Thai Life Insurance

Thai Life Insurance Public Company Limited

TLI

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4Q23: Beat on VNB and EV with special DPS

Missing our expectations on ECL, TLI's 4Q23 showed moderate premium growth, better underwriting margin and weaker ROI. On the plus side, it reported better-than-expected VNB and EV. The special DPS and better VNB and EV offers a S-T trading opportunity in our view. However, we keep TLI as Neutral with a cut in TP to Bt10 from Bt11 to reflect a 15% downward revision in 2024F as we believe that life insurance companies including TLI will be under pressure from a downtrend in bond yield,

4Q23: Miss on ECL but beat on VNB and EV. 4Q23 earnings rose 59% YoY but fell 5% QoQ to Bt1.98bn, 15% below our estimate on expected credit loss (ECL). However, it reported higher than expected VNB and EV.

Highlights:

1) Net earned premiums: +9% QoQ (+2% YoY) in 4Q23 and 2% in 2023. New business premiums fell 31% (-24% YoY) due to lower single premiums in 4Q23 and grew 22% (-8% in first year premiums but +71% in single premiums) in 2023. A QoQ fall in new business premium was offset by a 32% QoQ (-3% YoY) rise in renewal premiums in 4Q23. Renewal premium slipped 3% in 2023.

2) Underwriting margin: +414 bps YoY, +419 bps QoQ in 4Q23 and +240 bps in 2023, due to a sharp fall in life policy reserve & benefit payment ratio (-458 bps YoY, -605 bps QoQ in 4Q23 and -218 bps in 2023).

3) ROI: +39 bps YoY, -13 bps QoQ (due to loss on investment and falling yield on investment) in 4Q23 and -17 bps in 2023.

4) Value of new business (VNB) rose 5% to Bt0.68/sh in 2023 as VNB margin rose to 62.79% in 2023 from 57.14% in 2022, despite a 4% YoY fall in annual premium equivalent (APE). Embedded value rose 11% to Bt14.02/sh in 2023.

Special DPS. TLI announced a 2023 DPS of Bt0.5/sh: Bt0.34 on 2023 operations and a special DPS of Bt0.16. This translates to a good dividend yield of 5.8%.

Cut 2024F earnings. We cut our 2024F by 15% to fine-tune with 4Q23 and factor in falling bond yield. We now expect earnings to rise 3%, with flattish premiums, stable underwriting margin and a slip in ROI from falling bond yield.

S-T trading for DPS. We recommend S-T trading for the good dividend yield. We maintain our Neutral rating, however, with a cut in TP to Bt10 (based on 1.05x PBV for 2024) from Bt11. We believe that life insurance companies including TLI will be pressured by a downtrend in bond yield.

Risk considerations. Key risks include: 1) pressure on customer purchasing power from inflation headwinds, 2) capital market volatility, 3) bond yield movement, 4) rising default rate in debentures, and 5) the implementation of new accounting standards.

Forecasts and valuation

| Year to 31 Dec | Unit | 2022 | 2023 | 2024F | 2025F | 2026F |
|------------------------|--------|-------|-------|-------|--------|--------|
| Net profit | (Btmn) | 9,265 | 9,707 | 9,978 | 10,528 | 10,915 |
| EPS | (Bt) | 0.81 | 0.85 | 0.87 | 0.92 | 0.95 |
| BVPS | (Bt) | 8.56 | 9.13 | 9.50 | 10.12 | 10.75 |
| DPS | (Bt) | 0.30 | 0.50 | 0.30 | 0.32 | 0.33 |
| EV/share | (Bt) | 12.68 | 14.02 | 14.80 | 15.41 | 16.04 |
| 1-year VNB/share | (Bt) | 0.64 | 0.67 | 0.69 | 0.73 | 0.78 |
| P/E | (x) | 10.63 | 10.14 | 9.87 | 9.35 | 9.02 |
| EPS growth | (%) | 2.19 | 4.77 | 2.79 | 5.51 | 3.68 |
| PBV | (X) | 1.00 | 0.94 | 0.90 | 0.85 | 0.80 |
| ROE | (%) | 10.04 | 9.58 | 9.35 | 9.37 | 9.14 |
| Dividend yields | (%) | 3.49 | 5.81 | 3.55 | 3.74 | 3.88 |
| P/EV | (X) | 0.68 | 0.61 | 0.58 | 0.56 | 0.54 |
| P/VNB | (X) | 13.44 | 12.76 | 12.53 | 11.79 | 11.08 |
| Source: InnovestX Rese | earch | | | | | |

