



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



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2816 WWI 2018 Performance Presentation



2018/8/2

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





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**”.



Company Profile

- Standard & Poor's : A- Outlook : Stable
- Taiwan Ratings : twAA Outlook : Stable
- A.M. Best Company : A- (Excellent) Outlook : Stable
- Fitch Ratings : A-(twAA) Outlook : Stable





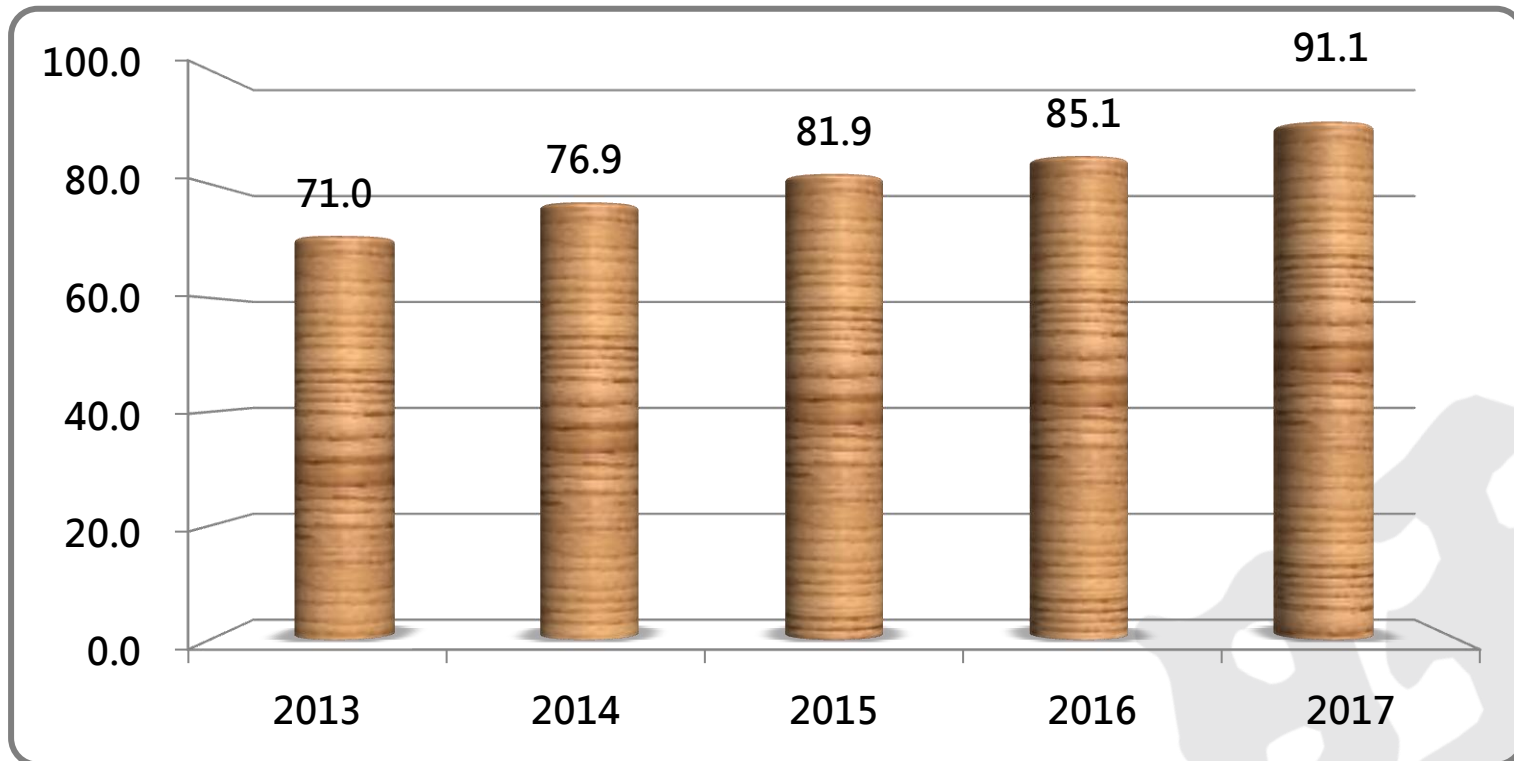
Business Overview

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Written Premiums

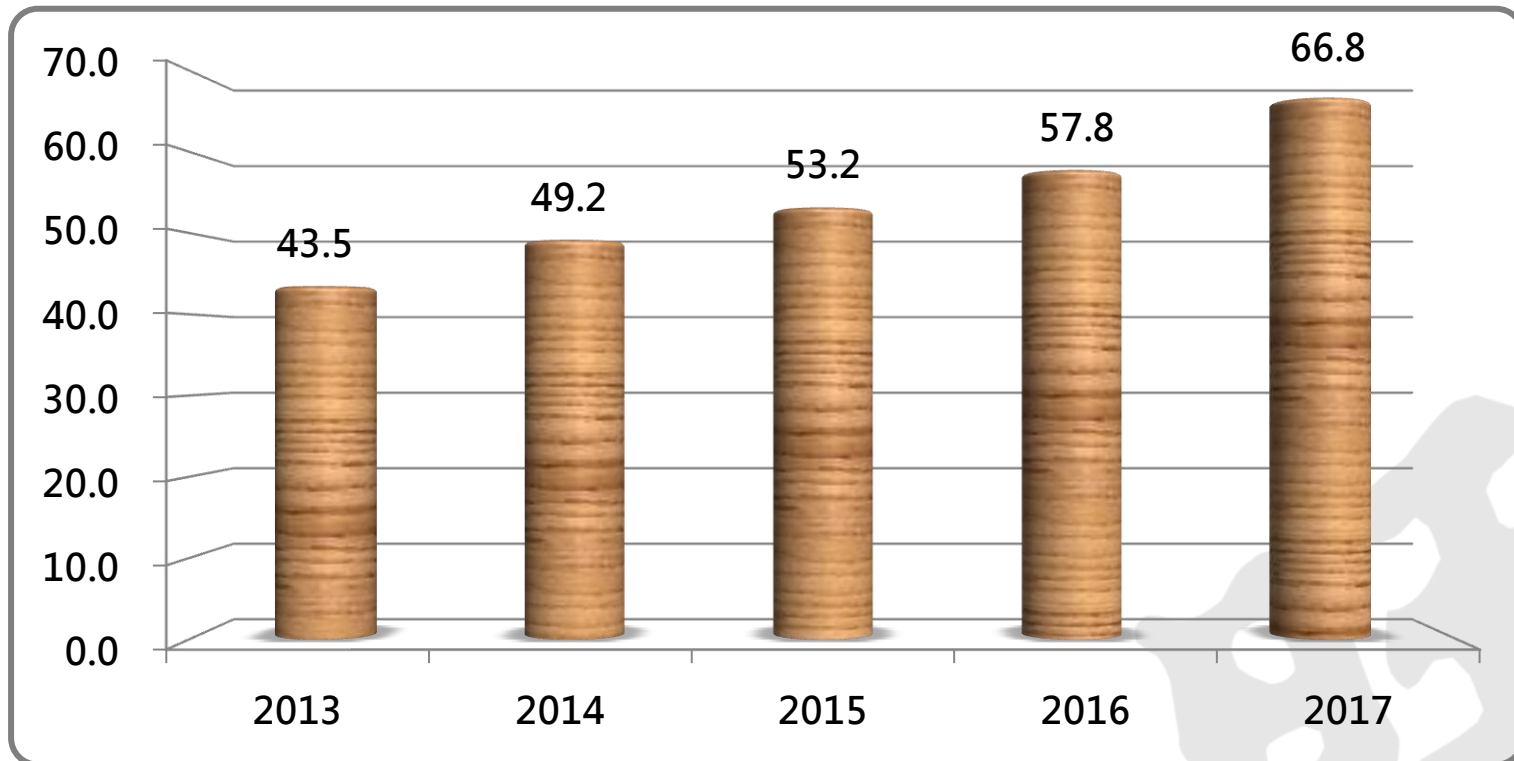
UNIT:NT(B)





