



# TQMalpha

3Q24 Results Presentation

November 2024

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## 3Q24 Key Highlights



- 3Q24 Service revenue grew by **+10.8%** from organic growth
- 9M24 **+8.4%**
- Expect peak in 4Q24 from motor, health & accident, and life insurance























- To penetrate individual life insurance market, leveraging existing customer base of 3 million
- Target 2,000 million baht premium towards end of 2025



- Enhanced Returns from Subsidiaries.
- Easy Lending expanding in low-risk segments for sustainable growth
- New M&A expect to support business expansion and profitability

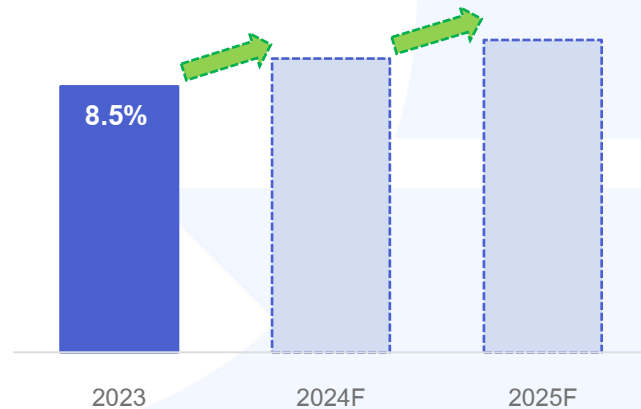
# Create group synergy with enhanced return and future growth

<div> Insurance Solution</div>		<div> Financial Solution</div>	<div> Technology Platform</div>	
<div><div>B2C</div><div></div></div>		<div><div>B2B</div><div></div></div>	<div><div></div></div>	<div><div></div></div>
<div><ul style="list-style-type: none"><li>• <b>Outpacing market growth</b> with motor insurance as a key driver</li><li>• <b>Expansion opportunities</b> in non-motor and life insurance</li><li>• <b>Cost Efficiency</b> supported by 5,000+ service points nationwide</li><li>• <b>Lead Generation:</b> Leveraging My Group's outlets to drive new customer acquisition.</li></ul></div>		<div><ul style="list-style-type: none"><li>• TQR, True Life, True Extra show <b>continuous growth</b> with &gt;40% net profit margin</li><li>• TQD and TQC are <b>beginning to yield returns</b> following their development phases.</li><li>• True Life is poised for <b>value realization</b> through and IPO.</li></ul></div>	<div><ul style="list-style-type: none"><li>• <b>Prioritize managing risks</b> over aggressively expanding the loan portfolio.</li><li>• <b>Insurance Premium Loans:</b> enhancing customer affordability to drive insurance business.</li><li>• <b>Selective Lending:</b> Emphasize lower-risk secured loans for sustainable returns.</li></ul></div>	<div><ul style="list-style-type: none"><li>• <b>BULK Performance:</b> Improved results driven by a focus on higher-margin segments.</li><li>• <b>Other subsidiary</b> also demonstrated enhanced performance.</li></ul></div>

# Motor Insurance: #1 with profitability

*Even with the conservative forecast, maintaining the current growth rate, we expect to outperform the market and gain more market share.*

TQM forecasted market share in motor insurance




## Note

2024-2025 Motor insurance market forecasted by Thai Re Knowledge Center

- **Boost Renewal Rates:** Current 70%+ supported by automated renewal processes via SMS, Line, and TQM24.
- **Expand Market Share:** Target low-penetration segments (older cars, Class 2+, Class 3).
- **EV Growth:** YTD premiums surged over 10x year-on-year.
- **Enhance Digital Sales:** Upgrading the online platform.
- **Increase Productivity:** Leverage technology like voice-to-text and AI.

# Non-Motor Insurance: New Growth Opportunities

Existing Products	Home	<ul style="list-style-type: none"><li>• <b>Rising Awareness of Natural Disasters:</b> Flooding boosts demand for targeted coverage.</li><li>• <b>Effective Cross-Selling:</b> Leveraged motor insurance to grow portfolio.</li></ul>	
	Accident & Health	<ul style="list-style-type: none"><li>• <b>Market growth:</b> driven by aging population and rising medical costs.</li><li>• <b>Opportunity:</b> bundling as a rider on life insurance policy</li></ul>	
New Products	Life	 <p>Premium <b>2,000 MB</b> Until end of 2025</p>	<p><b>Customer Convenience:</b> One-stop aggregator for easy access</p> <p><b>Market Coverage:</b> Partnership with 22 life insurers (100% coverage).</p> <p><b>Strong Base:</b> Over 3 million existing customers.</p> <p><b>Sales Channels:</b> Telesales, face-to-face, online</p> <p><b>Growth Focus:</b> Exploring strategic partners for tailored products.</p> <p><b>24/7 Support:</b> by CRM team and TQC claim service as trusted consultant</p>

## Financial Solution



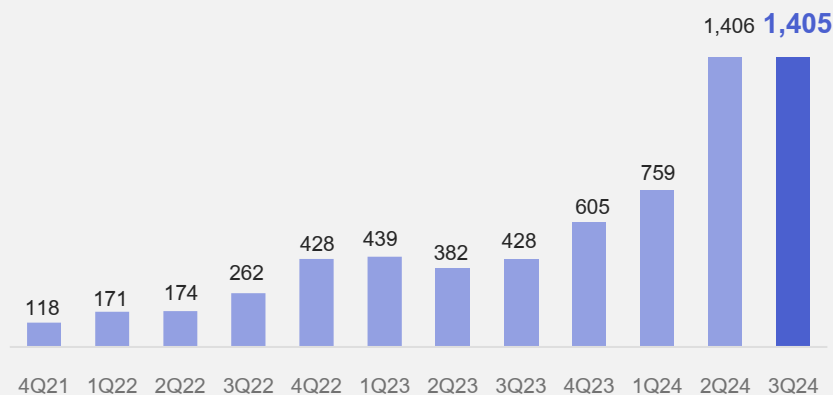
- Our premium and secured loan portfolio continues to grow according to plan, supported by an expanding range of financial products.
- Our strategy is to keep car title loans **under 5%** of our lending portfolio.

**EASY**  
LENDING

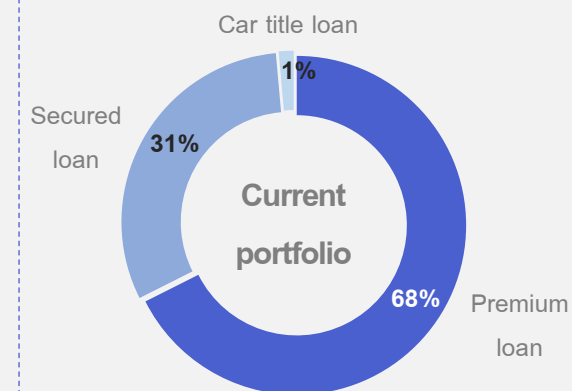
### Assets: Outstanding loan

**+228% YoY**

THB Million



THB Million



Cumulative loan since 4Q21 have **exceeded 5 billion baht**.