Tactical: NEUTRAL

(3-month)

| Stock data | |
|----------------------------|----------|
| Last close (Feb 28) (Bt) | 8.60 |
| Target price (Bt) | 10.00 |
| Mkt cap (Btbn) | 98.47 |
| Mkt cap (US\$mn) | 2,738 |
| Beta | М |
| Mkt cap (%) SET | 0.58 |
| Sector % SET | 1.42 |
| Shares issued (mn) | 11,450 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 14 / 8.3 |
| Avg. daily 6m (US\$mn) | 3.84 |
| Foreign limit / actual (%) | 49 / 29 |
| Free float (%) | 20.5 |
|)ividend policy (%) | ≥ 3 |

| Share performance | | | | | | | | |
|---------------------------------|-------|--------|--------|--|--|--|--|--|
| (%) | 1M | 3M | 12M | | | | | |
| Absolute | (2.3) | (14.9) | (35.3) | | | | | |
| Relative to SET | (2.7) | (14.5) | (24.2) | | | | | |
| Source: SET, InnovestX Research | | | | | | | | |

| 2023 Sustainability/2022 ESG | Score |
|------------------------------|-------|
| SET ESG Ratings | No |

ESG Bloomberg Rank in the sector

| ESG Score Rank | 3/18 |
|--------------------------|------|
| Environmental Score Rank | 3/18 |
| Social Score Rank | 3/18 |
| Governance Score Rank | 3/18 |

ESG comment

TLI has a good ESG score with a decent board of directors and management. *Source: Bloomberg Finance L.P.*

Analyst

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Our view on ESG

TLI commits to protect the environment for a sustainable society with initiatives in social issues. We view its management and governance as satisfactory, reflecting a decently sized and diverse board of directors and transparency with stakeholders.

ESG Disclosure Score

| Bloomberg ESG Score | 27.56 (2022) | | CG Rating | DJSI | SETESG | SET ESG Ratings | | | |
|---------------------|--------------|--------|--|------|--------|-----------------|--|--|--|
| Rank in Sector | 3/18 | TLI | 5 | No | No | No | | | |
| | | Source | Source: Thai Institute of Directors (IOD), SET | | | | | | |

| Environmental Issue (E) | Social Issue (S) |
|--|--|
| TLI commits to have environment-friendly operation that reduces environmental impacts through environmental sustainably management and awareness and preparedness for climate change, one of the global issues. The total energy consumption was reduced by 20.77% in 2022. The amount of treated effluent to be reused increased by 30.29% compared to 2021. The amount of utilized waste increased by 6.21% compared to 2021. | TLI aimed to continuously educate customers and society by creating shared value (CSV) "Thai Life Insurance: Opportunity for Better Life" project which has come to the 4th generation (Jai Klang Daen Saen Suk). TLI organized the training to educate the community enterprise located in central region of Thailand. TLI has organized occupation and financial management training to provide to the local community in "Thai Life Insurance: Opportunities to Enhance Extra Occupation" project, scheduled to take place in 3Q23. TLI has continuously developed ESG product which is "Thai Life Insurance Suk Yang Yuen Refund" product to align with the financial inclusion and literacy master plan. TLI embraced adaptation of the procurement manual to align with the supplier's code of conduct, which had been announced in 1Q23. This adaptation aimed to enhance |

Governance Issue (G)

- As of 31 December 2022, its board of directors had 12 members, with five independent directors and four executive directors.
- TLI was selected as the public listed company with outstanding performance on the Environmental, Social and Governance (ESG) aspects within a group of ESG Emerging List of 2023 as of 30 May 2023 by joining the ESG100 universe of Thaipat Institute.