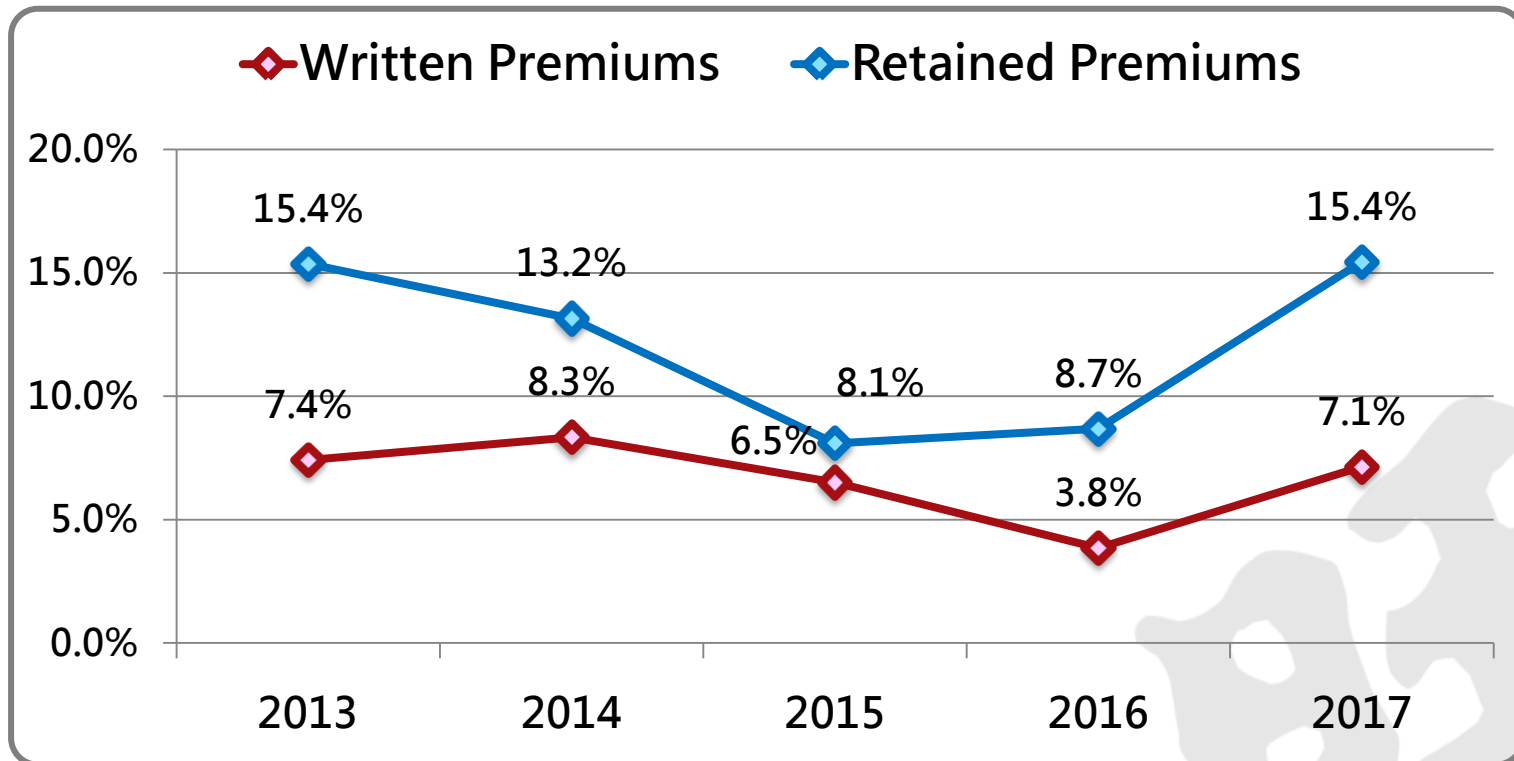
Retained Premiums

UNIT:NT(B)



