



旺旺集團
旺旺友聯產物保險公司
Union Insurance Company



旺旺友聯產物保險股份有限公司
Union Insurance Co., Ltd.

2816 WWI
2017 Performance Presentation

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2017/8/2

最值得信賴的保險公司



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Agenda

- Company Profile
- Business Overview
- Business Performance
- Financial Profile
- Corporate Social Responsibility
- Future Outlook





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Company Profile

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Company Profile

- 1963: Company established
- 1992: Listed on Taiwan Stock Exchange (code 2816)
(First listed company in the non-life insurance industry)
- 2002: M&A China Mariners Assurance Corporation Ltd.
(First M&A in the non-life insurance industry)
- Want-Want Group became the owner of WWI in June, 2007 with philosophy of strengthening corporate governance, promoting products and services qualities, fulfilling corporate social responsibility, and pursuing long-term and stable profits to create shareholder's utmost values as the foundation of consolidating sustainable development.
17 branches, 28 liaison offices around the country and an affiliated non-life insurance company established in Thailand in 2015, provide seamless and comprehensive service network for clients, and firmly step forward to the vision of "**Most Reliable Insurance Company**".

- Standard & Poor's : **A-** ; Outlook : **Stable**
- Taiwan Ratings : **twAA** ; Outlook : **Stable**
- Fitch Ratings : **A-(twAA)** ; Outlook : **Stable**





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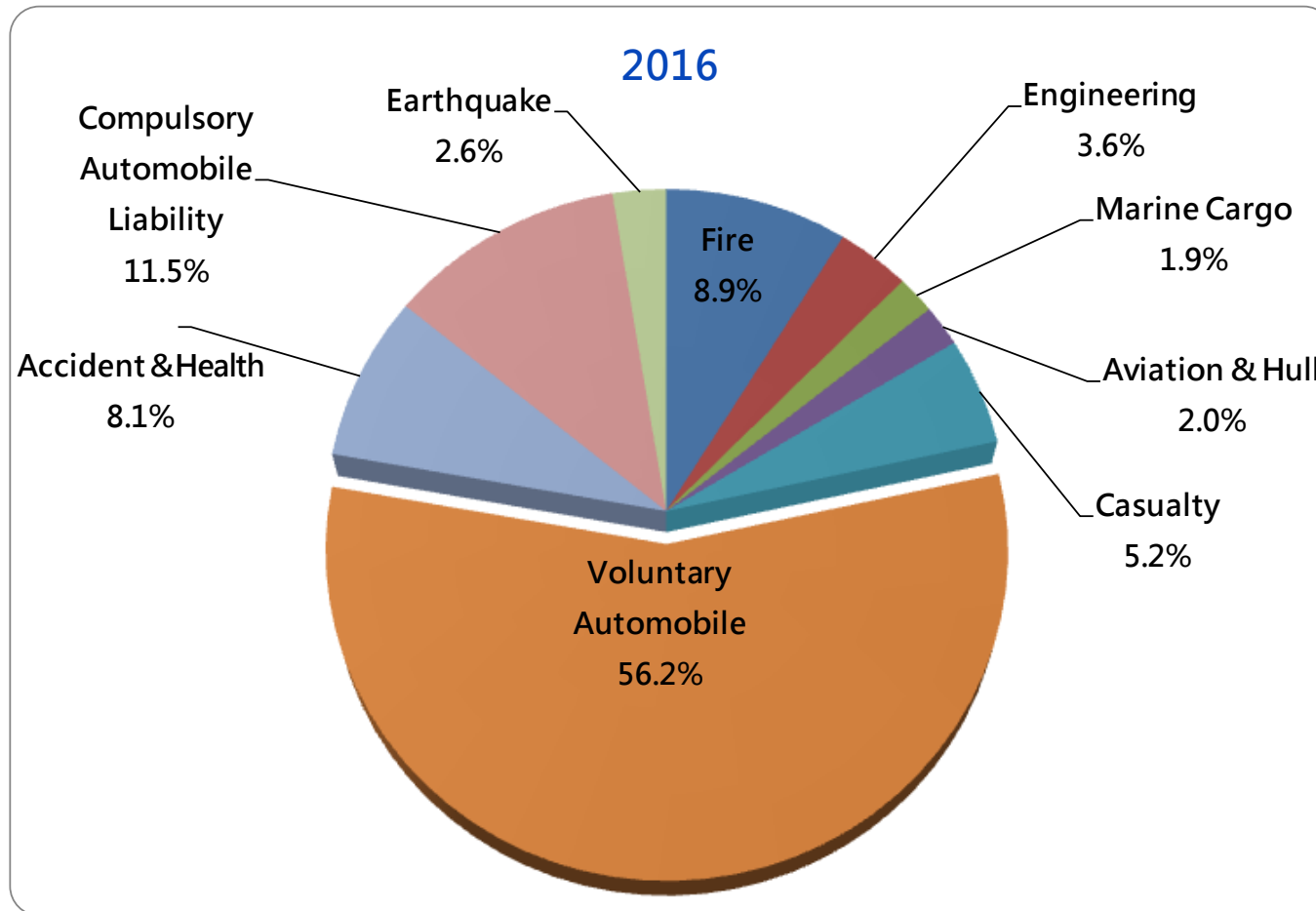
Business Overview