EGS Disclosure Score

chain.

| | 2021 | 2022 |
|---------------------------------|-------|-------|
| ESG Disclosure Score | 25.59 | 27.56 |
| Environment | 1.60 | 1.60 |
| Emissions Reduction Initiatives | No | No |
| Climate Change Policy | Yes | Yes |
| Biodiversity Policy | No | No |
| Energy Efficiency Policy | Yes | Yes |
| Waste Reduction Policy | No | No |
| Water Policy | Yes | Yes |

supplier engagement in sustainability practices, in accordance with the Company's sustainability supply

| Social | 17.38 | 17.38 |
|---------------------------------------|-------|-------|
| Human Rights Policy | Yes | Yes |
| Equal Opportunity Policy | Yes | Yes |
| Business Ethics Policy | Yes | Yes |
| Health and Safety Policy | Yes | Yes |
| Training Policy | Yes | Yes |
| Fair Remuneration Policy | No | No |
| | | |
| Governance | 57.68 | 63.58 |
| Size of the Board | 12 | 12 |
| Number of Board Meetings for the Year | 8 | 8 |
| Board Meeting Attendance Pct | 99 | 97 |
| Number of Female Executives | 5 | 4 |
| Number of Independent Directors | 5 | 5 |
| Source: Pleamborg Eingnee L.P. | | |

Source: Bloomberg Finance L.P.

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance. To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg.



Financial statement

Profit and Loss Statement

| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
|---------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Net earned premium | (Btmn) | 91,732 | 91,214 | 90,104 | 87,636 | 89,712 | 89,298 | 88,413 | 89,816 |
| Net investments income | (Btmn) | 15,152 | 15,749 | 16,016 | 17,202 | 17,698 | 17,974 | 18,539 | 19,172 |
| Gains (losses) on investment in sec. | (Btmn) | 1,144 | 221 | 2,673 | 1,817 | 1,154 | 1,154 | 1,154 | 1,154 |
| Other Income | (Btmn) | 360 | 459 | 453 | 498 | 195 | 208 | 223 | 238 |
| Total revenue | (Btmn) | 108,389 | 107,642 | 109,246 | 107,153 | 108,759 | 108,633 | 108,329 | 110,380 |
| Total underwriting expenses | (Btmn) | 94,106 | 92,649 | 92,087 | 90,457 | 90,446 | 90,029 | 89,137 | 90,551 |
| Life policy reserve & benefit payment | (Btmn) | 79,517 | 80,387 | 81,683 | 79,905 | 79,656 | 79,288 | 78,503 | 79,748 |
| Commissions and brokerages | (Btmn) | 12,236 | 10,422 | 8,678 | 8,672 | 8,725 | 8,684 | 8,598 | 8,735 |
| Other underwriting expenses | (Btmn) | 2,353 | 1,841 | 1,726 | 1,880 | 2,066 | 2,056 | 2,036 | 2,068 |
| Total operating expenses | (Btmn) | 5,956 | 5,314 | 6,131 | 5,106 | 6,185 | 6,014 | 5,913 | 6,067 |
| Other expenses | (Btmn) | (218) | 357 | 1,284 | (194) | 687 | 371 | 121 | 121 |
| Corporate income tax | (Btmn) | 1,767 | 1,893 | 2,408 | 2,157 | 2,300 | 2,493 | 2,630 | 2,727 |
| Net profit | (Btmn) | 6,777 | 7,692 | 8,394 | 9,265 | 9,707 | 9,978 | 10,528 | 10,915 |
| EPS | (Bt) | 0.64 | 0.73 | 0.79 | 0.81 | 0.85 | 0.87 | 0.92 | 0.95 |
| DPS | (Bt) | 0.13 | 0.21 | 0.25 | 0.30 | 0.50 | 0.30 | 0.32 | 0.33 |

Balance Sheet

| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
|---|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Cash and deposits at financial institutions | (Btmn) | 8,448 | 10,498 | 7,326 | 7,686 | 7,696 | 8,718 | 9,390 | 9,431 |
| Total investments in securities | (Btmn) | 402,688 | 434,332 | 480,691 | 501,281 | 517,259 | 532,259 | 550,259 | 569,259 |
| Total loans - net | (Btmn) | 30,346 | 30,551 | 29,936 | 29,403 | 30,054 | 30,054 | 30,054 | 30,054 |
| Total Assets | (Btmn) | 457,638 | 494,045 | 533,706 | 556,042 | 572,793 | 589,123 | 608,116 | 627,493 |
| Life policy reserve | (Btmn) | 374,175 | 404,855 | 433,492 | 447,116 | 458,130 | 470,207 | 482,164 | 494,311 |
| Total Liabilities | (Btmn) | 387,225 | 416,260 | 447,275 | 457,974 | 468,214 | 480,291 | 492,248 | 504,395 |
| Paid-up capital | (Btmn) | 10,600 | 10,600 | 10,600 | 11,450 | 11,450 | 11,450 | 11,450 | 11,450 |
| Total Equity | (Btmn) | 70,413 | 77,785 | 86,431 | 98,068 | 104,579 | 108,832 | 115,867 | 123,098 |
| | | | | | | | | | |