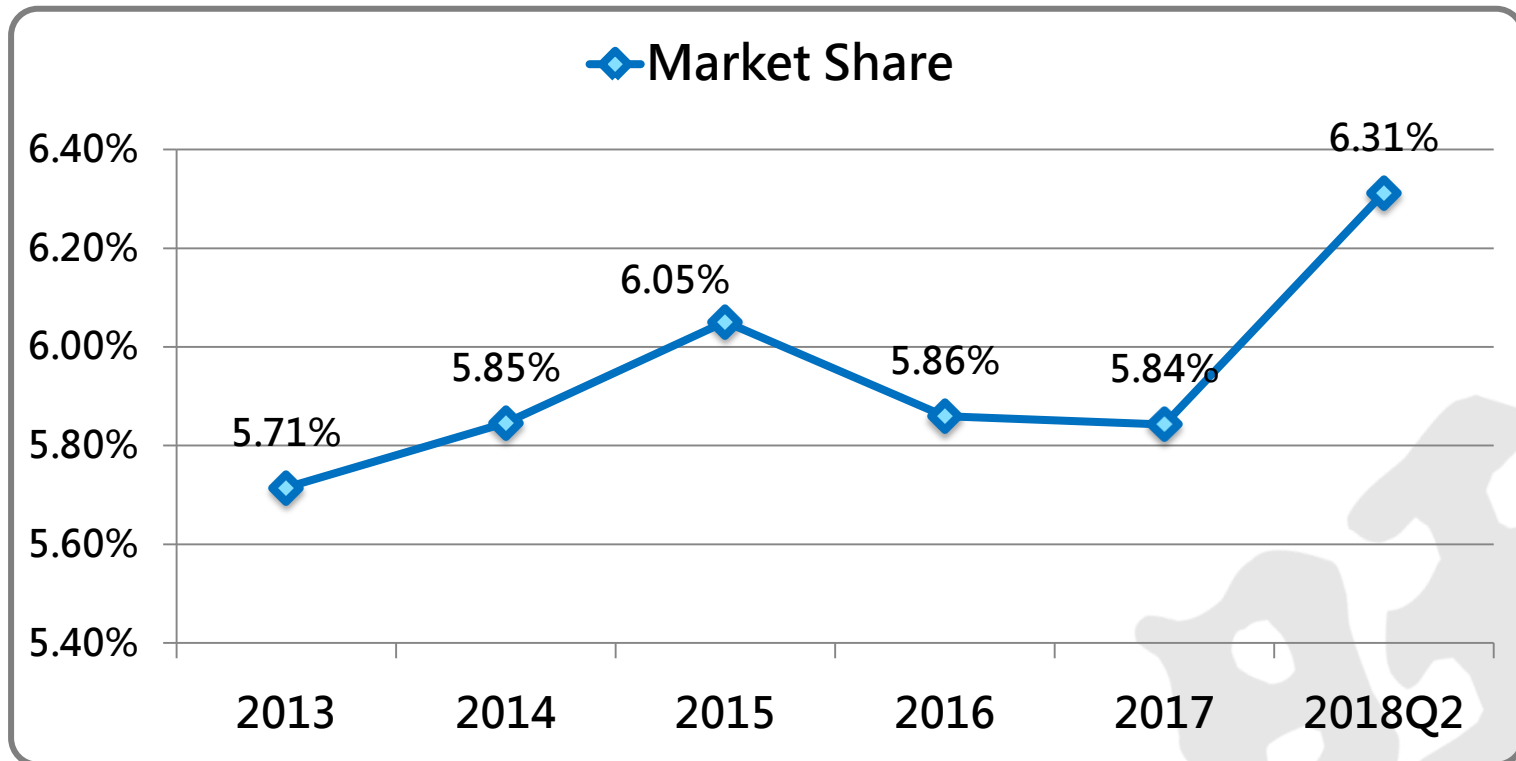


Premiums Growth Ratio





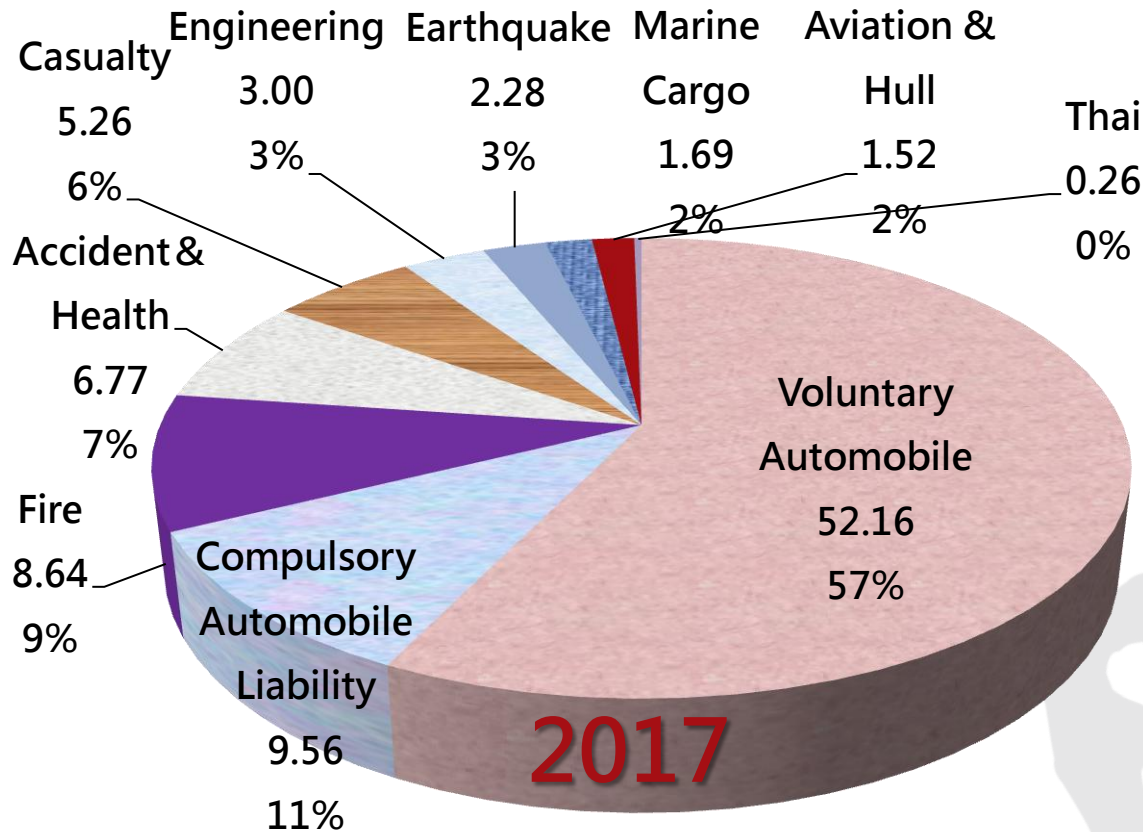
Market Share





Written Premiums Mix

UNIT:NT(B)