In **9M24**, new bookings **surpassed 2 billion baht**,  
with **68% attributed to insurance premium loan**.

Target

Premium target in FY2027  
THB 50,000 million

Average of approx. 5 – 10% revenue growth in 2024 - 2025

Strategic  
direction

Sustainable Growth

Customer Happiness

Strategy

1

Finding  
potential partner



2

Turn  
Competitors  
into Partners



3

Technology  
Transformation



4

Data Driven



5

Human and  
Culture



6

One Customer  
Multiple  
Products



7

M&A







# **Financial Highlights**

# 3Q24 Revenue

Total revenue grew, driven by growth in commission revenue by 7%

Gross profit increased YoY to 502 MB, with GPM above of 52%.

Quarterly revenue

THB Million

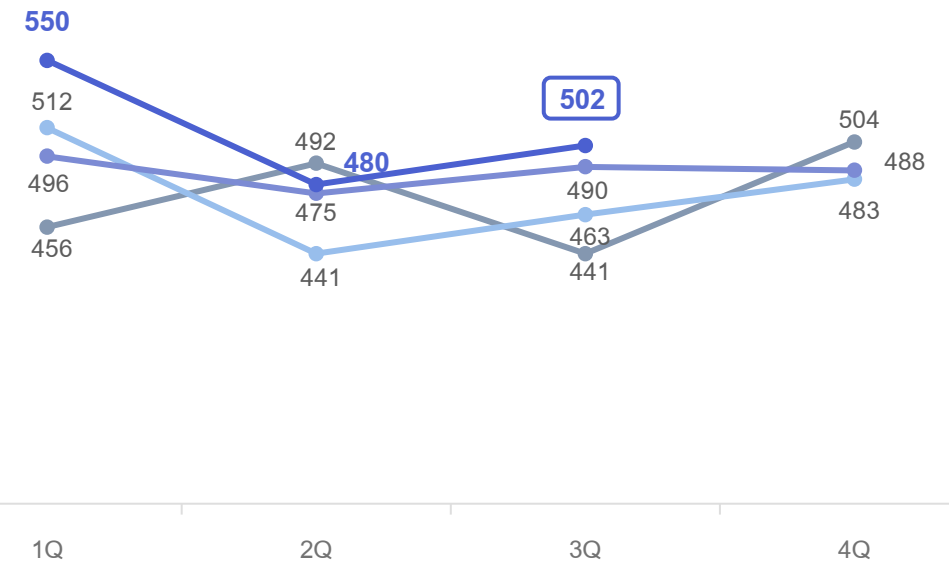
3Q24 revenue **+6.7% YoY**  
**-0.5% QoQ**



Gross profit

THB Million

3Q24 GP **+8.1% YoY**  
**+4.5% QoQ**



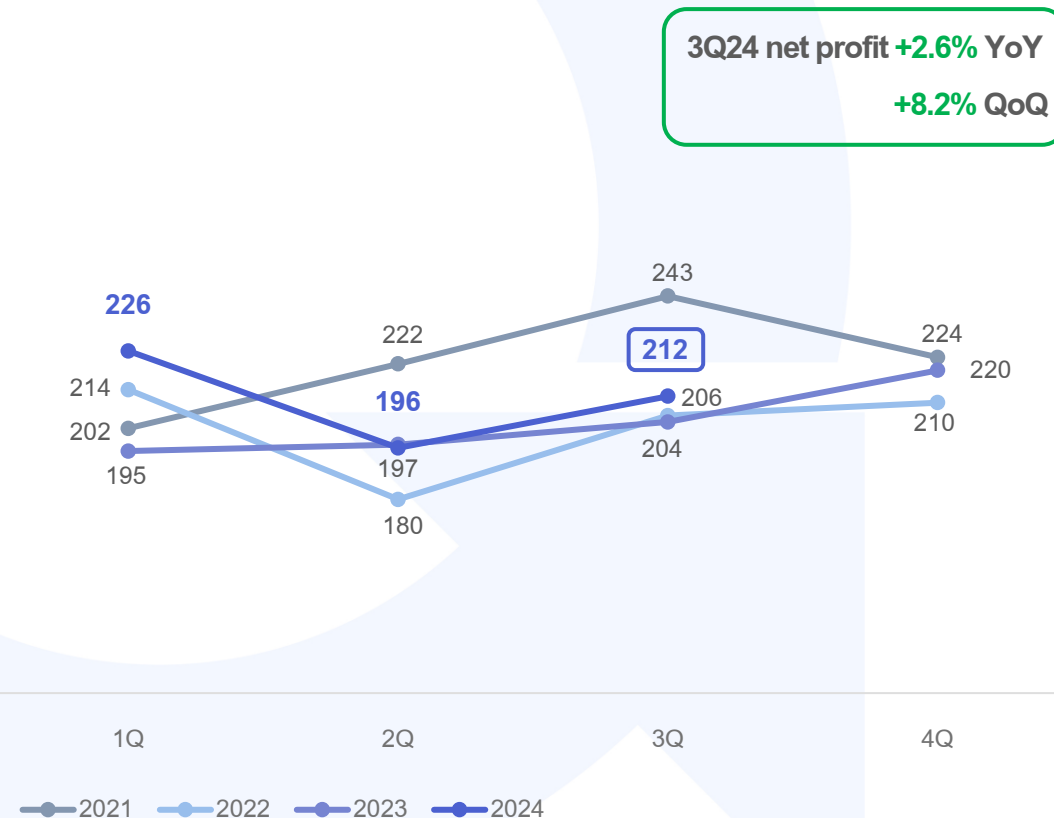
Normalized revenue excludes

- Revenue from COVID-19 insurance commission in Q1-Q3/21: 20, 125 and 19 Million Baht, - TQR's provisional reversal in Q2/21: 27 Million Baht,
- Gain from bargain purchase in Q3/21: 64 Million Baht