Key Financial Ratios and Assumptions

| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
|---|------|--------|---------|---------|--------|--------|--------|--------|--------|
| YoY net earned premium growth | (%) | 6.67 | (0.56) | (1.22) | (2.74) | 2.37 | (0.46) | (0.99) | 1.59 |
| YoY new business premium growth | (%) | 10.59 | (25.38) | (12.82) | 6.76 | 22.41 | 2.32 | 3.33 | 3.45 |
| YoY renewal premium growth | (%) | 5.13 | 9.46 | 2.52 | (4.91) | (2.83) | (1.42) | (2.54) | 0.88 |
| Combined ratio | (%) | 109.08 | 107.11 | 107.83 | 109.46 | 107.08 | 107.27 | 107.51 | 107.57 |
| Underwriting net profit margin | (%) | (9.08) | (7.11) | (7.83) | (9.46) | (7.08) | (7.27) | (7.51) | (7.57) |
| Life policy reserve & benefit payment/Net earned premium | (%) | 86.68 | 88.13 | 90.65 | 91.18 | 88.79 | 88.79 | 88.79 | 88.79 |
| Commissions and brokerages/Net earned premium | (%) | 13.34 | 11.43 | 9.63 | 9.90 | 9.73 | 9.73 | 9.73 | 9.73 |
| Other underwriting expenses/Net earned premium | (%) | 2.57 | 2.02 | 1.92 | 2.15 | 2.30 | 2.30 | 2.30 | 2.30 |
| Underwriting margin | (%) | (2.59) | (1.57) | (2.20) | (3.22) | (0.82) | (0.82) | (0.82) | (0.82) |
| Opex/Net earned premium | (%) | 6.49 | 5.54 | 5.63 | 6.24 | 6.26 | 6.45 | 6.69 | 6.75 |
| Yield on investment | (%) | 3.95 | 3.76 | 3.50 | 3.50 | 3.48 | 3.43 | 3.43 | 3.43 |
| Return on investment | (%) | 4.25 | 3.82 | 4.08 | 3.87 | 3.70 | 3.64 | 3.64 | 3.63 |
| Cost to income ratio | (%) | 5.56 | 4.71 | 4.76 | 5.19 | 5.22 | 5.36 | 5.52 | 5.55 |
| Net profit margin | (%) | 6.26 | 7.16 | 7.68 | 8.65 | 8.93 | 9.19 | 9.72 | 9.89 |
| ROA | (%) | 1.55 | 1.62 | 1.63 | 1.70 | 1.72 | 1.72 | 1.76 | 1.77 |
| ROE | (%) | 10.32 | 10.38 | 10.22 | 10.04 | 9.58 | 9.35 | 9.37 | 9.14 |
| Capital adequacy ratio | (%) | 395.01 | 357.68 | 355.22 | 420.18 | 397.95 | NA. | NA. | NA. |