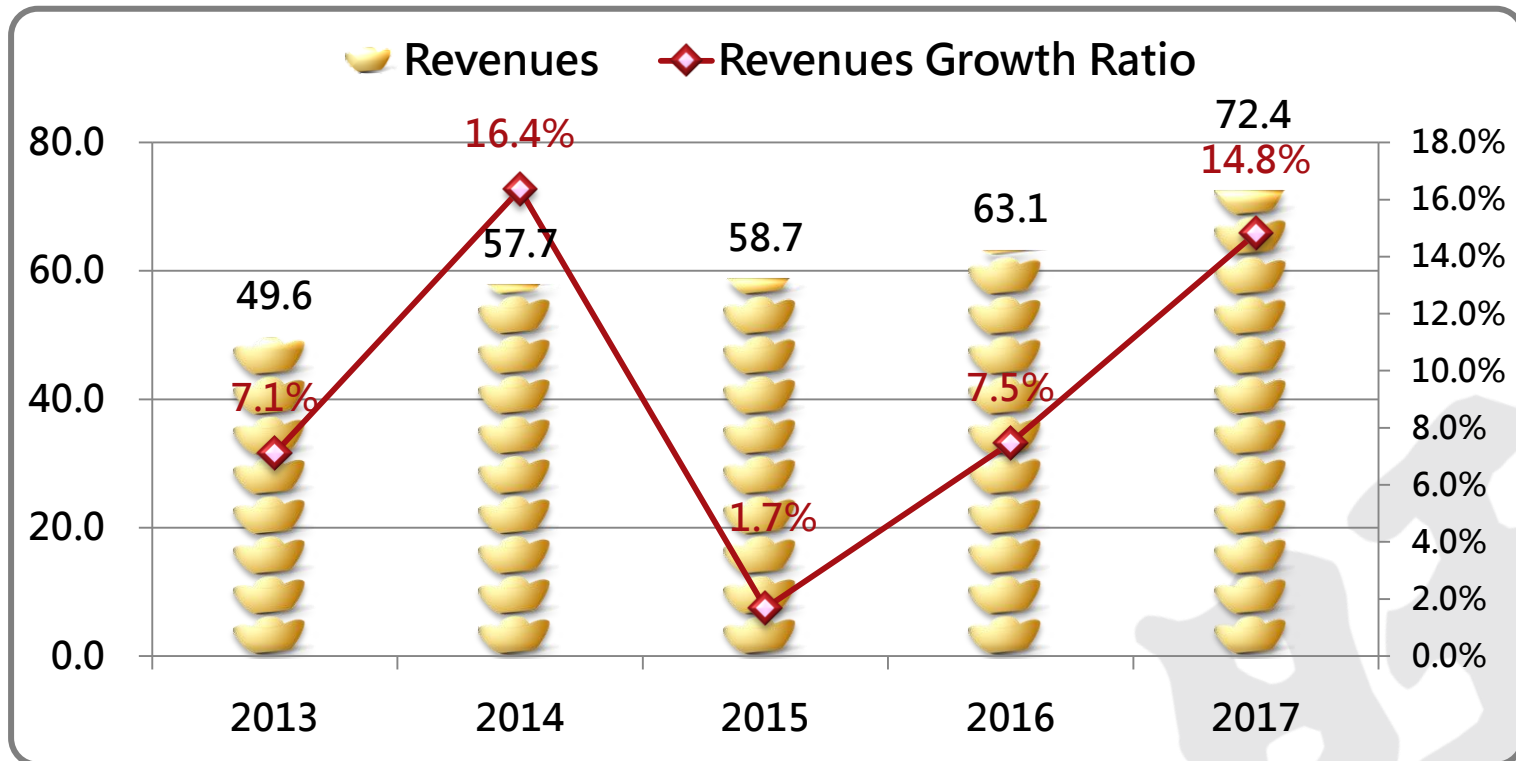
Business Performance

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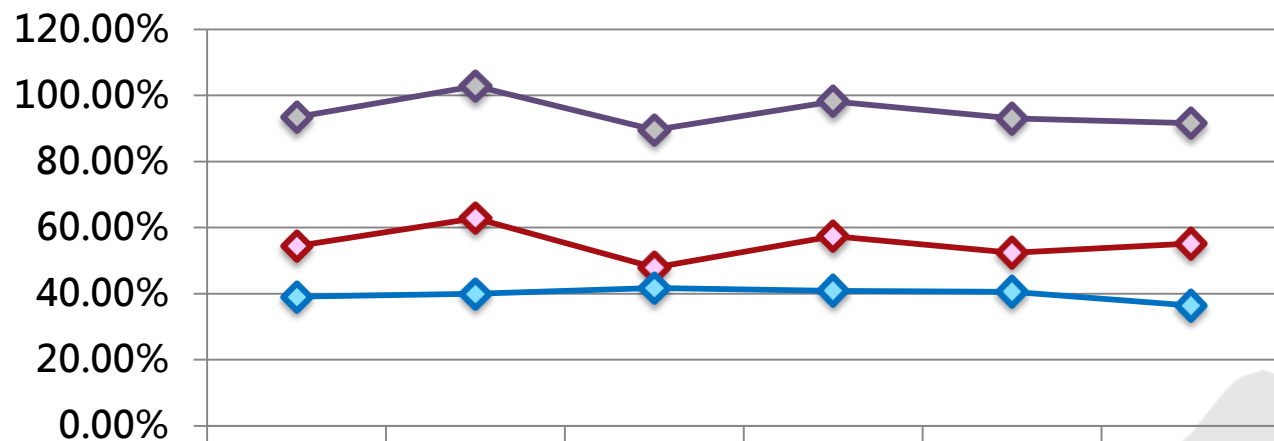
Revenues