# 3Q24 Net profit

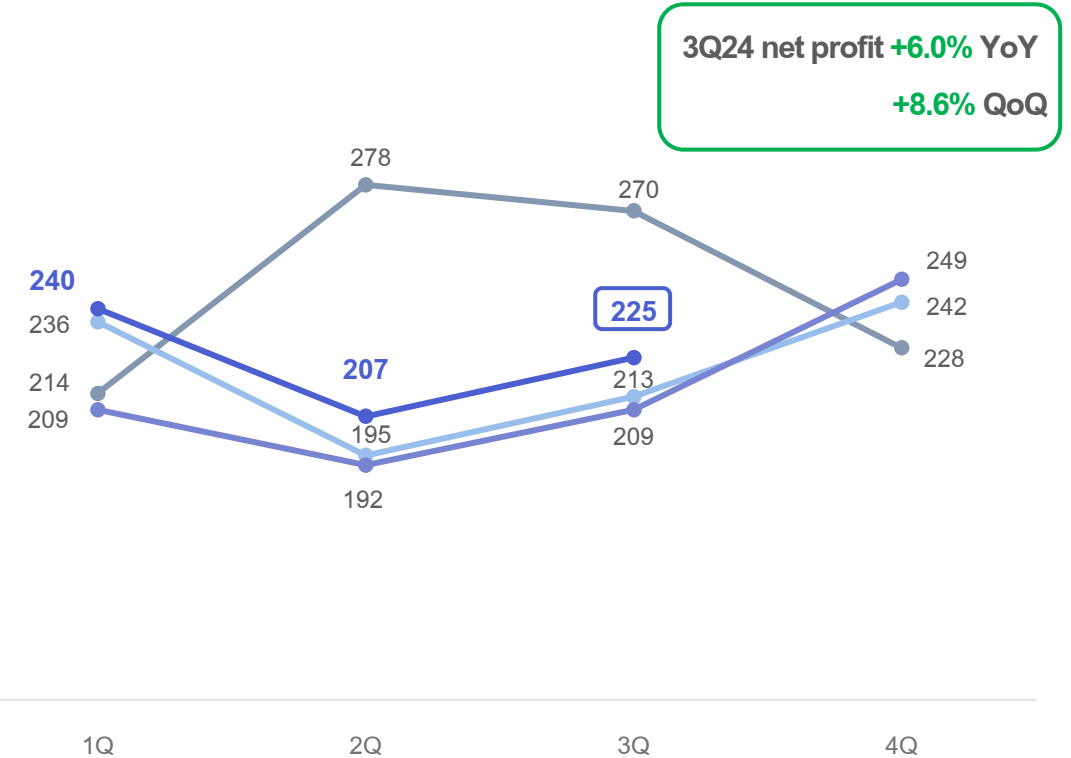
Our net profit - owners of parent increased,  
with 22% NPM.

Quarterly net profit – owners of parent THB Million



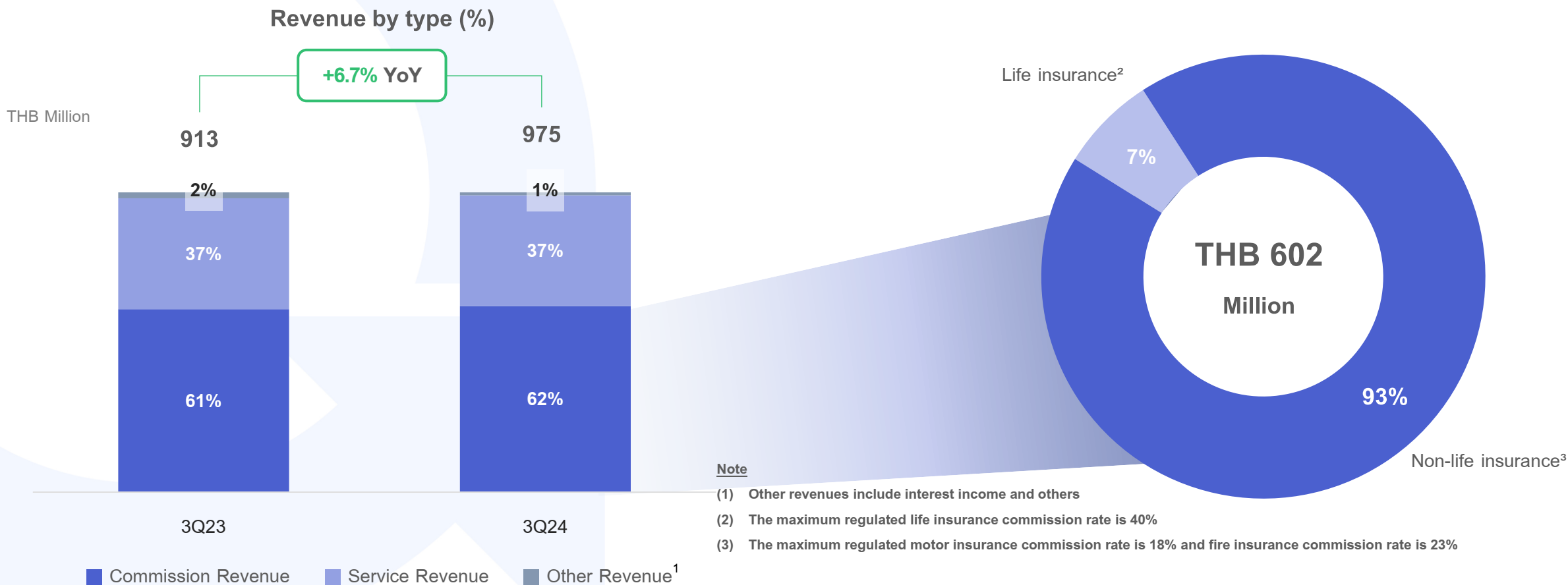
Strong YoY growth with 23% NPM.

Quarterly net profit THB Million



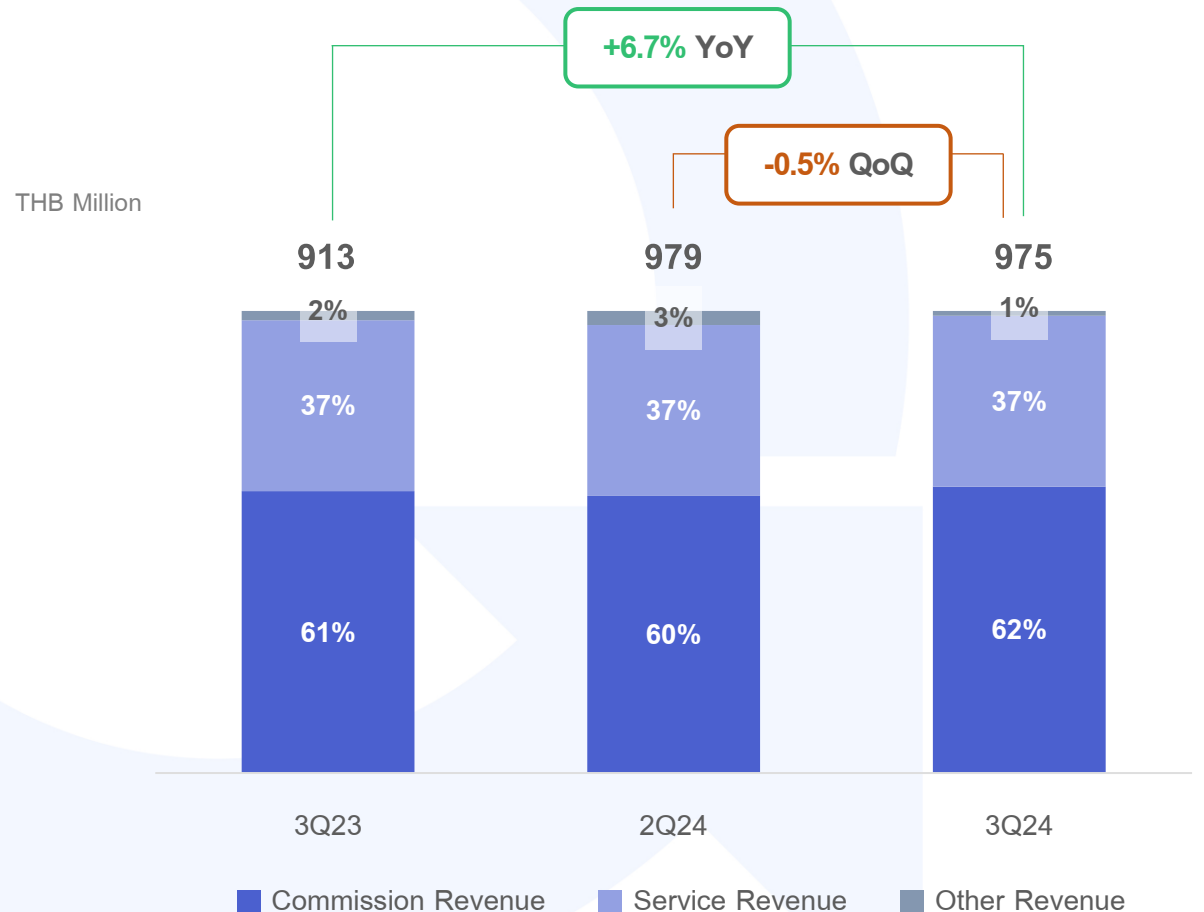
# A breakdown of TQM's revenue model

Commission revenue remains our primary source of income.



# Revenue breakdown

## Revenue of TQM by type (%)

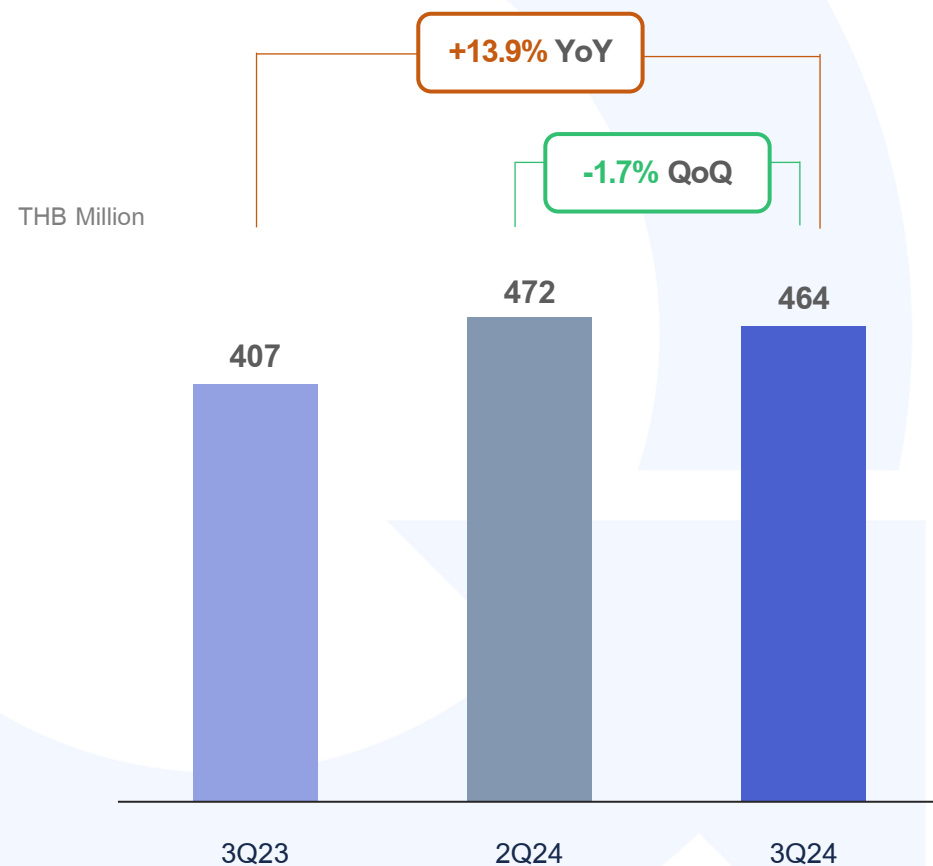


### Key Summary

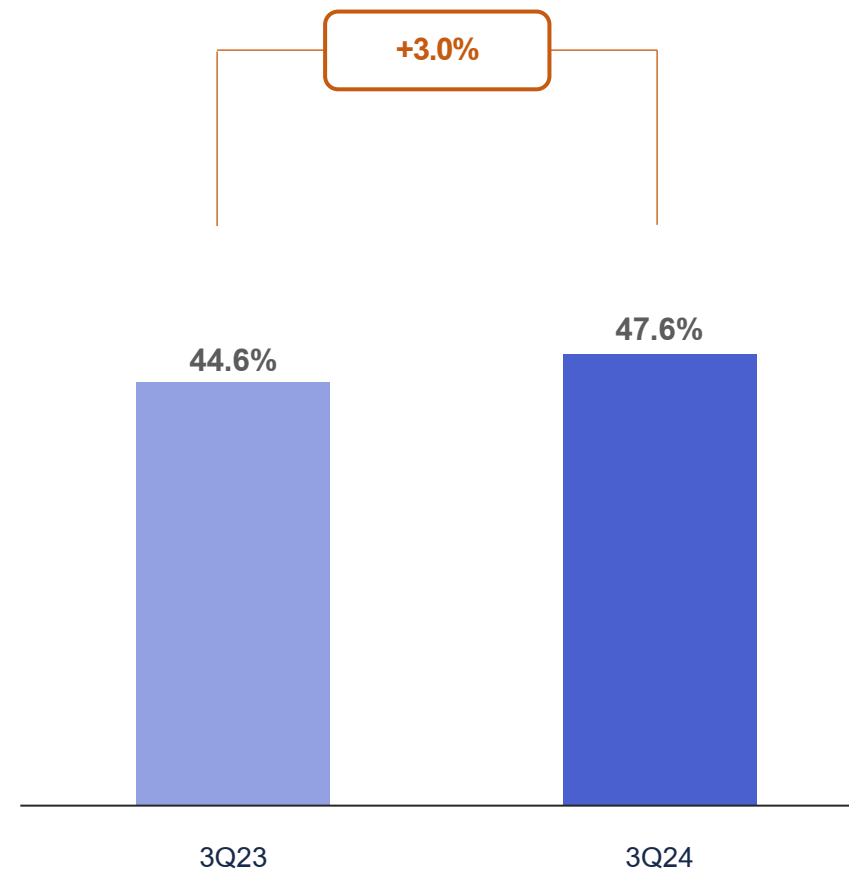
The revenue pattern has been consistent, with **Commission Revenue** as the main contributor, followed by **Service Revenue** and **Other Revenue**. This distribution has remained stable over the years, indicating a consistent composition of revenue sources.

# Service costs increased in tandem with the growing revenue

## Service cost

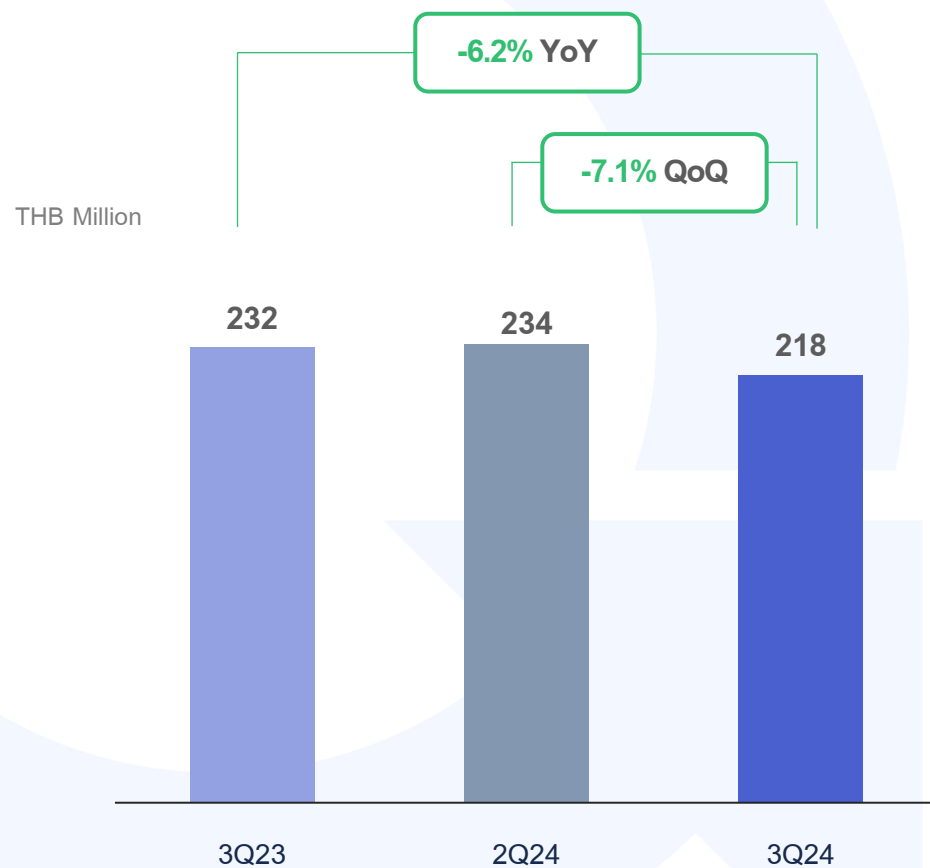


## Service-cost-to-income

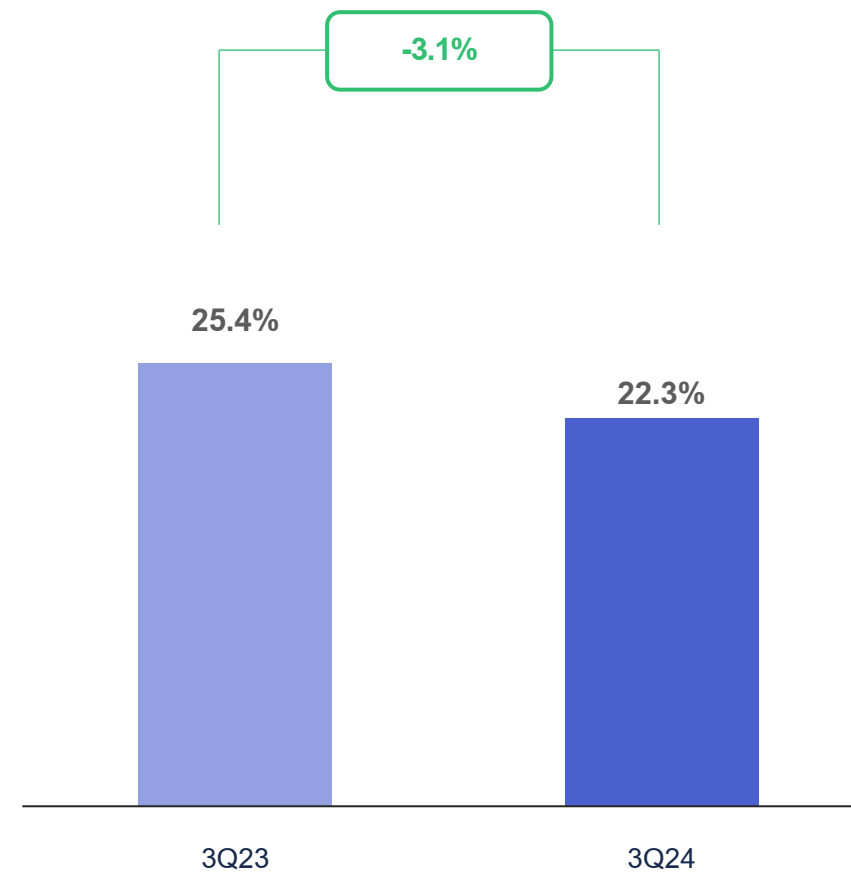


# Administrative expenses decreased due to effective control and management

## Admin Expenses

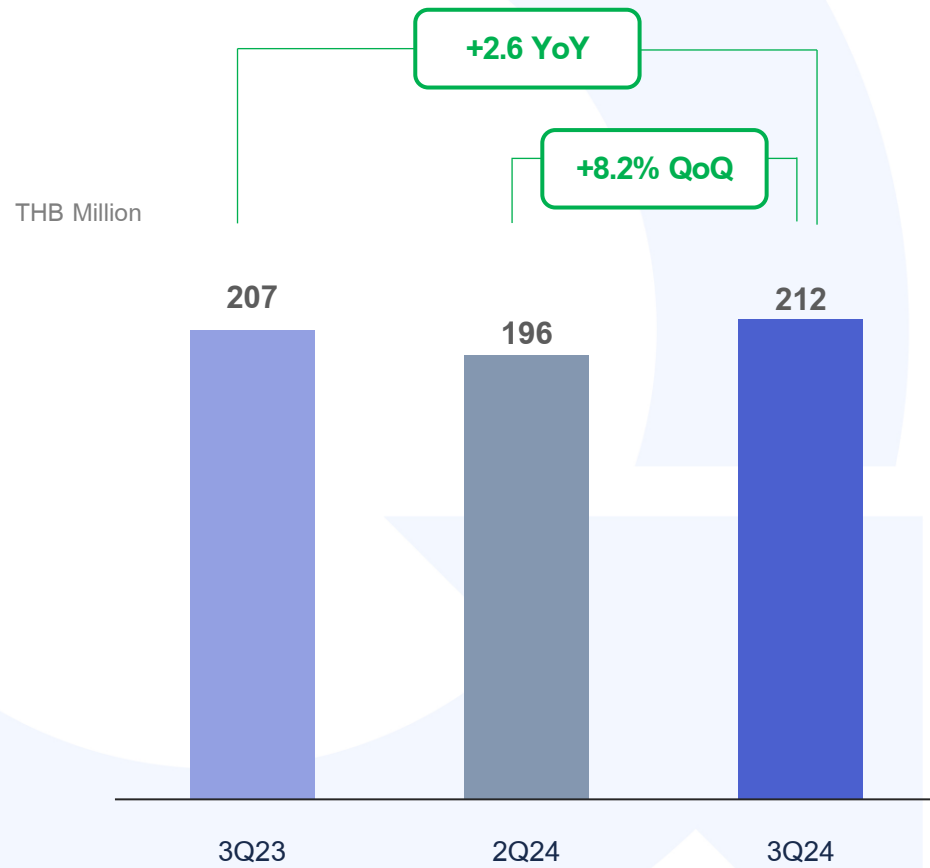


## Admin Expenses to Income

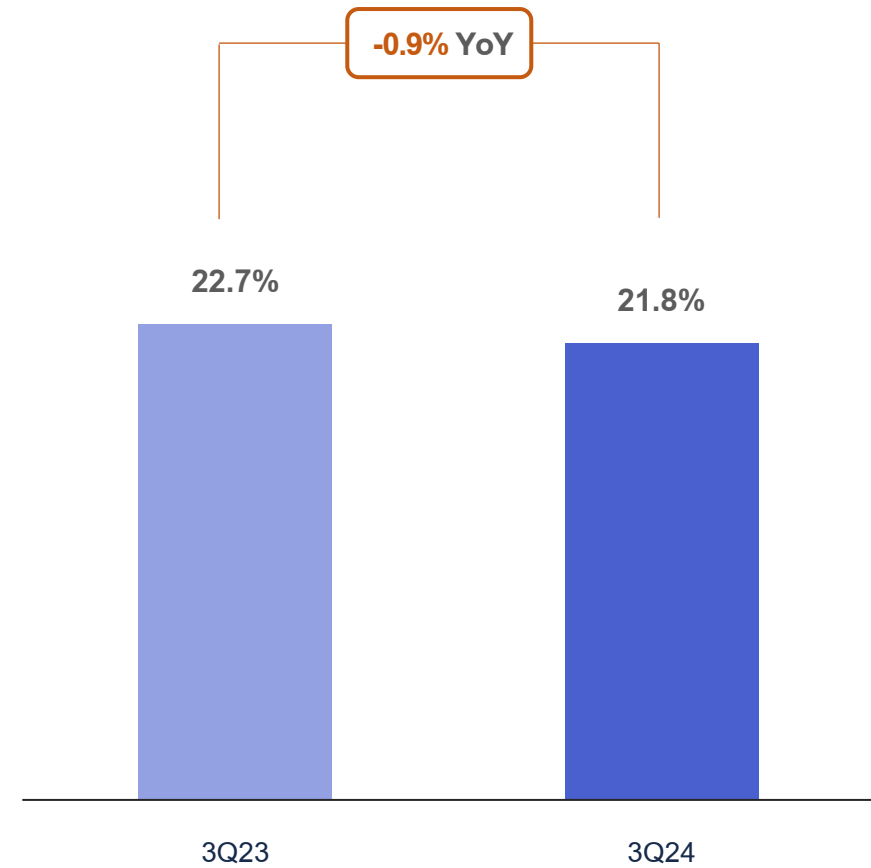


# Net profit – owner of parent

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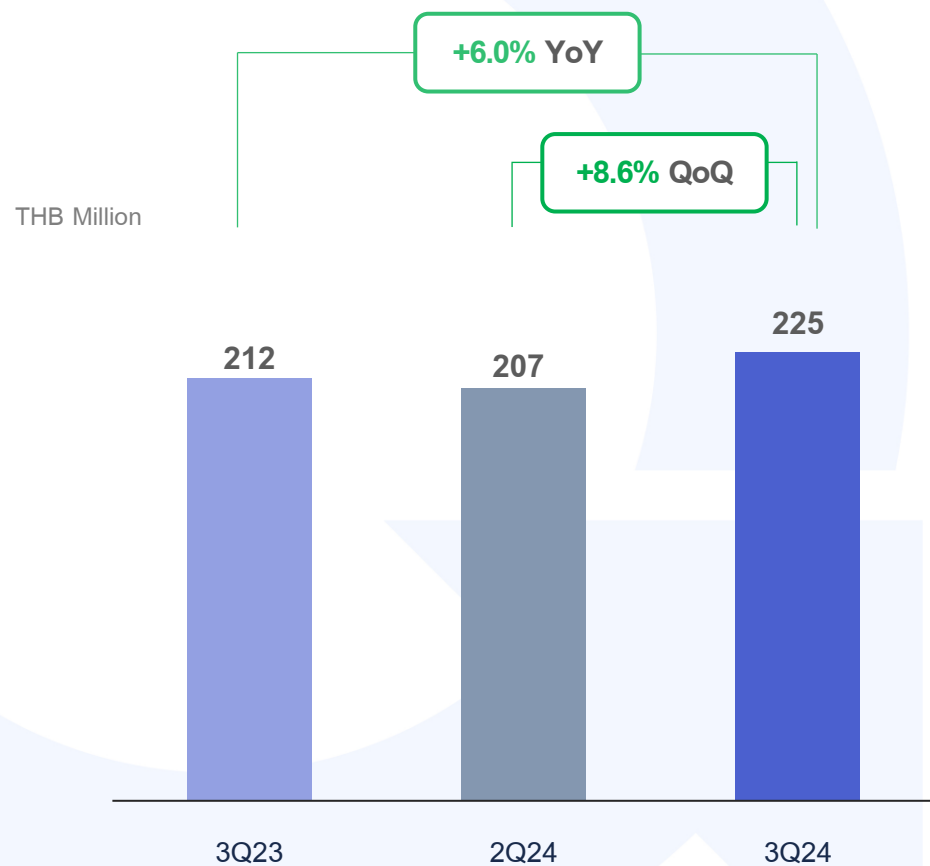
## Net profit margin – owners of parent



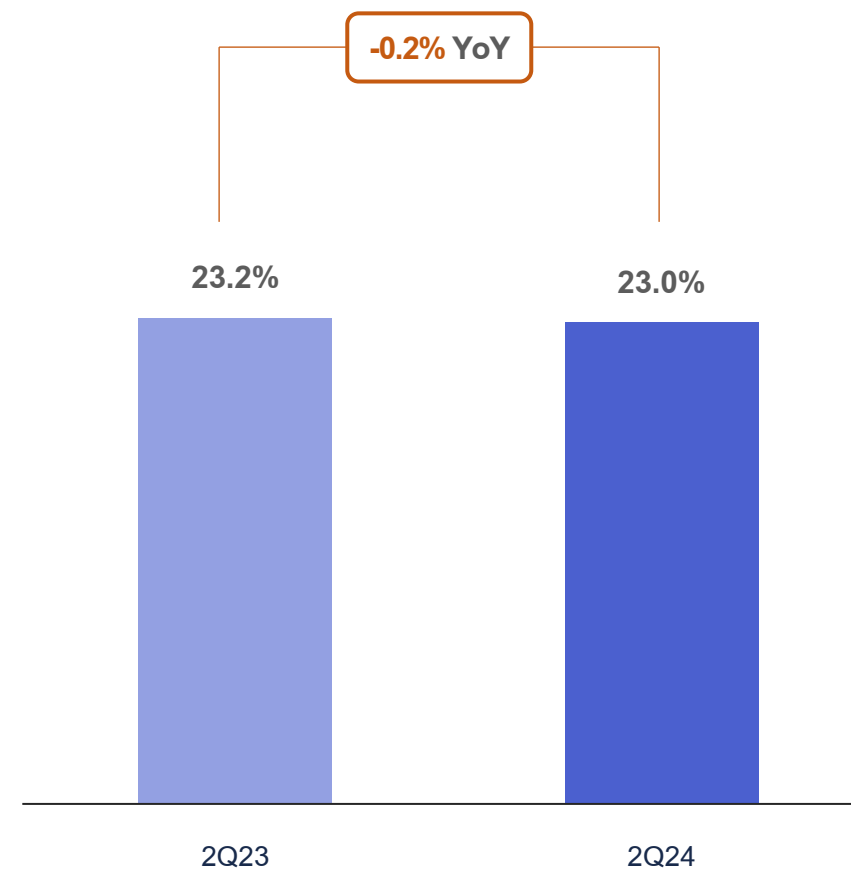


# Net profit

## Net profit

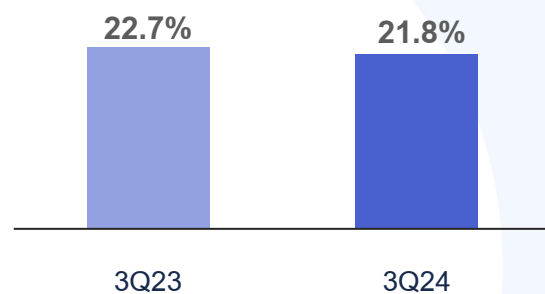


## Net profit margin

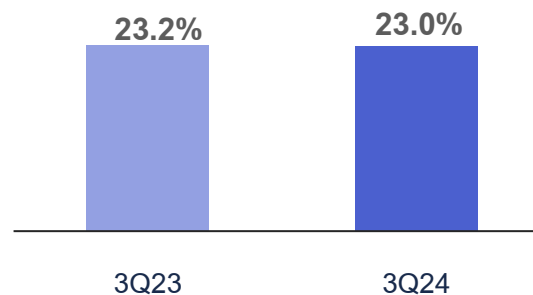


# Overall TQM performance in 3Q24

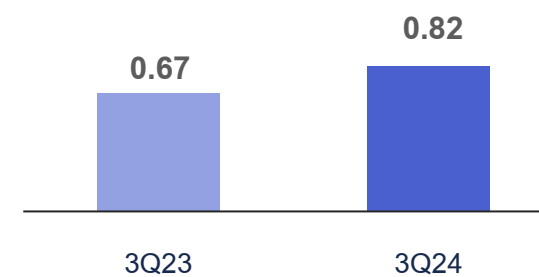
Net Profit Margin – owners of parent



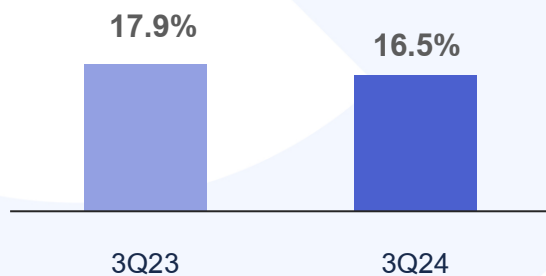
Net Profit Margin



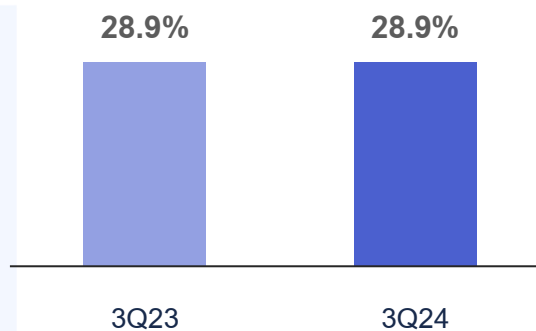
D/E Ratio



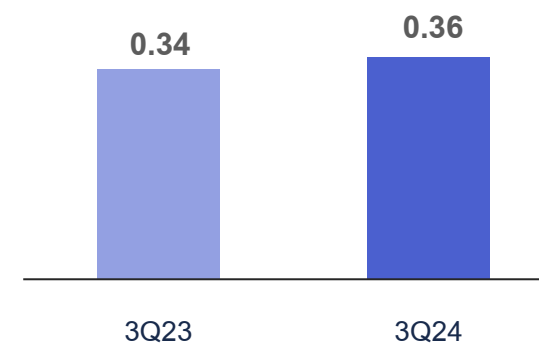
ROA



ROE



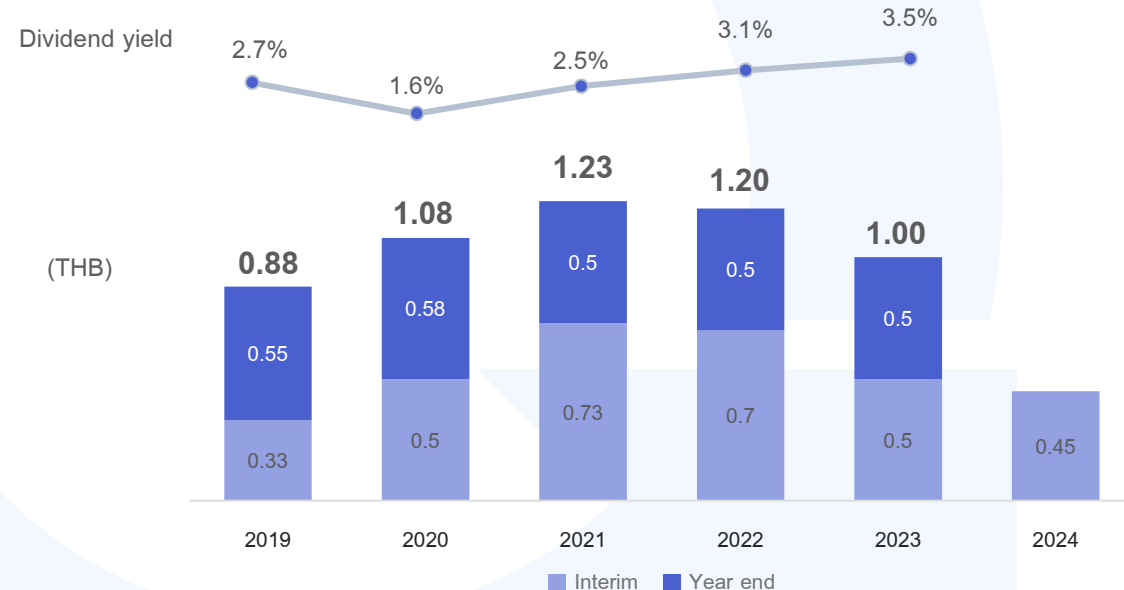
EPS (THB per share)



# Dividend and price performance

**BoD approved an interim dividend payment for FY2024  
at the rate of 0.45 THB per share**

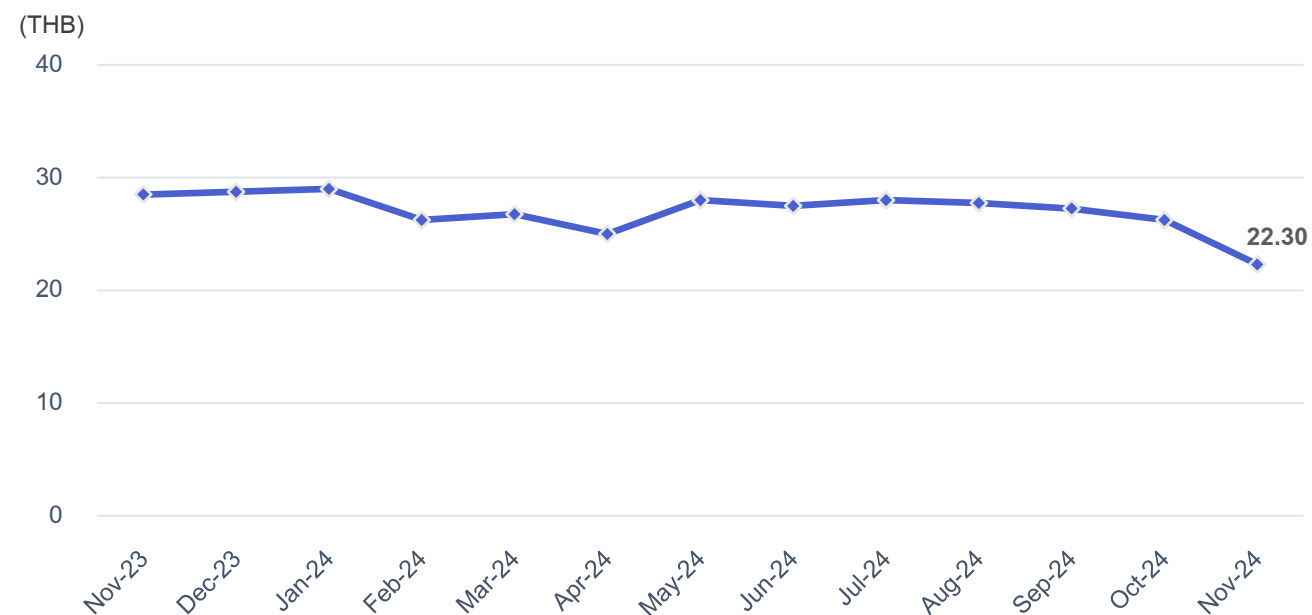
Dividend Payout according to profit  
from annual performance



Note:

- 1) Dividend policy: not less than approx. 50% of its operating profit from separate financial statement after income taxes and retained earnings.
- 2) Dividend payout in 2019 - 2021 were re-calculated at new par.
- 3) Dividend are paid twice a year.
- 4) Dividend yield based on year-end price in 2019 – 2023

**One-Year Historical share price (at new par)**



With consistent dividend payment, the dividend yield becomes more competitive at the current share price, as well as lower P/E ratio.

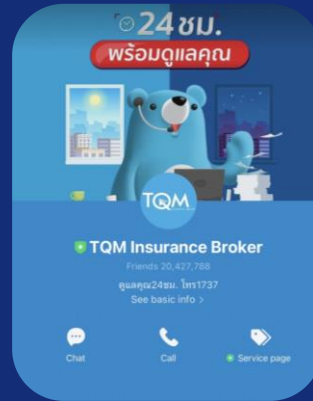
Data as of 22 November 2024

Click or scan the QR code for more details

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Investor  
Presentation



Line OA:  
TQM Insurance Broker



Application:  
TQM24

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