



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In addition, the information contains projections and forward-looking statements that reflect the company's current views with respect to future events and financial performance.

These views are based on assumptions subject to various risks. No assurance can be given that future events will occur, that projections will be achieved, or that the company's assumptions are correct.

Actual results may differ materially from those projected.

TIPH



THANK YOU

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