Financial statement



| Profit and Loss Statement | | | | | | | | | |
|---------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
| Net earned premium | (Btmn) | 19,335 | 21,498 | 20,929 | 25,874 | 18,762 | 20,309 | 24,197 | 26,444 |
| Net investments income | (Btmn) | 4,173 | 4,252 | 4,524 | 4,252 | 4,293 | 4,436 | 4,548 | 4,421 |
| Gains (losses) on investment in sec. | (Btmn) | 2,360 | 80 | 238 | (862) | 872 | 163 | 523 | (404) |
| Other Income | (Btmn) | 86 | 85 | 222 | 100 | 116 | 49 | 49 | (25) |
| Total Revenue | (Btmn) | 25,955 | 25,915 | 25,913 | 29,364 | 24,043 | 24,958 | 29,317 | 30,435 |
| Total underwriting expenses | (Btmn) | 19,994 | 22,471 | 21,495 | 26,498 | 19,171 | 20,493 | 24,794 | 25,988 |
| Life policy reserve & benefit payment | (Btmn) | 17,524 | 19,993 | 18,885 | 23,503 | 16,612 | 17,895 | 22,338 | 22,811 |
| Commissions and brokerages | (Btmn) | 2,064 | 2,041 | 2,156 | 2,412 | 2,125 | 2,081 | 2,003 | 2,517 |
| Other underwriting expenses | (Btmn) | 405 | 437 | 455 | 583 | 435 | 517 | 454 | 660 |
| Total operating expenses | (Btmn) | 1,127 | 979 | 1,694 | 1,307 | 961 | 1,383 | 1,874 | 1,967 |
| Other expenses | (Btmn) | (60) | (237) | 292 | (189) | (308) | 56 | 491 | 447 |
| Corporate income tax | (Btmn) | 1,001 | 388 | 485 | 283 | 759 | 546 | 524 | 471 |
| Net Profit | (Btmn) | 3,793 | 2,018 | 2,208 | 1,246 | 3,129 | 2,512 | 2,088 | 1,978 |
| EPS | (Bt) | 0.36 | 0.19 | 0.19 | 0.11 | 0.27 | 0.22 | 0.18 | 0.17 |
| | | | | | | | | | |

| Balance Sheet | | | | | | | | | |
|---|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY December 31 | Unit | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
| Cash and deposits at financial institutions | (Btmn) | 7,081 | 5,198 | 5,660 | 7,686 | 11,062 | 7,000 | 3,482 | 7,696 |
| Total investments in securities | (Btmn) | 481,307 | 481,120 | 493,700 | 501,281 | 504,920 | 508,837 | 513,579 | 517,259 |
| Total loans - net | (Btmn) | 29,537 | 29,424 | 29,341 | 29,403 | 29,150 | 29,481 | 29,765 | 30,054 |
| Total Assets | (Btmn) | 534,628 | 533,110 | 549,003 | 556,042 | 563,358 | 561,073 | 564,753 | 572,793 |
| Life policy reserve | (Btmn) | 434,864 | 438,887 | 441,703 | 447,116 | 447,570 | 449,557 | 454,221 | 458,130 |
| Total Liabilities | (Btmn) | 448,718 | 456,744 | 459,382 | 457,974 | 461,305 | 460,467 | 465,820 | 468,214 |
| Paid-up capital | (Btmn) | 10,600 | 10,600 | 11,450 | 11,450 | 11,450 | 11,450 | 11,450 | 11,450 |
| Total Equity | (Btmn) | 85,910 | 76,366 | 89,621 | 98,068 | 102,052 | 100,606 | 98,932 | 104,579 |