UNIT:NT(B)





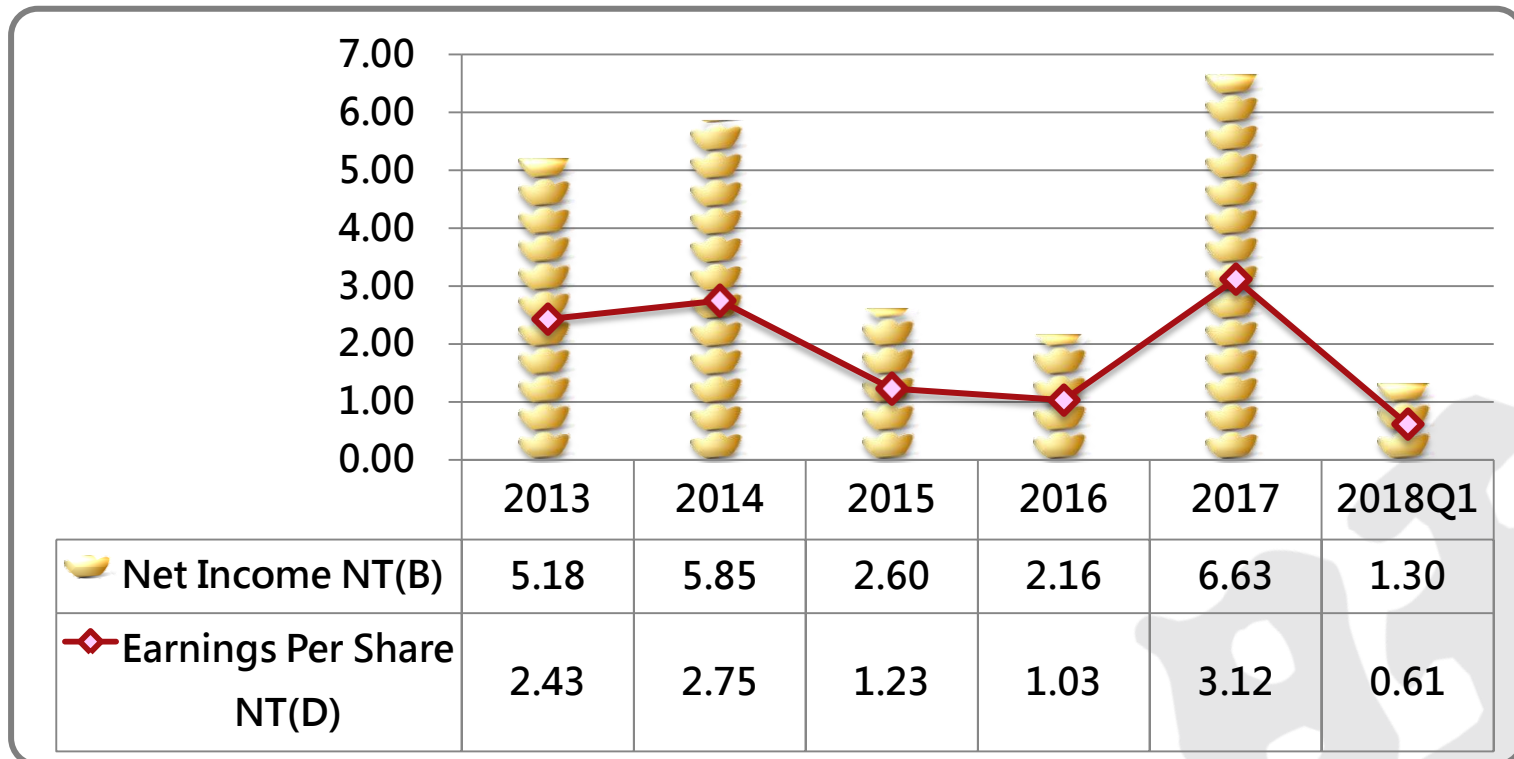
Combined Ratio



	2013	2014	2015	2016	2017	2018Q1
◆ Loss Ratio	54.39%	62.87%	47.90%	57.36%	52.41%	55.19%
◆ Expense Ratio	39.06%	39.95%	41.67%	40.87%	40.59%	36.37%
◆ Combined Ratio	93.45%	102.82%	89.57%	98.22%	93.00%	91.56%



Net Income After Tax



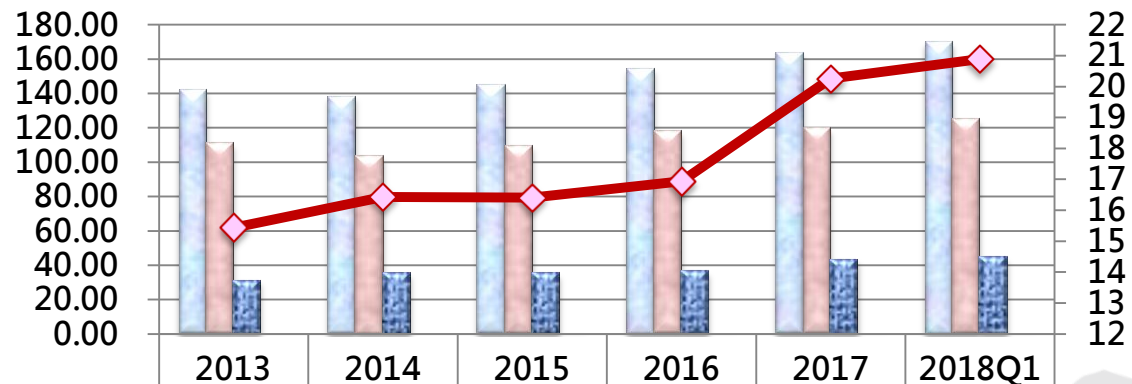


Financial Profile

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Balance Sheet



	2013	2014	2015	2016	2017	2018Q1
Total Assets NT(B)	141.83	138.22	144.70	154.19	162.88	169.73
Total Liabilities NT(B)	110.96	103.22	109.47	117.88	119.49	124.99
Total Equity NT(B)	30.87	35.00	34.94	36.06	43.14	44.48
Non-Controlling Interests			0.29	0.25	0.25	0.26
Net Value Per Share NT(D)	15.44	16.44	16.41	16.93	20.26	20.89



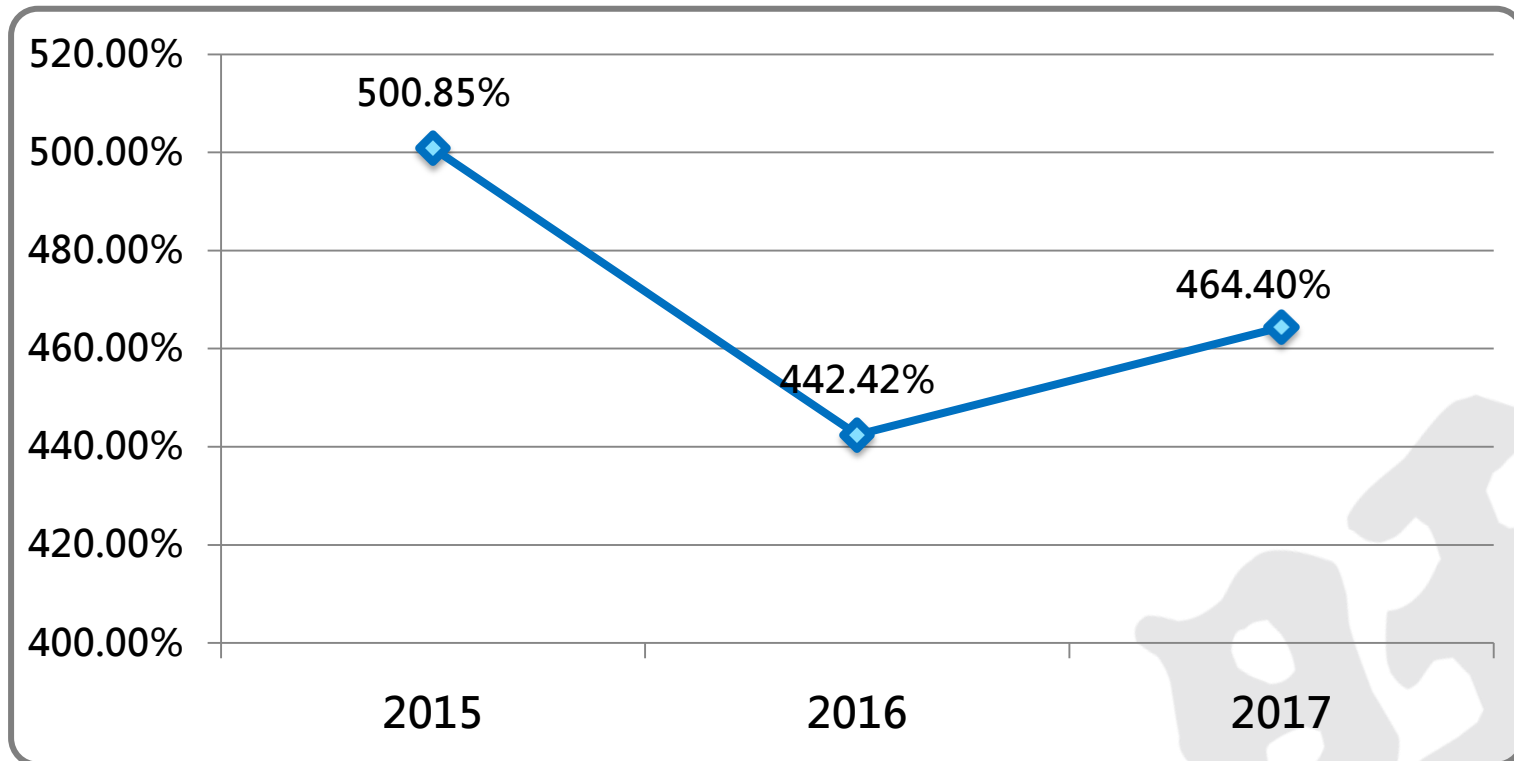
Balance Sheet 2018Q1

UNIT:NT(B)

ASSETS	NT(B)	LIABILITIES AND EQUITY	NT(B)
Cash and cash equivalents	22.41	Accounts payables	11.73
Receivables	10.56	Insurance liabilities	109.35
Current tax assets	0.18	Provisions	2.45
Investment	74.81	Deferred tax liabilities	0.64
Reinsurance assets	44.20	Other liabilities	0.83
Property and equipment	8.11	Total LIABILITIES	124.99
Intangible assets	0.69	Capital	21.30
Deferred tax assets	0.01	Legal reserve	3.29
Other assets	8.76	Special reserve	14.95
		Unappropriated retained earnings	4.32
		Other equity	0.63
		TOTAL EQUITY	44.48
		Non-controlling interests	0.26
TOTAL ASSETS	169.73	TOTAL LIABILITIES AND EQUITY	169.73



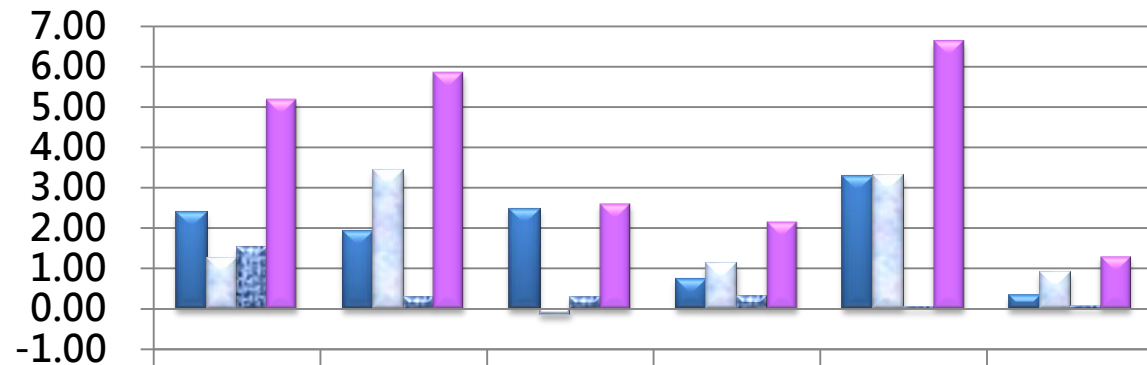
Risk Based Capital Ratio(RBC%)





Income Statement

UNIT:NT(B)



	2013	2014	2015	2016	2017	2018Q1
Underwriting Income	2.39	1.92	2.48	0.74	3.27	0.34
Investment Income	1.26	3.42	-0.15	1.11	3.31	0.90
Other Income	1.53	0.28	0.28	0.31	0.05	0.06
Net Income After Tax	5.18	5.85	2.60	2.16	6.63	1.30



Corporate Social Responsibility





Corporate Social Responsibility



Corporate Governance

- Shareholders' equity 、 risk management and legal compliance

Customer Services

- Products and services 、 personal data protection 、 customer service center and leverage of customer's satisfactions

Employee Caring

- Sound salary system 、 employee welfares 、 capability management 、 labor relations and friendly worksite

Environmental Protection

- Supply chain management 、 energy saving and carbon reduction

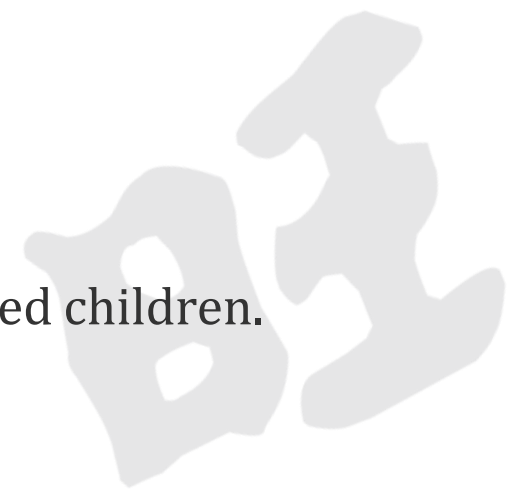


Corporate Social Responsibility



■ Social Contributions

- To Push micro-insurance policies for the protection of the disadvantaged groups.
- To adopt the disadvantaged children in rural areas.
- To perform beach cleaning activities.
- To promote love and respect to the elderly.
- To implement public welfare concerns.
- To publicize the prevention of DUI.
- To take good care of the vision of disadvantaged children.





Corporate Social Responsibility





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