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Business Overview

Written Premiums Mix

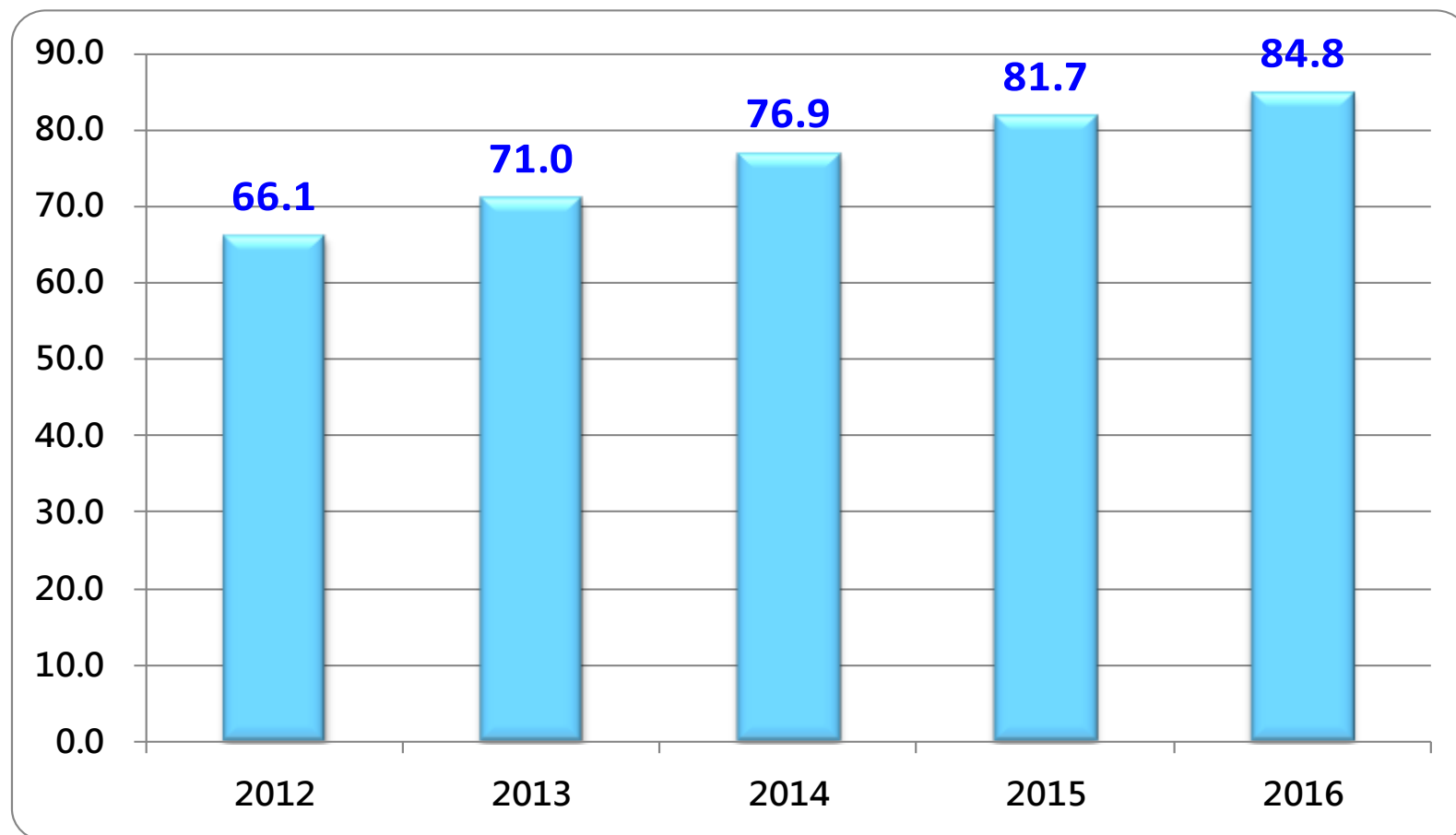




Business Overview

Written Premiums

UNIT:NT(B)

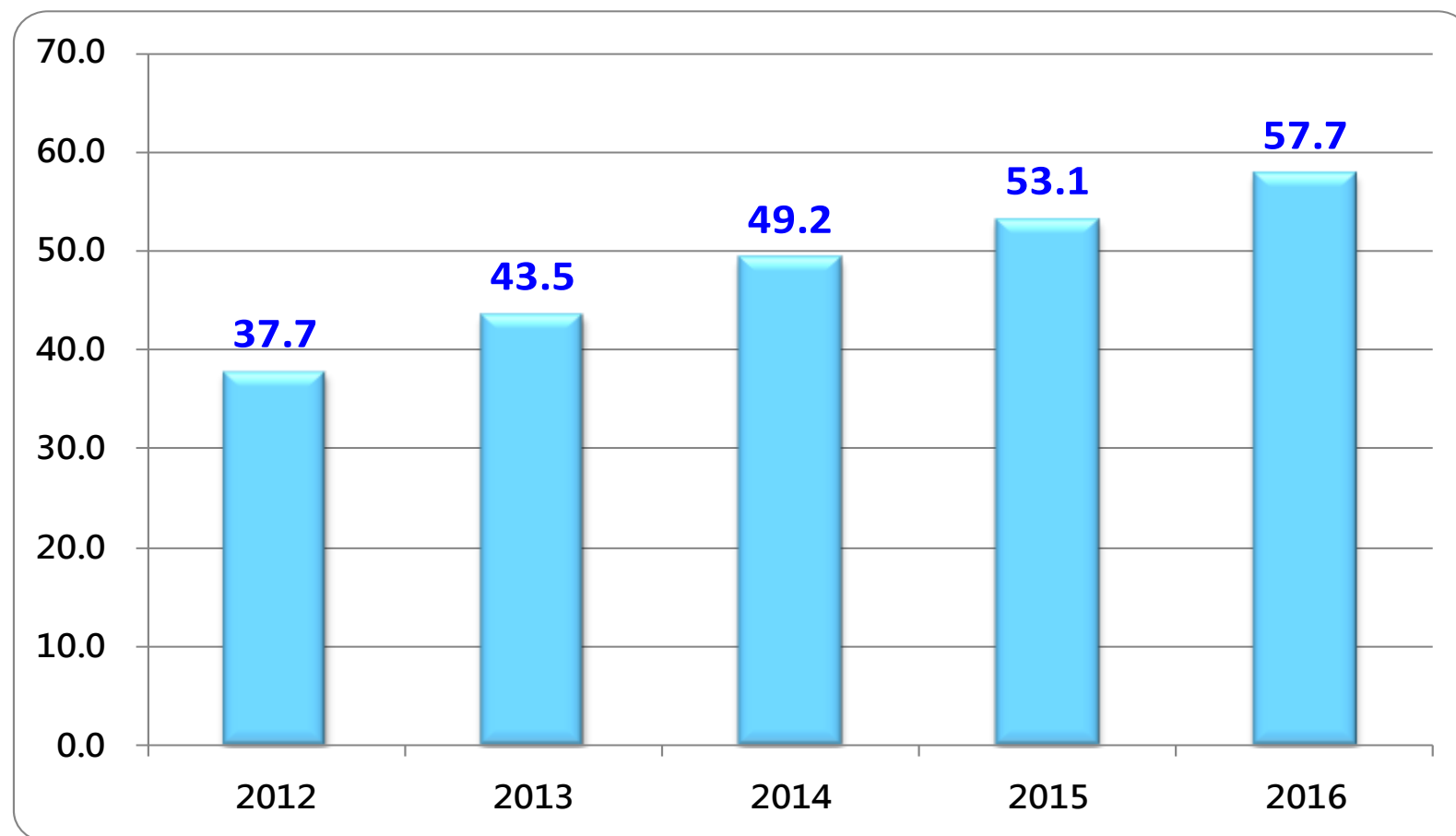




Business Overview

Retained Premiums

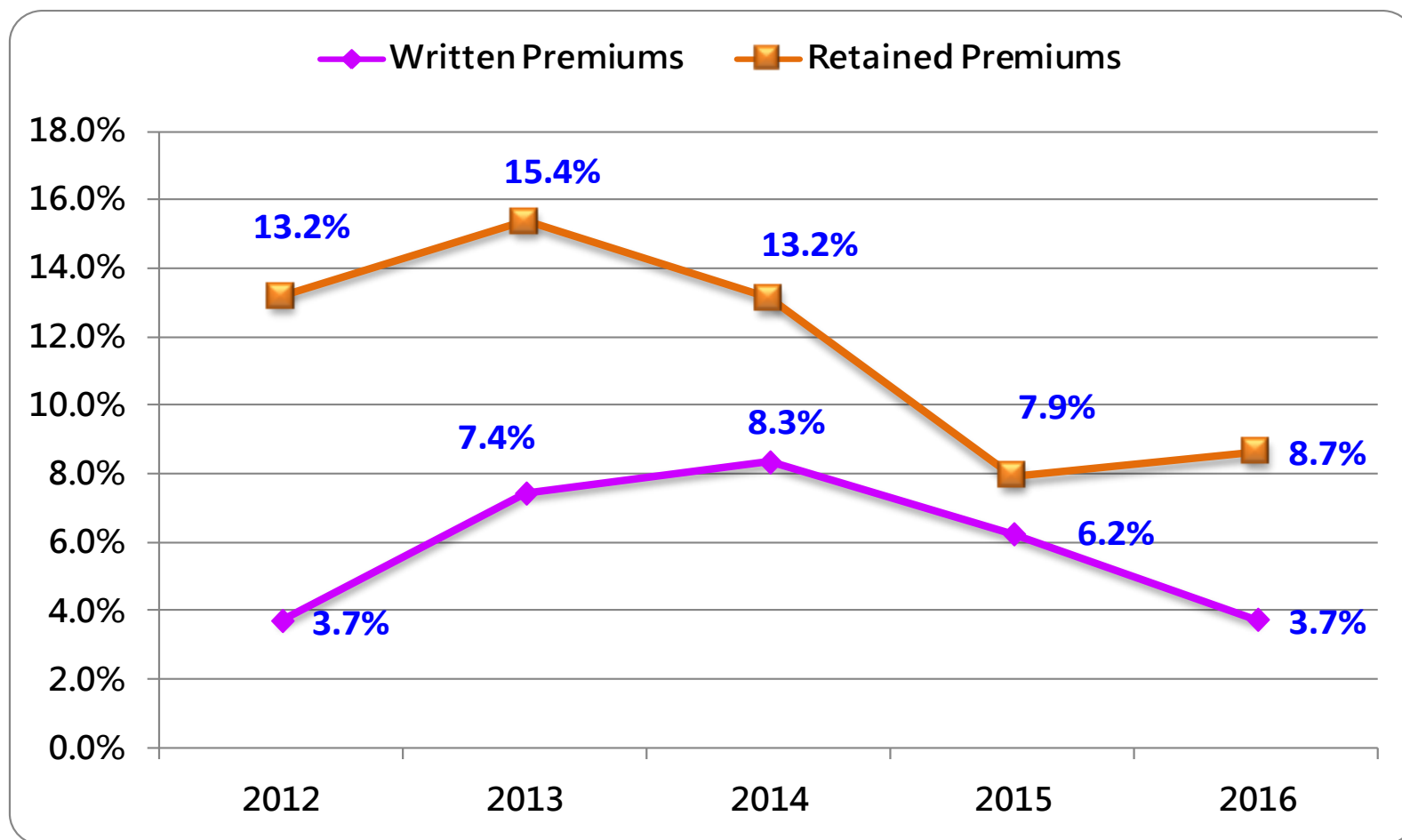
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Business Overview

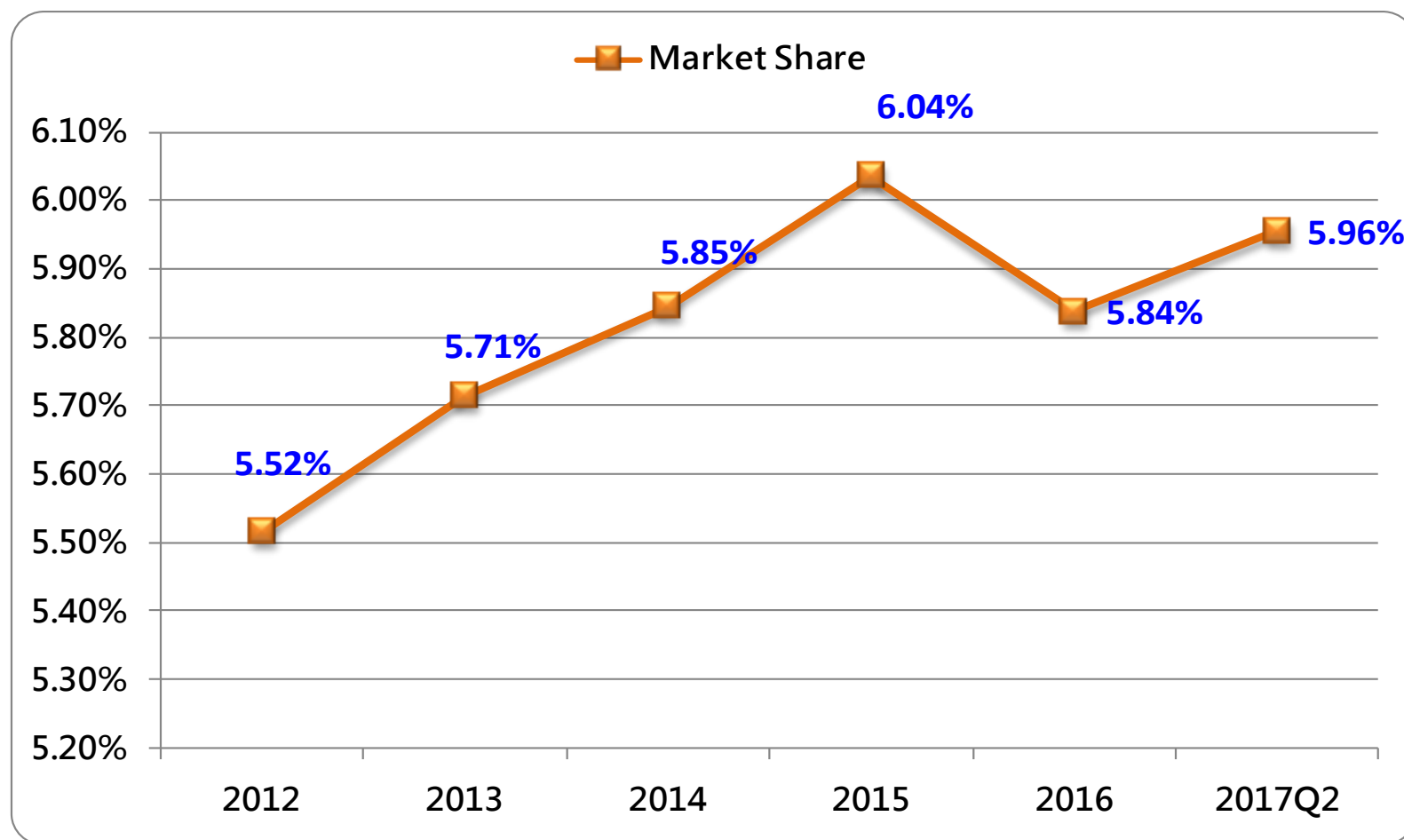
Premiums Growth Ratio





Business Overview

Market Share





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Business Performance

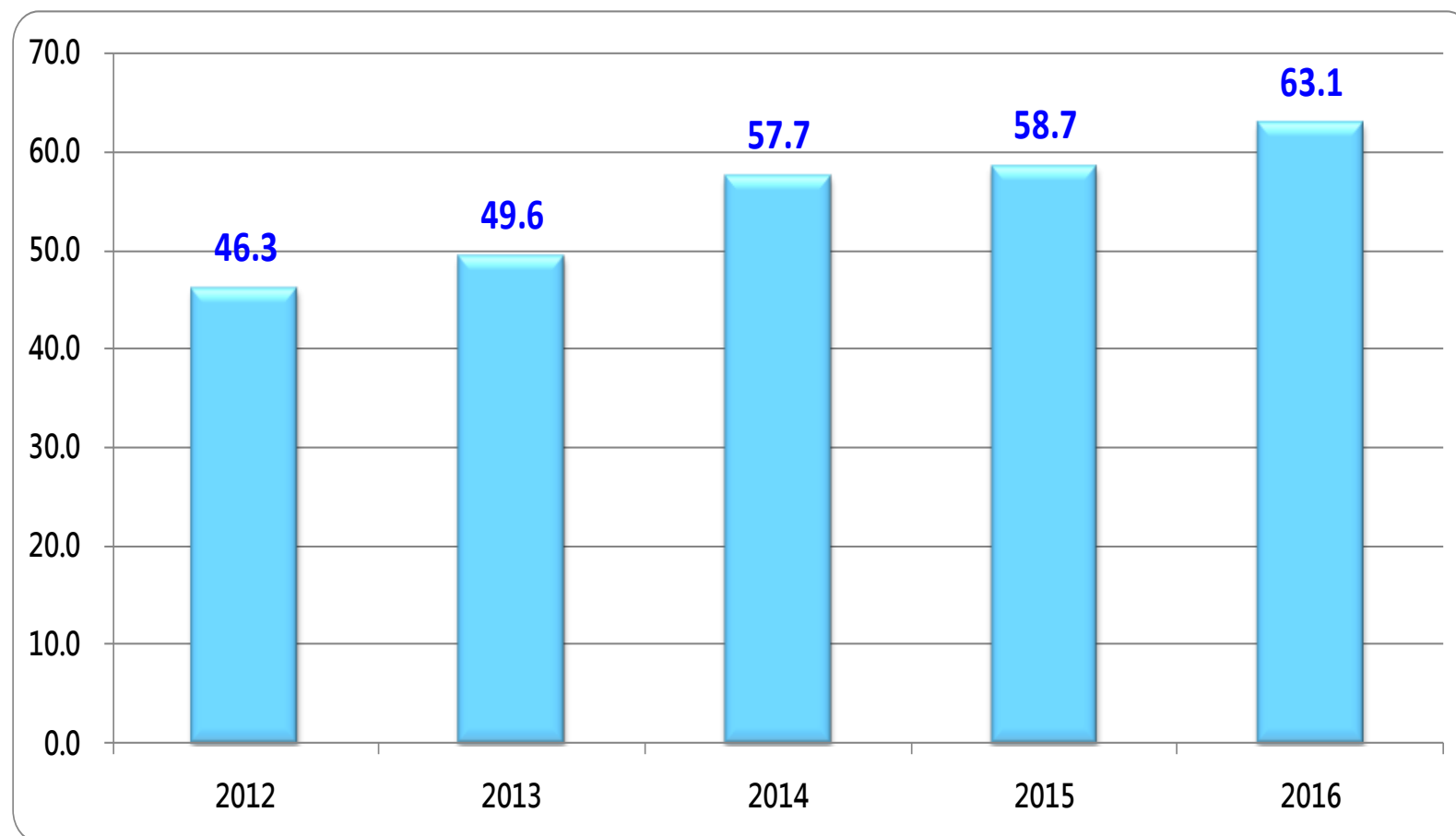
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Business Performance

Revenues

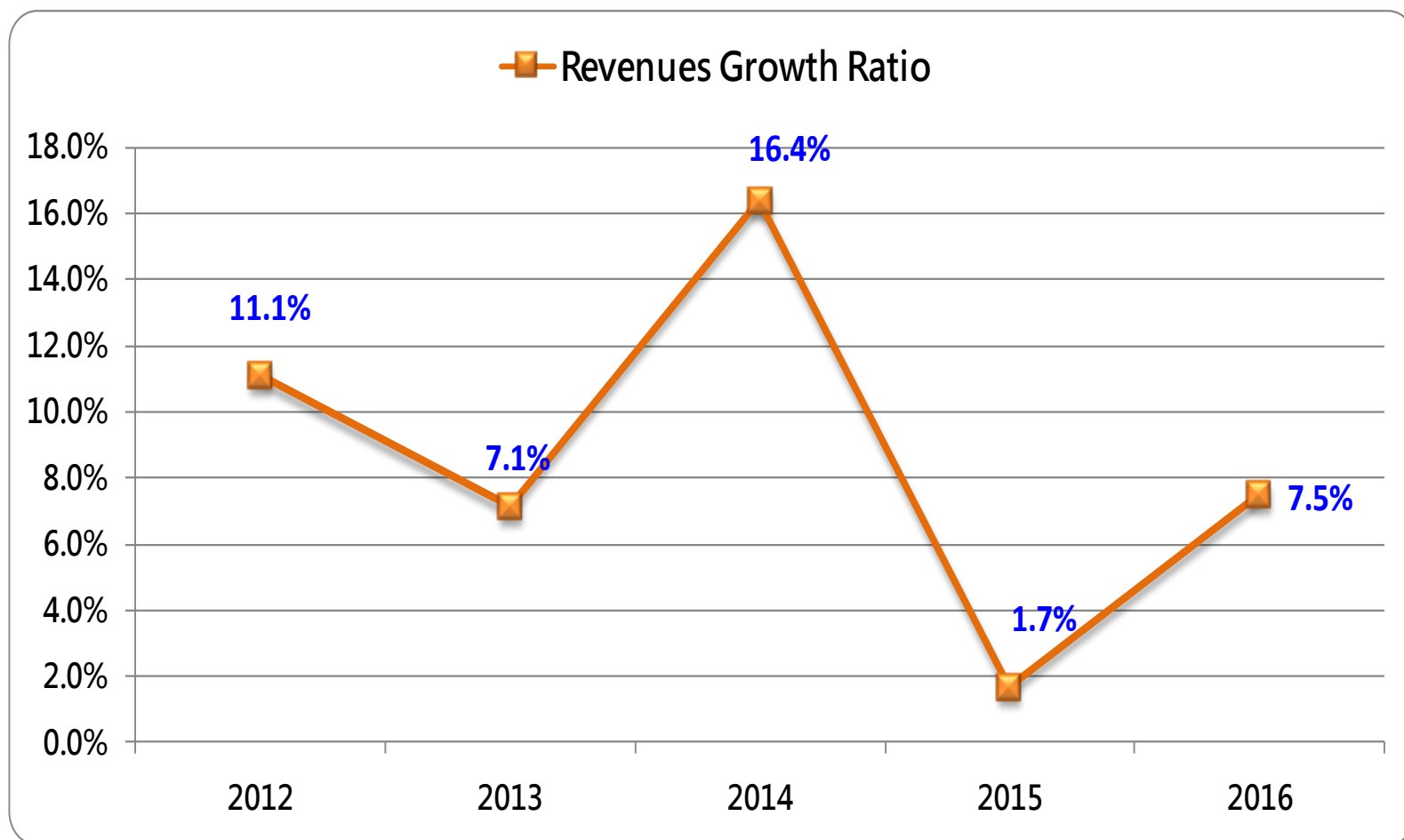
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Business Performance

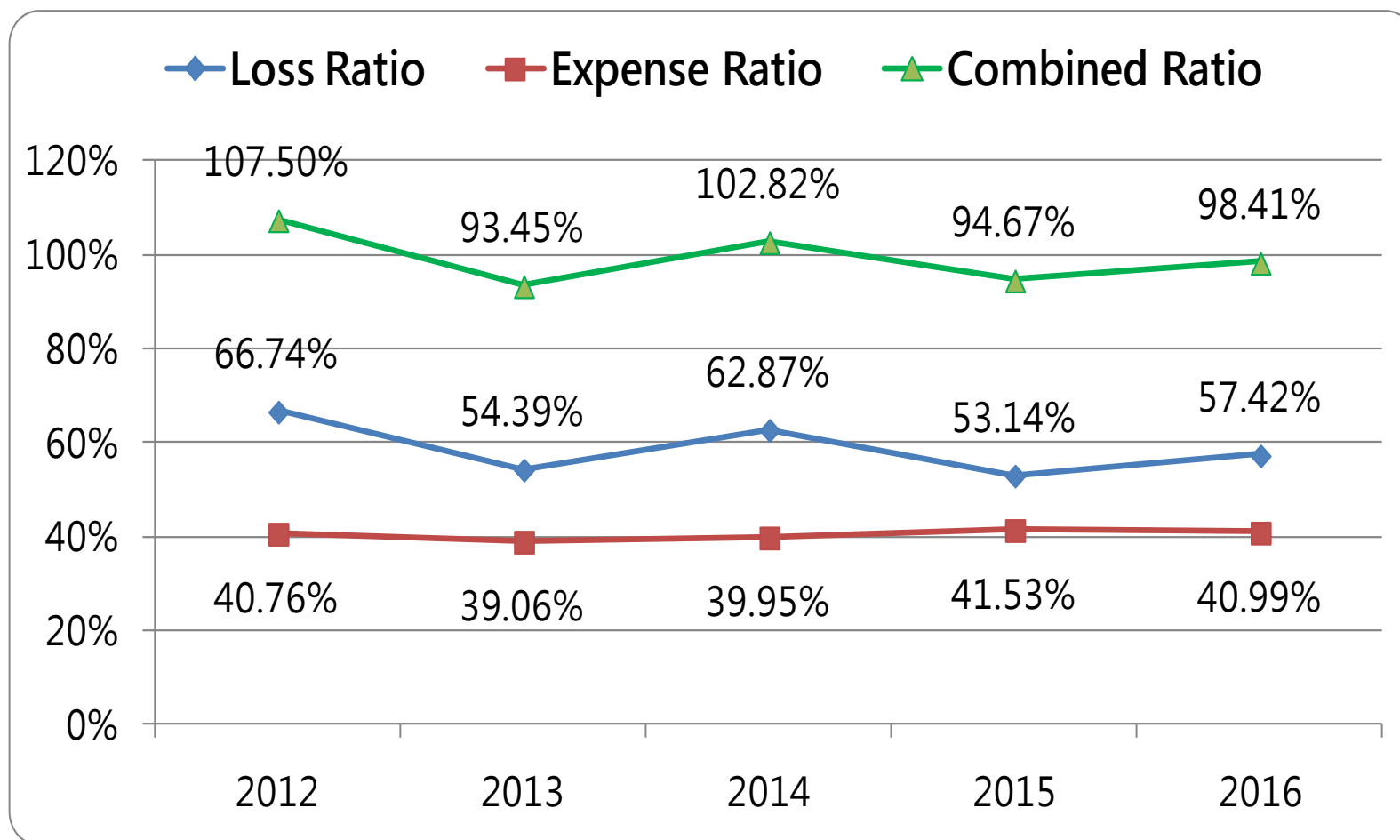
Revenues Growth Ratio





Business Performance

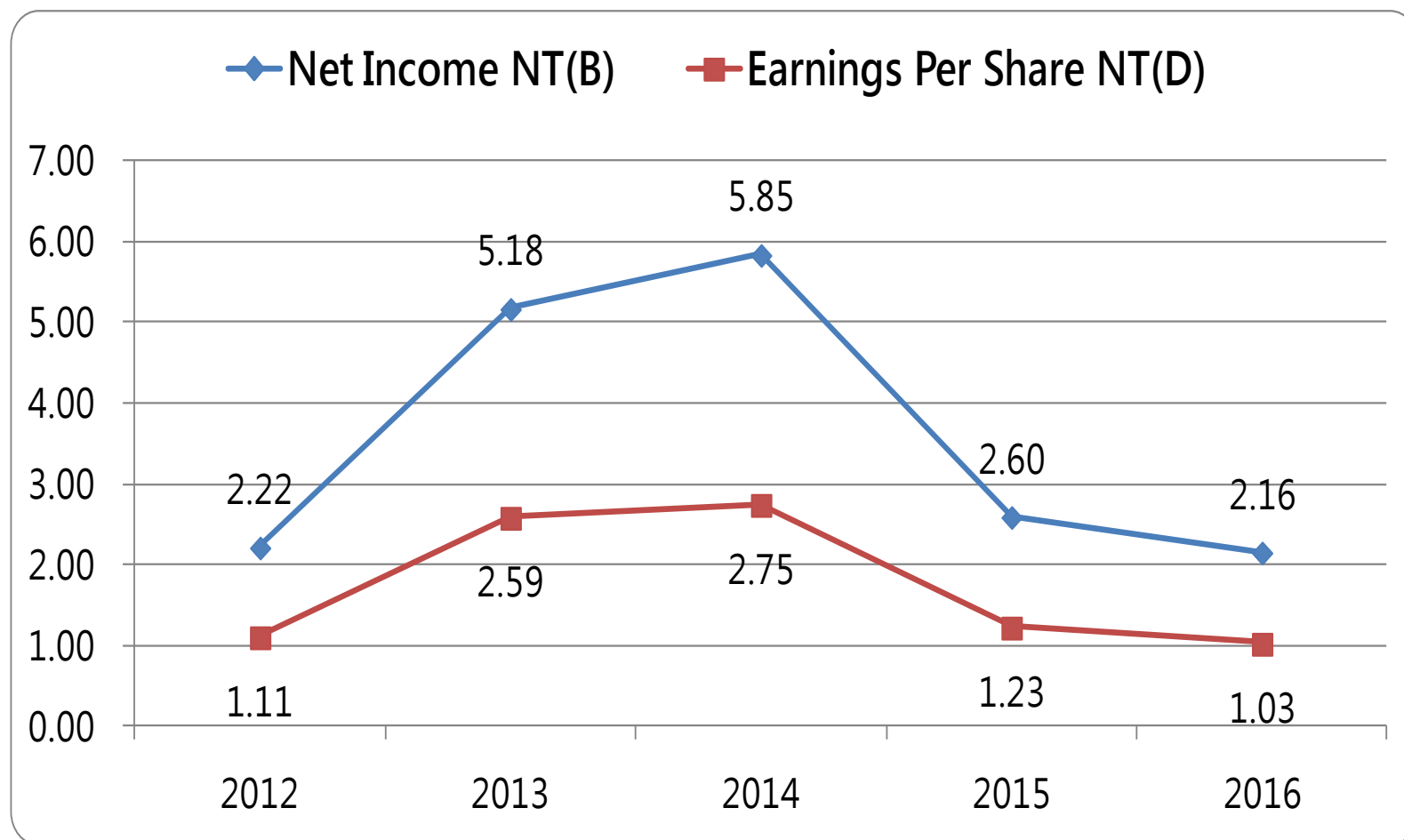
Combined Ratio





Business Performance

Net Income After Tax





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Financial Profile

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Financial Profile

Balance Sheet

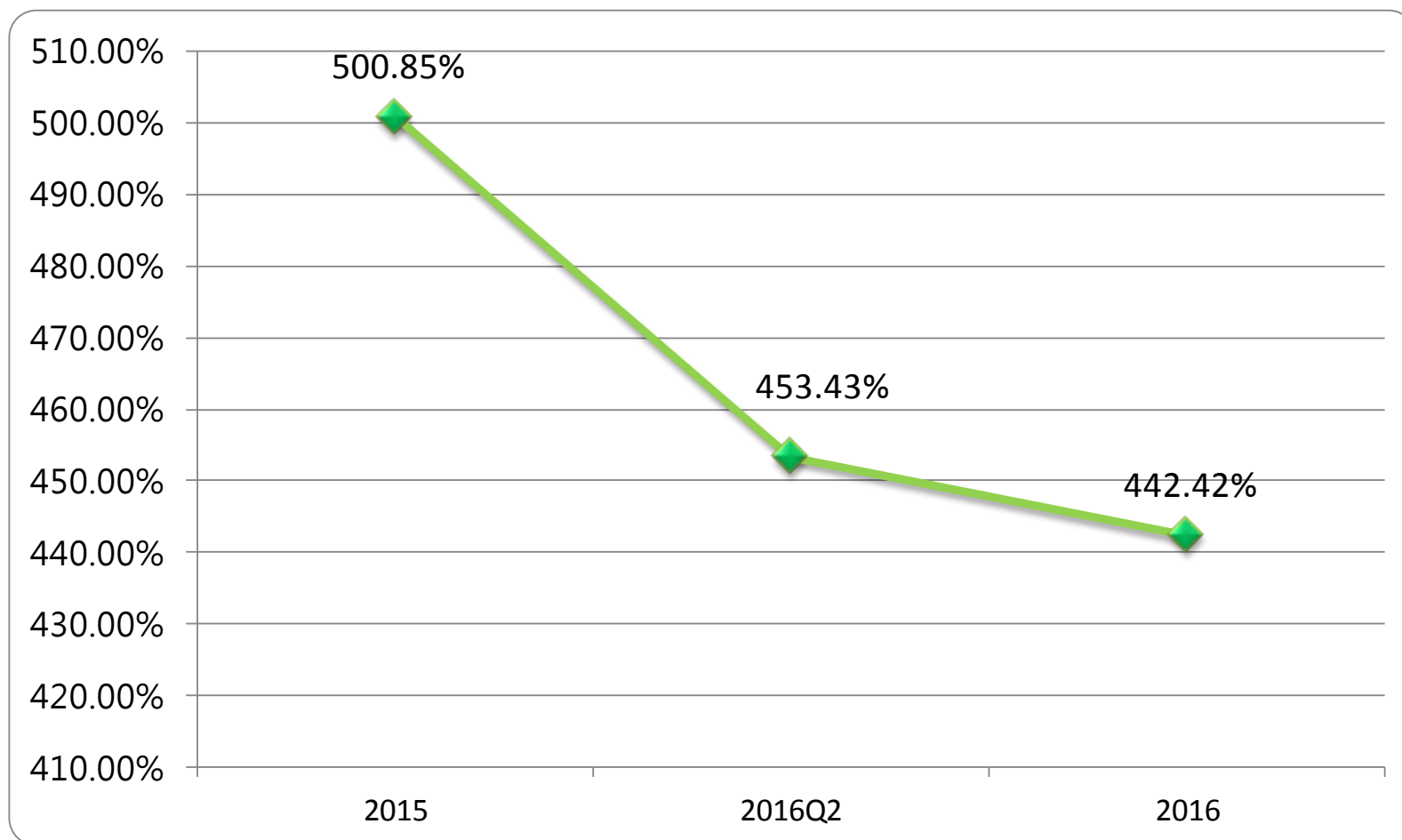
UNIT:NT(T)

Items	2015		2016		2017Q1	
Cash and cash equivalents	2,131,322	14.7%	2,098,878	13.6%	2,647,299	16.5%
Receivables	767,890	5.3%	666,050	4.3%	893,503	5.6%
Current tax assets	14,070	0.1%	10,163	0.1%	11,921	0.1%
Investment	5,870,859	40.6%	6,436,732	41.7%	6,030,609	37.6%
Reinsurance assets	3,974,927	27.5%	4,411,133	28.6%	4,673,279	29.2%
Property and equipment	834,018	5.8%	838,814	5.4%	832,342	5.2%
Intangible assets	101,242	0.7%	101,790	0.7%	94,446	0.6%
Deferred tax assets	3,078	0.0%	1,700	0.0%	1,664	0.0%
Other assets	773,076	5.3%	853,360	5.5%	838,772	5.2%
TOTAL ASSETS	14,470,482	100.0%	15,418,620	100.0%	16,023,835	100.0%
Accounts payables	1,175,467	8.1%	1,197,316	7.8%	927,728	5.8%
Insurance liabilities	9,408,753	65.0%	10,229,033	66.3%	10,900,619	68.0%
Reserve for insurance with nature of	44,087	0.3%	44,087	0.3%	44,087	0.3%
Other liabilities	45,832	0.3%	10,346	0.1%	96,804	0.6%
Provisions	208,763	1.4%	242,989	1.6%	240,671	1.5%
Deferred tax liabilities	64,400	0.4%	63,922	0.4%	63,922	0.4%
Total LIABILITIES	10,947,302	75.7%	11,787,693	76.5%	12,273,831	76.6%
Capital stock	2,129,600	14.7%	2,129,600	13.8%	2,129,600	13.3%
Legal reserve	243,991	1.7%	292,293	1.9%	292,293	1.8%
Special reserve	1,050,167	7.3%	1,205,844	7.8%	1,205,844	7.5%
Unappropriated retained earnings	69,858	0.5%	25,506	0.2%	129,770	0.8%
Other equity	323	0.0%	(47,600)	-0.3%	(31,774)	-0.2%
TOTAL EQUITY	3,493,939	24.1%	3,605,643	23.4%	3,725,733	23.3%
Net value per share	16.41		16.93		17.49	



Financial Profile

Risk Based Capital Ratio





Financial Profile

Income Statement

UNIT:NT(T)

Items	2015	2016	YOY	2017Q1	YOY
Written premiums	8,191,230	8,506,501	3.8%	2,507,117	9.8%
Reinsurance premiums	554,471	584,380	5.4%	128,457	-14.1%
Retained earned premiums	5,111,503	5,468,189	7.0%	1,460,419	13.6%
Reinsurance commission received	771,022	727,030	-5.7%	191,981	-6.2%
Net income(loss) from investments	(14,623)	111,078	859.6%	79,178	363.1%
Total Operating Revenues	5,867,902	6,306,297	7.5%	1,731,578	14.9%
Retained claim payments	2,656,643	2,887,551	8.7%	737,726	17.1%
Total Operating Costs	4,005,919	4,406,365	10.0%	1,187,396	13.2%
Operating Expenses	1,628,314	1,713,615	5.2%	446,629	8.5%
Net Operating Income	233,669	186,317	-20.3%	97,553	109.6%
Non-Operating Income and Expenses	28,545	31,235	9.4%	6,342	-16.1%
Income Tax Expense (Gain)	1,772	1,442	-18.6%	0	100.0%
Net Income	260,442	216,110	-17.0%	103,895	91.5%
Earnings Per Share (Dollars)	1.23	1.03	-16.3%	0.49	88.5%



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Corporate Social Responsibility

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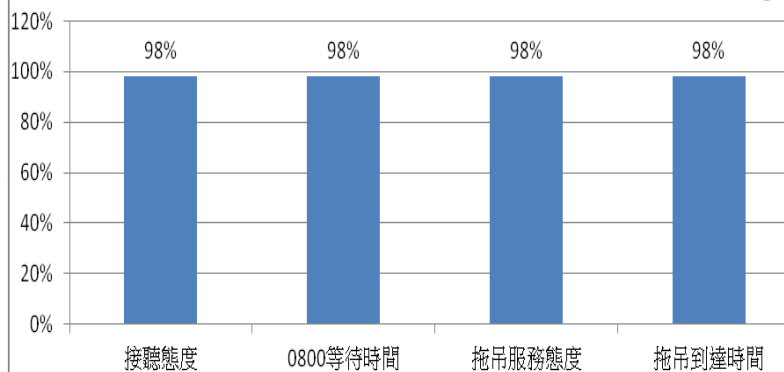
Corporate Social Responsibility

Customer Services

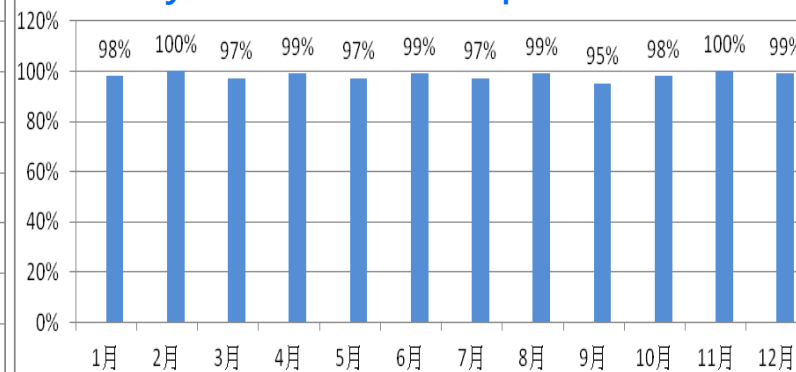


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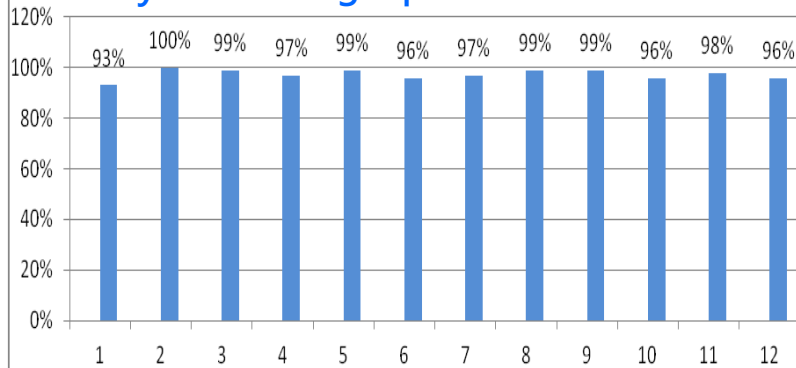
2016 Customer Satisfaction Benchmarking



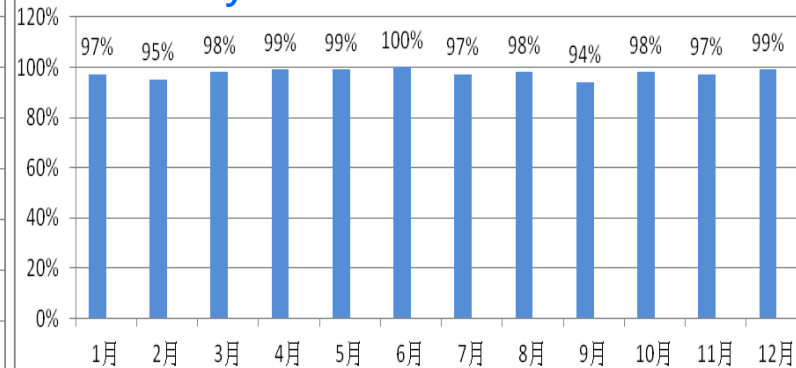
Monthly CSR Customer Experience in 2016



Monthly 0800 Average Speed to Answer in 2016



Monthly Roadside Assistance in 2016





Corporate Social Responsibility Employee Care





Corporate Social Responsibility Environmental Protections





Corporate Social Responsibility

Social Cares and Giving Back





Corporate Social Responsibility

Social Cares and Giving Back





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Future Outlook

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Future Outlook

- To Strengthen Corporate Governance.
- To Upgrade Products and Services Quality.
 - Innovating new products.
 - Facilitating InsurTech adoptions (on-line service, pricing, premium collecting, and claim App etc.,).
 - Enhancing customer satisfaction and service efficiency.
- To Fulfill Social Corporate Responsibility.
- To Pursue Long-term and Stable Profits.
 - Creating utmost underwriting profits by escalating underwriting skills and expertise.
 - Stabilizing investment revenues by prudently select investment targets.



THANK YOU !

Q & A