Key Financial Ratios and Assumptions

| | Unit | 1 <u>0</u> 22 | 2Q22 | 3Q22 | 4 <u>Q</u> 22 | 1 <u>Q</u> 23 | 2Q23 | 3Q23 | 4Q23 |
|--|------|---------------|---------|--------|---------------|---------------|--------|--------|--------|
| YoY net earned premium growth | (%) | (0.13) | 2.58 | 4.20 | (12.89) | (2.97) | (5.53) | 15.62 | 2.20 |
| YoY new business premium growth | (%) | 24.65 | 39.08 | 25.90 | (0.03) | (3.15) | (9.05) | 79.56 | 23.85 |
| YoY renewal premium growth | (%) | (5.82) | (4.60) | (1.96) | (6.45) | (1.81) | (4.45) | (2.52) | (2.55) |
| Combined ratio | (%) | 109.75 | 110.47 | 109.56 | 108.32 | 109.06 | 107.56 | 108.34 | 104.16 |
| Underwriting net profit margin | (%) | (9.75) | (10.47) | (9.56) | (8.32) | (9.06) | (7.56) | (8.34) | (4.16) |
| Life policy reserve & benefit payment/Net earned premium | (%) | 90.63 | 93.00 | 90.23 | 90.84 | 88.54 | 88.11 | 92.31 | 86.26 |
| Commissions and brokerages/Net earned premium | (%) | 10.67 | 9.49 | 10.30 | 9.32 | 11.32 | 10.25 | 8.28 | 9.52 |
| Other underwriting expenses/Net earned premium | (%) | 2.10 | 2.03 | 2.17 | 2.25 | 2.32 | 2.55 | 1.88 | 2.50 |
| Underwriting margin | (%) | (3.40) | (4.53) | (2.71) | (2.41) | (2.18) | (0.91) | (2.47) | 1.73 |
| Opex/Net earned premium | (%) | 6.34 | 5.94 | 6.86 | 5.91 | 6.88 | 6.66 | 5.87 | 5.89 |
| Yield on investment | (%) | 3.47 | 3.53 | 3.71 | 3.42 | 3.41 | 3.50 | 3.56 | 3.43 |
| Return on investment | (%) | 5.43 | 3.60 | 3.91 | 2.73 | 4.11 | 3.63 | 3.97 | 3.12 |
| Cost to income ratio | (%) | 5.20 | 4.95 | 5.59 | 5.05 | 5.57 | 5.45 | 4.93 | 5.05 |
| Net profit margin | (%) | 14.61 | 7.79 | 8.52 | 4.24 | 13.01 | 10.06 | 7.12 | 6.50 |
| ROA | (%) | 2.84 | 1.51 | 1.63 | 0.90 | 2.24 | 1.79 | 1.48 | 1.39 |
| ROE | (%) | 17.61 | 9.95 | 10.64 | 5.31 | 12.51 | 9.91 | 8.37 | 7.78 |
| Capital adequacy ratio | (%) | 361.00 | 319.00 | 358.00 | 420.18 | 449.56 | 398.20 | 372.52 | 397.95 |



Figure 1: Quarterly results

| P & L (Bt mn) | 4Q22 | 3Q23 | 4Q23 | %YoY ch | %QoQ ch | 2022 | 2023 | % YoY ch |
|-------------------------------|--------|--------|--------|----------|----------|---------|---------|----------|
| Net earned premium | 25,874 | 24,197 | 26,444 | 2 | 9 | 87,636 | 89,712 | 2 |
| Net investments income | 4,252 | 4,548 | 4,421 | 4 | (3) | 17,202 | 17,698 | 3 |
| Gains (losses) on investment | (862) | 523 | (404) | 53 | (177) | 1,817 | 1,154 | (37) |
| Other Income | 100 | 49 | (25) | (125) | (152) | 492 | 189 | (62) |
| Total Revenue | 29,364 | 29,317 | 30,435 | 4 | 4 | 107,147 | 108,752 | 1 |
| Total underwriting expenses | 26,498 | 24,794 | 25,988 | (2) | 5 | 90,457 | 90,446 | (0) |
| Total operating expenses | 1,528 | 1,420 | 1,556 | 2 | 10 | 5,467 | 5,619 | 3 |
| Corporate income tax | 283 | 524 | 471 | 66 | (10) | 2,157 | 2,300 | 7 |
| Net Profit | 1,246 | 2,088 | 1,978 | 59 | (5) | 9,265 | 9,707 | 5 |
| EPS (Bt) | 0.11 | 0.18 | 0.17 | 59 | (5) | 0.81 | 0.85 | 5 |
| Ratios (%) | 4Q22 | 3Q23 | 4Q23 | %YoY ch* | %QoQ ch* | 2022 | 2023 | YoY ch* |
| Yield on investment (%) | 3.42 | 3.56 | 3.43 | 0.01 | (0.13) | 3.50 | 3.48 | (0.03) |
| Return on investment (%) | 2.73 | 3.97 | 3.12 | 0.39 | (0.85) | 3.87 | 3.70 | (0.17) |
| Life policy reserve ratio (%) | 21.71 | 22.55 | 12.56 | (9.15) | (9.99) | 17.02 | 13.52 | (3.49) |
| Benefit payment ratio (%) | 69.13 | 69.76 | 73.70 | 4.58 | 3.94 | 74.16 | 75.27 | 1.10 |
| Commission ratio (%) | 9.32 | 8.28 | 9.52 | 0.19 | 1.24 | 9.90 | 9.73 | (0.17) |
| Underwriting margin (%) | (2.41) | (2.47) | 1.73 | 4.14 | 4.19 | (3.22) | (0.82) | 2.40 |
| Cost to income ratio (%) | 5.05 | 4.93 | 5.05 | (0.01) | 0.11 | 5.19 | 5.22 | 0.03 |
| Combined ratio (%) | 108.32 | 108.34 | 104.16 | (4.16) | (4.18) | 109.46 | 107.08 | (2.38) |
| Net profit margin (%) | 4.24 | 7.12 | 6.50 | 2.26 | (0.62) | 8.65 | 8.93 | 0.28 |

Source: InnovestX Research

Note: * Percentage points

Figure 2: Valuation summary (price as of Feb 28, 2024)

| | Rating | Price | Target | ETR | P/E (x) | | EPS growth (%) | | P/BV (x) | | | ROE (%) | | | Div. Yield (%) | | %) | | |
|---------|------------|---------|---------|--------|---------|------|----------------|------|----------|------|-----|---------|-----|-----|----------------|-----|-----|-----|-----|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F |
| BLA | Neutral | 18.60 | 22.0 | 19.4 | 9.9 | 12.5 | 8.8 | 0 | (21) | 42 | 0.7 | 0.7 | 0.7 | 7 | 6 | 8 | 3.2 | 1.1 | 2.9 |
| THRE | Outperform | 0.87 | 1.1 | 20.7 | n.m. | 17.5 | 13.3 | 46 | n.m. | 32 | 1.2 | 1.0 | 1.0 | (6) | 6 | 7 | 0.0 | 0.0 | 1.5 |
| THREL | Neutral | 1.97 | 1.1 | (43.1) | 7.7 | 19.3 | 12.8 | 55 | (60) | 51 | 0.8 | 0.9 | 0.9 | 10 | 4 | 7 | 7.6 | 3.6 | 4.7 |
| TLI | Neutral | 8.60 | 10.0 | 22.1 | 10.6 | 10.1 | 9.9 | 2 | 5 | 3 | 1.0 | 0.9 | 0.9 | 10 | 10 | 0 | 3.5 | 5.8 | 3.5 |
| TQM | Neutral | 26.75 | 29.0 | 12.1 | 19.8 | 19.7 | 17.0 | (9) | 1 | 15 | 6.2 | 5.9 | 5.5 | 31 | 31 | 33 | 4.5 | 3.7 | 5.3 |
| Average | | | | | 12.0 | 15.8 | 12.3 | 18.9 | (18.8) | 28.7 | 2.0 | 1.9 | 1.8 | 10 | 11 | 11 | 3.8 | 2.8 | 3.6 |

Source: InnovestX Research

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CG Rating 2023 Companies with CG Rating

Thai Life Insurance PLC

Companies with Excellent CG Scoring

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCT, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BBGI, BBIK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHFG, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI¹, ONEE, OR, ORI, OSP, OTO, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PR9, PR6, PRINC, PRM, PATR, PSH, PSL, PT, PTT, PTTEP, PTTGC, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOIL, SECURE, SELIC, SENA, SENX, SFP², SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPC, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STEC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SVT, SYMC, SYNEX, SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNDT, TNITY, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

Companies with Very Good CG Scoring

2S, A5, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESSO, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIIK, WIN, WP, XO

Companies with Good CG Scoring

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, MENA, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC³, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

Corporate Governance Report

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date. InnovestX Securities Company Limited does not conform nor certify the accuracy of such survey result.

To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2022 to 31 October 2023) is publicized.

¹OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

²SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

³TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

Anti-corruption Progress Indicator

Certified (ได้รับการรับรอง)

2S, 7UP, AAI, ADVANC, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, INU, JAS, IKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, LSE, LANNA, LHKG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NRF, NWR, OCC, OGC, OR, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCCC, SCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNILY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TRT, TRU, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, OTO, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH, XPG

N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, AOT, APCO, APEX, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BJZ, BJC, BJCHI, BKD, BLC, BLESS, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, TI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HET, HL, HPT, HTCH, HUMAN, HYDRO, I2, IFEC, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NDR, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NŚL, NTSC, NTV, NUSA, NÝ, NVĎ, NYŤ, OHŤL, ÓNEE, ORN, PAČE, PAĆO, PÁF, PANEL, PĆC, PEAĆE, PERM, PF, PHG, PICO, PÍN, PJW, PLE, PLT, PMTA, POLAR, POMPUÍ, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SRS, SSC, SSS, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPPL, TPIP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 1, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC