



Stock Code : 5878  
The only insurance broker company listed on TPEx

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# Taiming Assurance Broker Co., Ltd Investor Conference 2023 Q2 Review



最專業的退休品牌  
台名保險經紀人



## Disclaimer

- ❶ The forward-looking statements represent the company's current expectations concerning future events and involve risks and uncertainties. Actual performance or results may differ materially from those stated in the statements.
- ❷ The company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events, or otherwise.
- ❸ The statements cannot be construed as an offer to purchase or sell securities or other financial products or solicitation of an offer.





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Taiming Assurance Broker Co., Ltd.

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# Company Profile

台名保險經紀人股份有限公司(5878)  
Taiming Assurance Broker Co., Ltd.



# Company Profile

## About Taiming

Incorporation	October 2002
Listing on TPEx	October 2014
Stock Code	5878
Chairman	Cheng-Chin Lee
General Manager	Yang-Kuo Chen
Capital	NT\$250,243,000
Scope of Business	Life Insurance Brokerage Property Insurance Brokerage
Operating Income	Life Insurance Brokerage Income Renewed Brokerage Income Commission and Other Income Property Insurance Brokerage Income





# Company Profile

## Taiming Advantages

1

**The first OTC listed insurance broker co.**

Taiming Assurance Broker Co. was listing on  
TPEX on October 2014.

2

**33 channels of life & property Insurance company**

Taiming cooperates with many channels due  
to the excellent business quality.

3

**The Cross-Strait Developments**

Taiming invested Shanghai Timing Insurance Agent Ltd. &  
Jiangsu Tai Ming Insurance Agent Ltd. In China.

The Company obtained 100% shares of Link-Aim Life  
Insurance Broker Co., Ltd. In Taiwan.





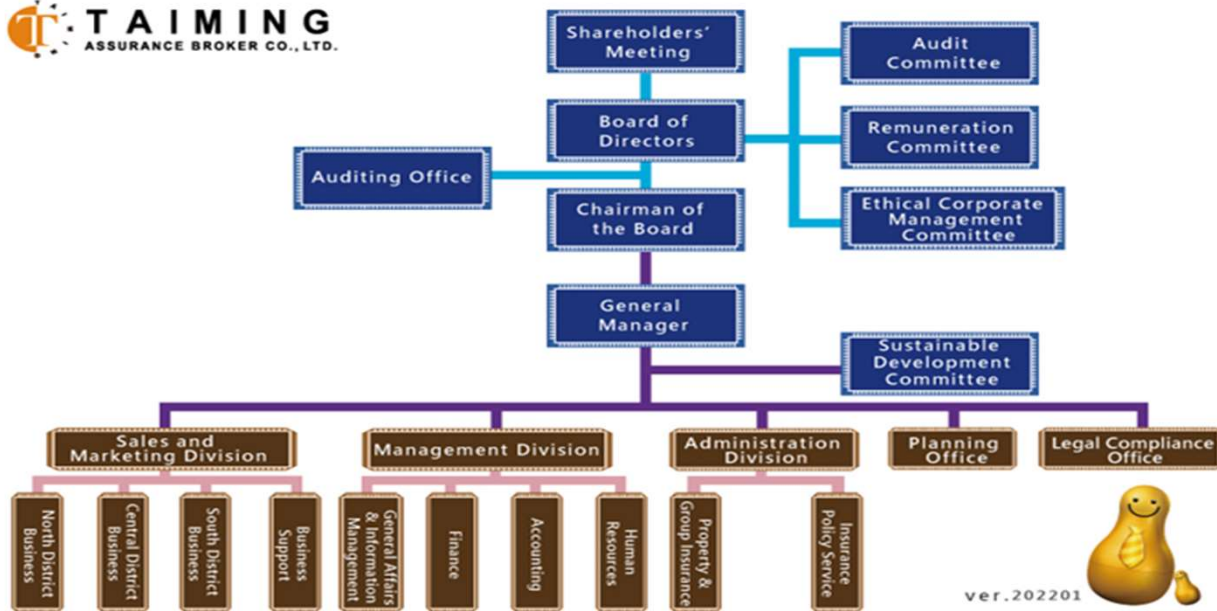
# Company Profile

## Taiming Advantages

4

### Integrated organizational structure

Provide the salespersons the thoughtful and expedited administrative services.



ver. 202201



## Milestones

TABC was established in 2002 · named **Taiming** Assurance Broker Co., Ltd. after the meaning and homophone of “Timing”.  
The salesperson has grown from 108 in 2002 to about 3,500 in 2022, an increase of more than **30 times in 20 years**.

2023

Won the 2023 **Faith, Hope & Love Awards of Insurance for Social Responsibility-Selected Nominee**.

2022

Introduced “**Fast & Easy-use Mobile Insurance System**”  
Won the **National Brand Yushan Award** - Outstanding Enterprise Category

2021

Obtained the approval of the **self-developed digital learning platform for compliance course system**  
Ranked **top 6~20% in the Corporate Governance Evaluation**  
Won the 2021 **TCSA Taiwan Sustainability Award**, "Corporate Sustainability Report Award - Bronze Award"

2020

Introduced “**I Taiming**” mobile sales instrument app  
Completed **Taoyuan and Taichung workplace 2.0**  
Won the **2020 Corporate Social Report Bronze Prize** of 2020 (13th) Taiwan Corporate Sustainability Awards

2019

Obtained **100% equity of Link-Aim Life Insurance Broker Co., Ltd.**

2018年

Won the “**Outstanding Sustainability Award**”

2010~2011

Purchase **Taipei and Taichung assets**

2012

Purchase **Taoyuan asset**

2013

**The first Assurance Broker Company** listed at emerging stock market on Taipei Exchange (5878)  
Purchase **Kaohsiung asset**

2014

**The first Assurance Broker Company** listed at over-the-counter market on Taipei Exchange (5878)

2015

Issued the first “**Corporate Social Responsibility Report**” and was certified by BSI Taiwan.

2016

Investment in **Shanghai Insurance Agency Ltd.**  
Introduced **ISMS** and obtained **ISO/IEC27001 Information Security** issued by BSI

2017

**Ranked top 5% in the 4th Corporate Governance Evaluation** hosted by TWSE & TPEx  
Won the “**2017 Insurance Longfeng Award**” from RMIM Inc. as the most popular insurance broker







## Domestic Location

Taiming Assurance Broker Co., Ltd.

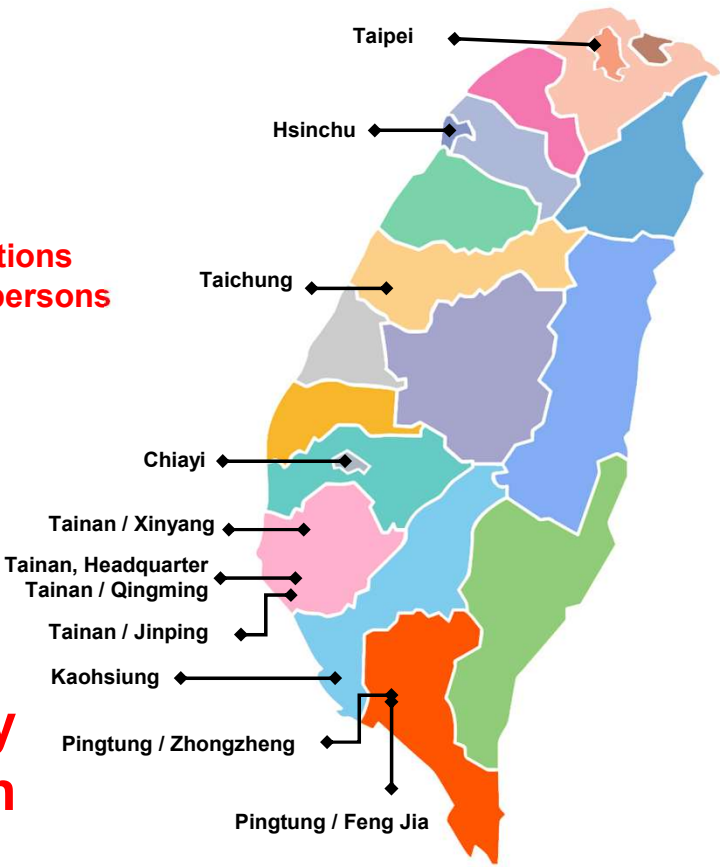
**13 Locations**  
**3,500 Salespersons**



**24 Locations & nearly**  
**4,000 salespersons in**  
**total**

Link-Aim Life Insurance Broker Co., Ltd.

**11 Locations**  
**430 Salespersons**





# Company Profile

## Overseas Expansion

Acquired 14.94% equity of Shanghai  
Timing Insurance Agent Ltd.  
(The percentage of equity was changed  
in 2022)

Acquired 24.9% equity of Jiangsu Tai  
Ming Insurance Agent Ltd.



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# Market Overview

Source: Taiwan Insurance Institute



The number of companies includes both personal and organizational company types of institutes.

Source: Taiwan Insurance Institute

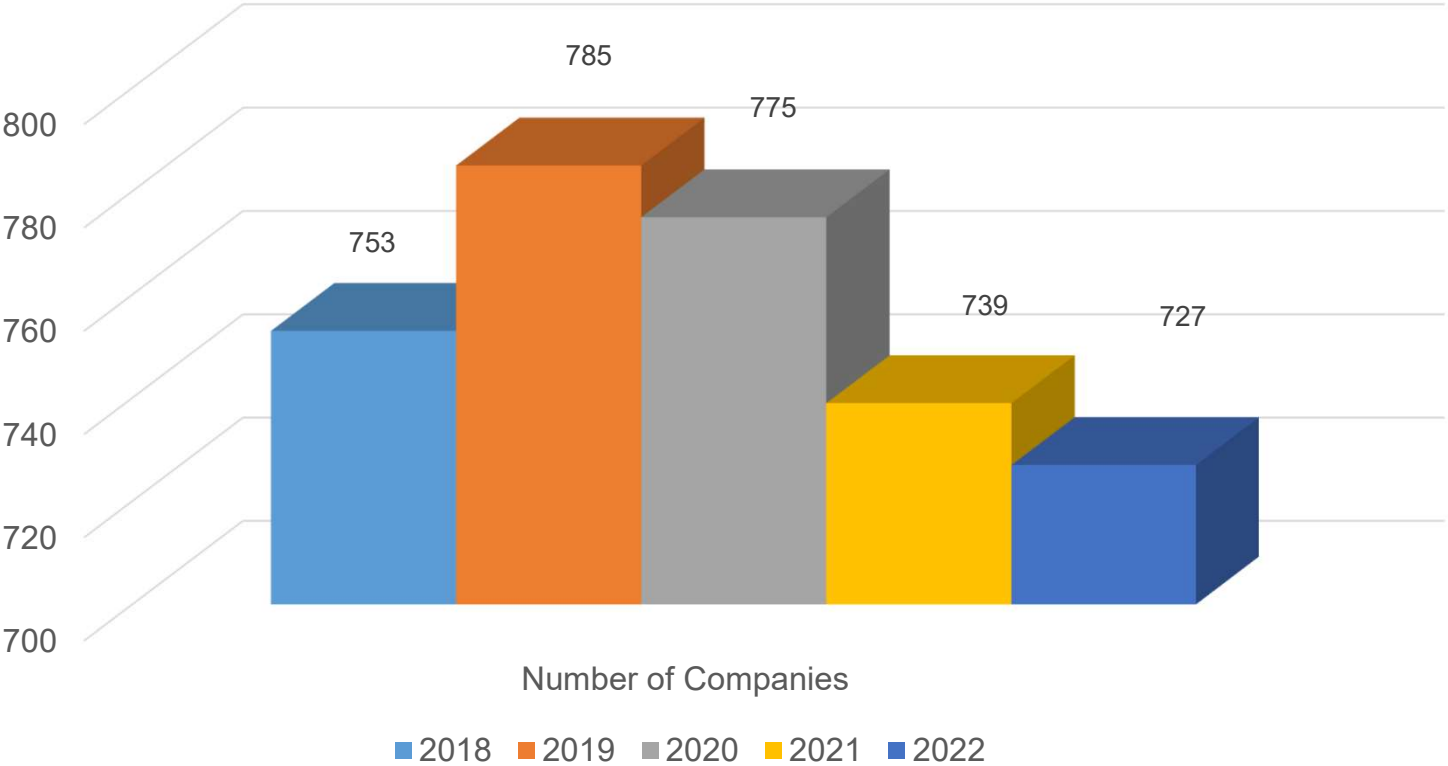


# Market Overview

## Number of Insurance Brokers & Agencies

Number of Companies

Unit : Company



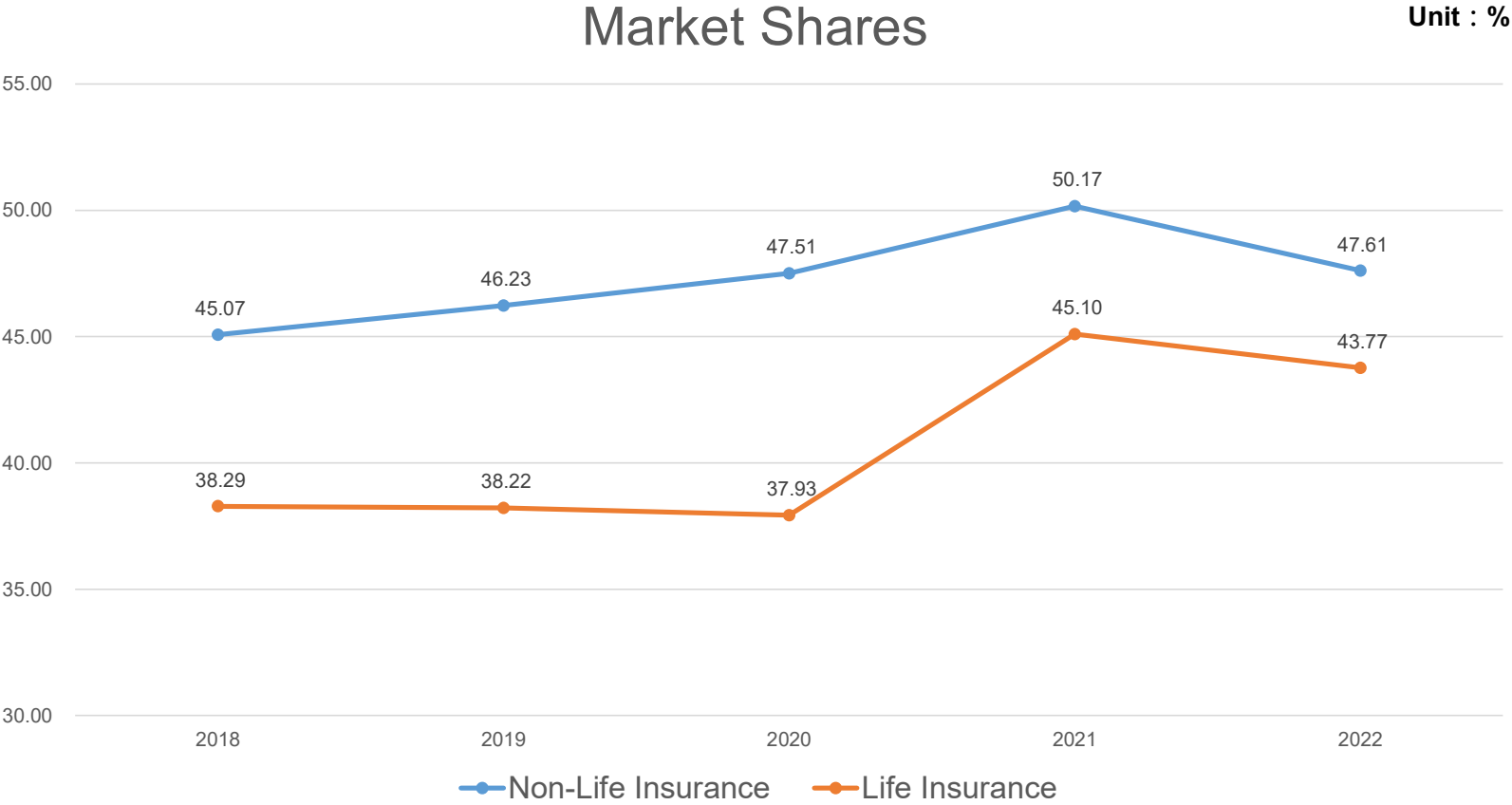


Source: Taiwan Insurance Institute



# Market Overview

## Market Shares of Insurance Brokers & Agencies





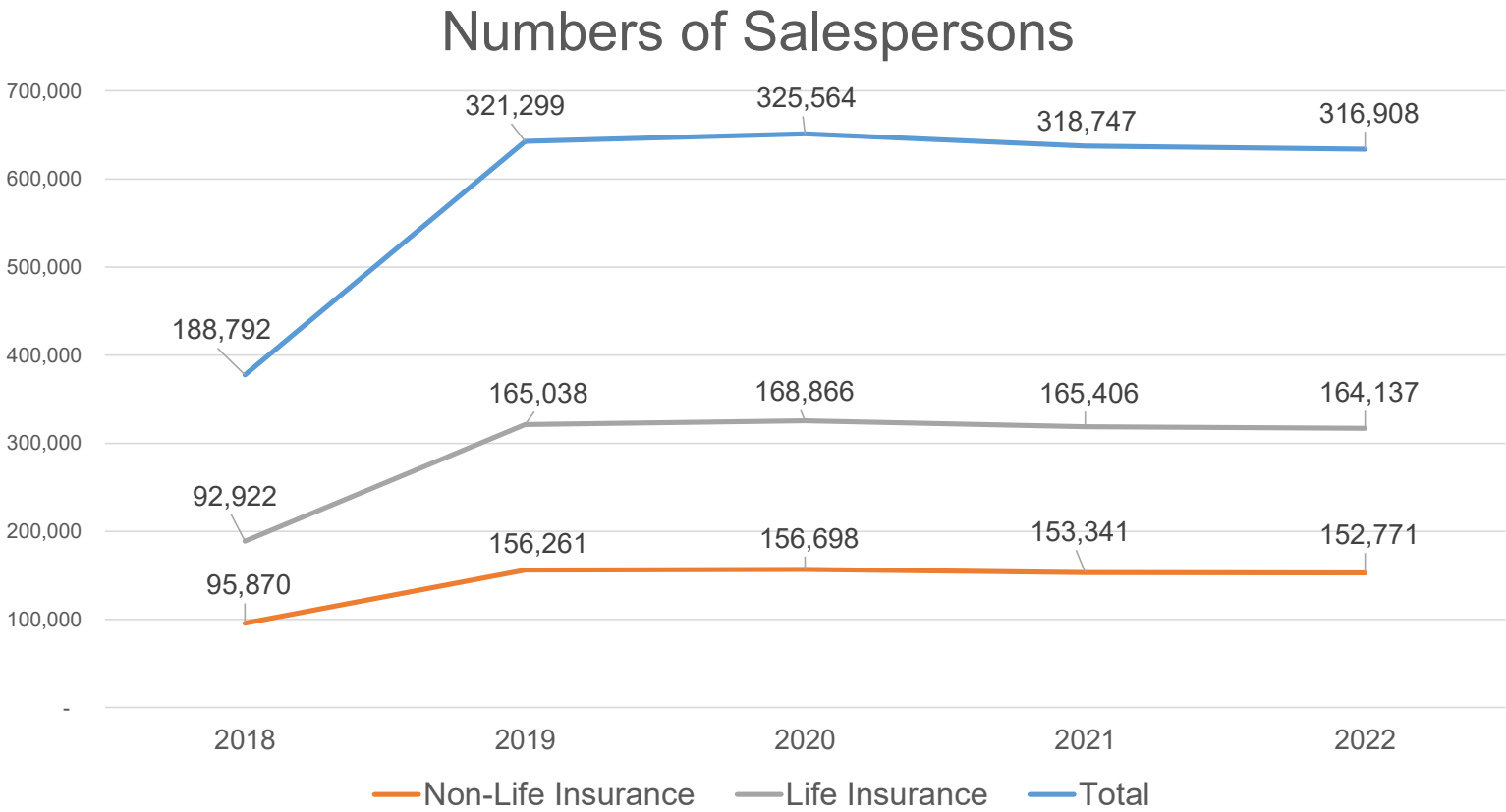
Source: Taiwan Insurance Institute



# Market Overview

## Number of Salespersons

Unit : Person



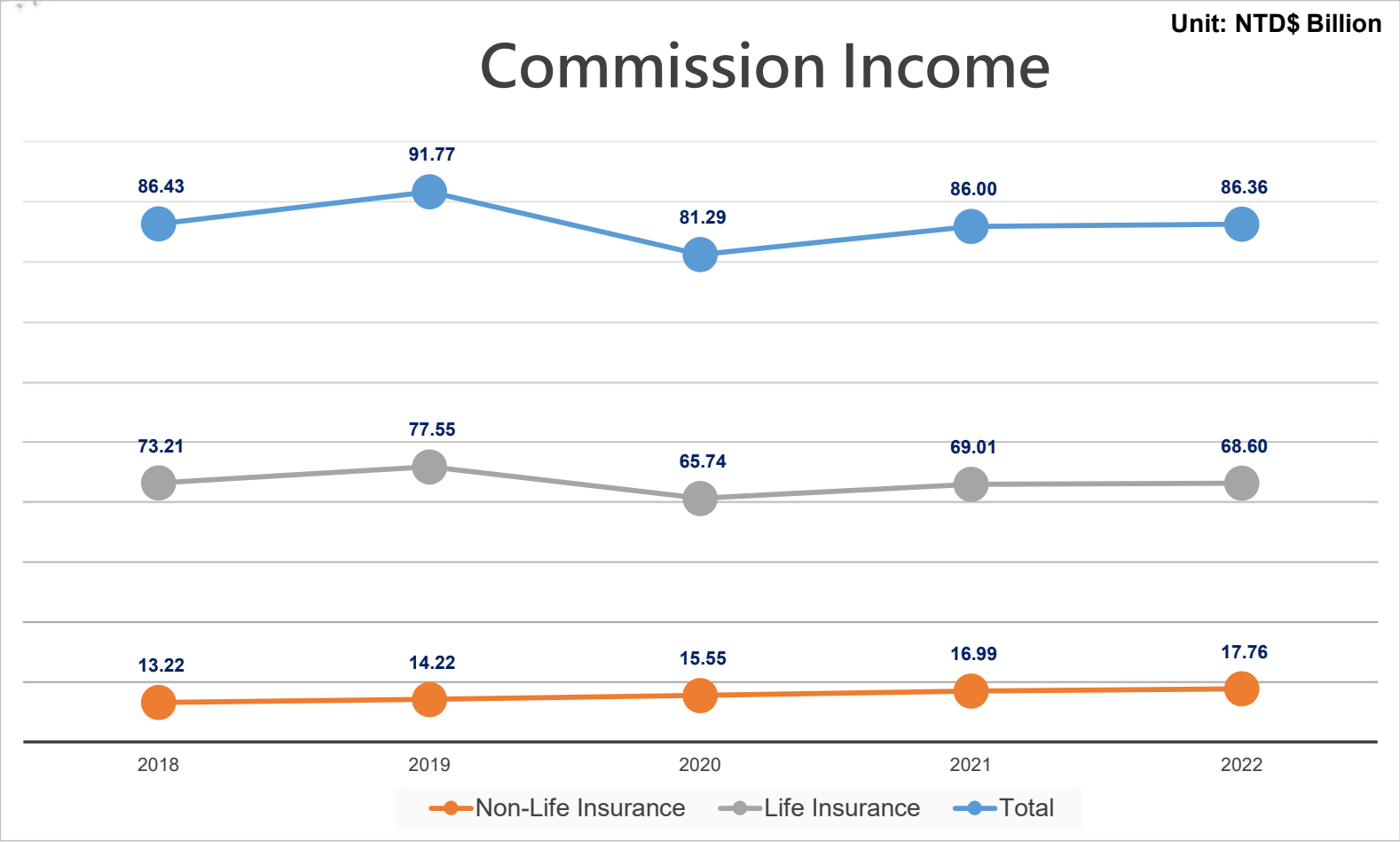




Source: Taiwan Insurance Institute



# Market Overview





# Market Overview

## Statistics of Sources of Life Insurance Premium Income January to June in 2023

Unit: NT\$ Million

Source	Insurance Company	Bank Brokers & Agencies	Traditional Brokers & Agencies	Total
Premium income	107,611	107,657	47,963	263,231
Percentage ( % )	40.88	40.90	18.22	100.00
Life (Individual)	60,075	97,422	15,975	173,472
Annuity (Individual)	3,650	567	133	4,351
Investment (Individual)	21,675	9,403	26,017	57,096
Health & Accident (Individual)	15,463	167	2,986	18,616

## Statistics of Sources of Life Insurance Premium Income January to June in 2022

Unit: NT\$ Million

Source	Insurance Company	Bank Brokers & Agencies	Traditional Brokers & Agencies	Total
Premium income	111,225	159,260	44,545	325,030
Percentage ( % )	35.31	50.55	14.14	100.00
Life (Individual)	61,366	126,810	17,650	205,826
Annuity (Individual)	4,601	5,667	462	10,729
Investment (Individual)	25,267	26,494	21,901	73,662
Health & Accident (Individual)	13,609	149	2,115	15,873

Source: Life Insurance Association of the Republic of China



# Market Overview

## Statistics of Life Insurance Premium Income January to June in 2023

Unit: NT\$ Million

Year	Item	January to June in 2023	January to June in 2022	YOY ( % )
First Year	Tradition	206,135	241,368	(14.6)
	Investment	57,096	73,662	(22.5)
	Total	263,231	315,030	(16.4)
Continuation Year	Tradition	712,290	745,980	(4.5)
	Investment	41,683	40,818	2.1
	Total	753,973	786,798	(4.2)
Total	Tradition	918,425	987,348	(7.0)
	Investment	98,779	114,480	(13.7)
	Total	1,017,204	1,101,828	(7.7)

Source: Life Insurance Association of the Republic of China



# Market Overview

## Statistics of Non-Life Insurance Premium Income January to June in 2023

Unit: NT\$ Million

Item	Item2	January to June in 2023	January to June in 2022	YOY ( % )
Fire & Transportation	Fire and marine insurance	28,762	24,520	17.3
	Automobile and aviation	61,836	56,792	8.9
	Subtotal	90,598	81,312	11.4
Miscellaneous	Engineering liability and credit insurance	15,556	14,216	9.4
	Accident health and others	18,440	19,933	(7.5)
	Subtotal	33,996	34,149	(0.4)
	Total	124,594	115,461	7.9

Source: Life Insurance Association of the Republic of China

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# Business Performance



# Business Performance

## Financial Report

### Consolidated Statements of Comprehensive Income

Item	Unit : NTD\$ Thousand ;EPS Unit : NTD\$		
	2023 Q1-Q2	2022 Q1-Q2	YoY
Operating Revenue	\$364,334	\$372,666	-2.2%
Operating Costs & Expenses	340,598	336,380	1.3%
Gross Profit(Note 1)	23,736	36,286	-34.6%
Non-operating income and expenses	5,277	10,662	-50.5%
Net Profit Attributable to: Owners of the Company	\$23,784	\$39,343	-39.5%
Earnings Per Share	\$0.95	\$1.57	-39.5%
*The EPS calculation basis for the second quarter of 2023 is 25,024 thousand shares			

Note 1: The performance of traditional life insurance increased in the first year,

the cost in the first year was higher, and the cost of handling overseas incentive

travel for the first time after the epidemic increased.

Note 2: The cash dividends of FVOCI financial assets are used to reduce the number of dividend distributions due to the impact of asset evaluation in 2022.







# Business Performance

## Consolidated Balance Sheets

Unit : NTD\$ Thousand

Item	2023/6/30	2022/6/30	YoY
<b>Total assets</b>	<b>\$727,052</b>	<b>\$725,728</b>	<b>0.2%</b>
Current assets	339,397	352,927	-3.8%
Non-current assets	387,655	372,801	4.0%
<b>Total liabilities</b>	<b>\$216,390</b>	<b>\$213,520</b>	<b>1.3%</b>
Current liabilities	\$133,129	\$146,460	-9.1%
Non-current liabilities(Note)	\$83,261	\$67,060	24.2%
<b>Total equity</b>	<b>\$510,662</b>	<b>\$512,208</b>	<b>-0.3%</b>



Note: Due to the improvement in the performance of traditional insurance policies in the first year, the corresponding contract assets and contract liabilities - non-current increased simultaneously.



# Business Performance

## CONSOLIDATED STATEMENTS OF CASH FLOWS

Unit : NTD\$ Thousand

Item	2023 Q1-Q2	2022 Q1-Q2	YoY
Cash flows from operating activities	\$31,744	\$44,202	-28.2%
Cash flows from investing activities	14,316	-2,232	741.4%
Cash flows from financing activities(Note)	-\$78,125	-\$75,363	-3.7%
Balance of cash and cash equivalents, at beginning of year	\$107,115	\$85,354	25.5%
Balance of cash and cash equivalents at end of year	\$75,050	\$51,961	44.4%



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Note: Cash dividend payment and payment of business office rental fees, etc.



# Business Performance

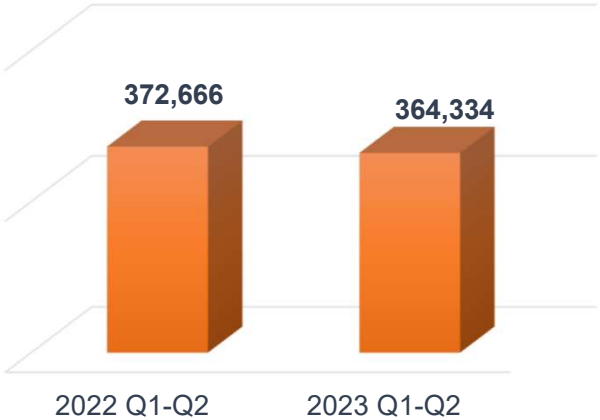
## Revenue

2019-2023 Q1-Q2

Unit : NTD\$ Thousand



## Revenue 2022vs2023 Q1-Q2

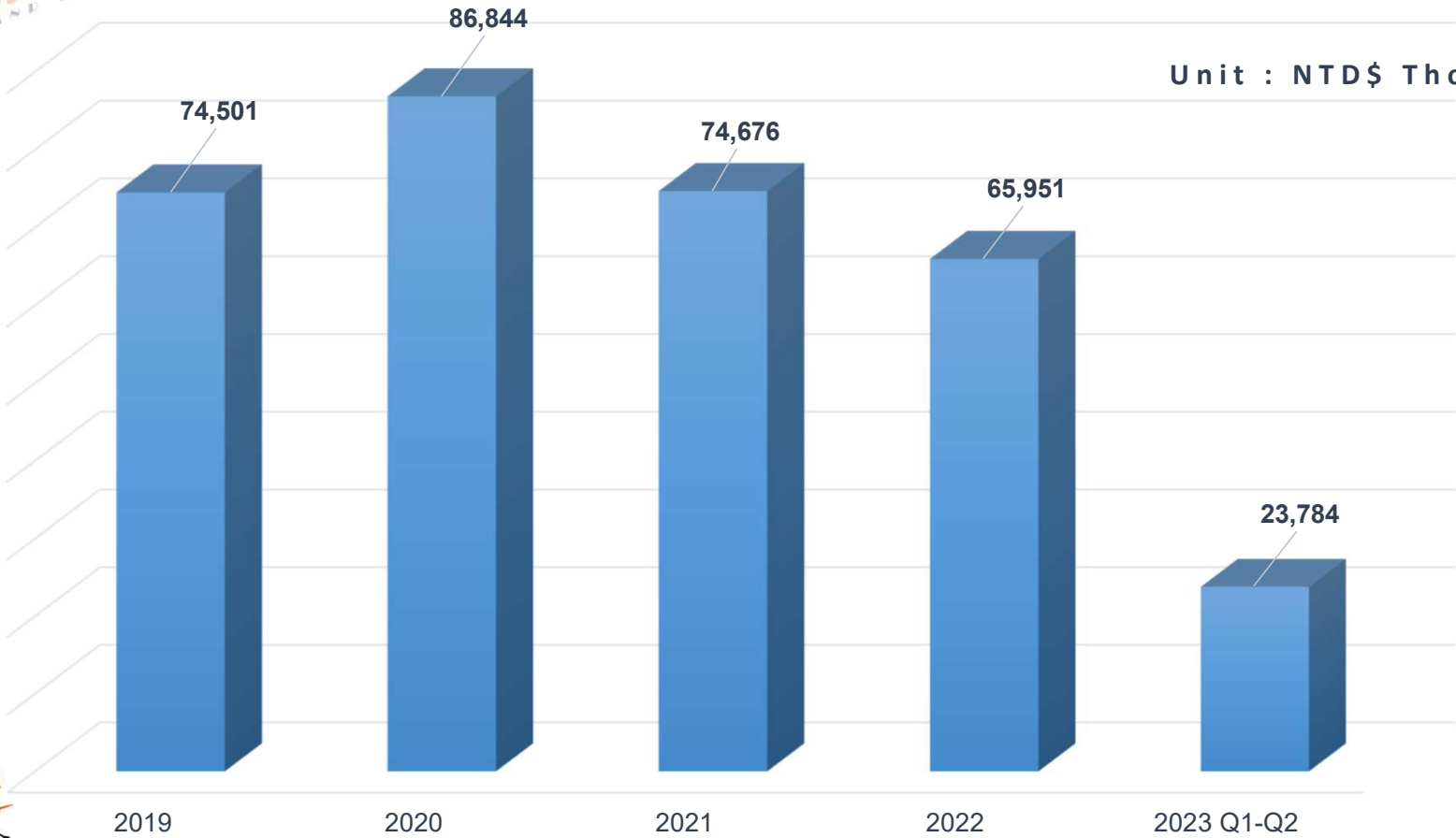




# Business Performance

## Net Profit Attributable to Owners 2019-2023 Q1-Q2

Unit : NTD\$ Thousand



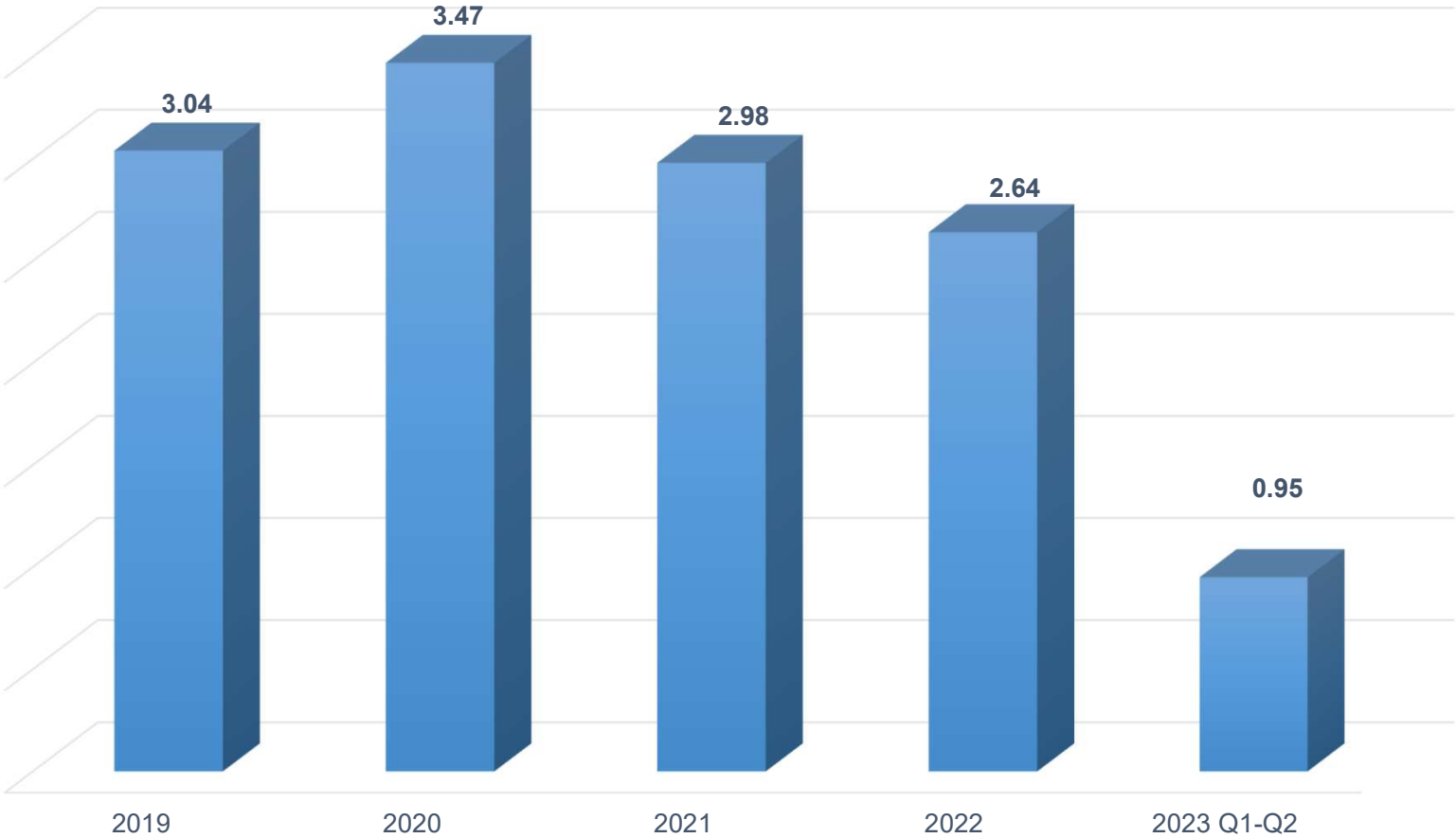
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# Business Performance

Earning Per Share 2019-2023 Q1-Q2

Unit: NTD\$

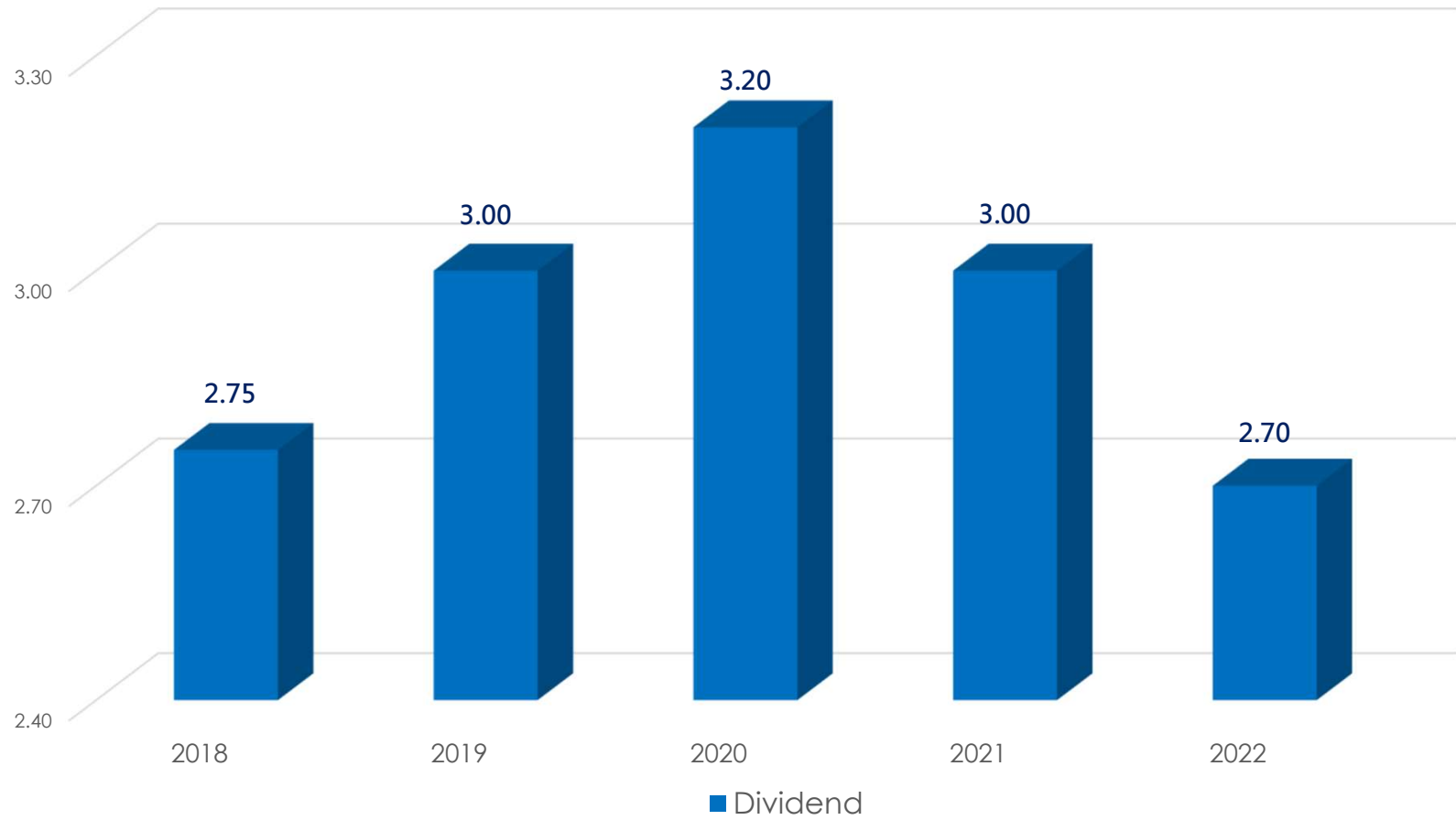




# Business Performance

Dividend Per Share 2018-2022

Unit: NTD\$





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# Important Events



# Important Events

Taiming won the Faith, Hope & Love Awards of Insurance for Social Responsibility-Selected Nominee held by Modern Insurance Magazine. Taiming corporate culture is to promote social welfare, care for disadvantaged groups, and enhance social welfare.





# Important Events

Taiming won the "Outstanding Enterprise" award at the 20th National Brand Yushan Award.

Taiming has won the award for two consecutive years and has been recognized as the "Outstanding Enterprise".





# Invest in Financial Technology

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# Digital Development

## The Trend of Insurance



**Sales 1.0(Paper)**



**Paper document  
Face to Face**



**Sales 2.0(Mobile)**

**One iPad  
Face to Face**



**Sales 3.0(Video)**

**One iPad  
One iPhone  
Video Conference**

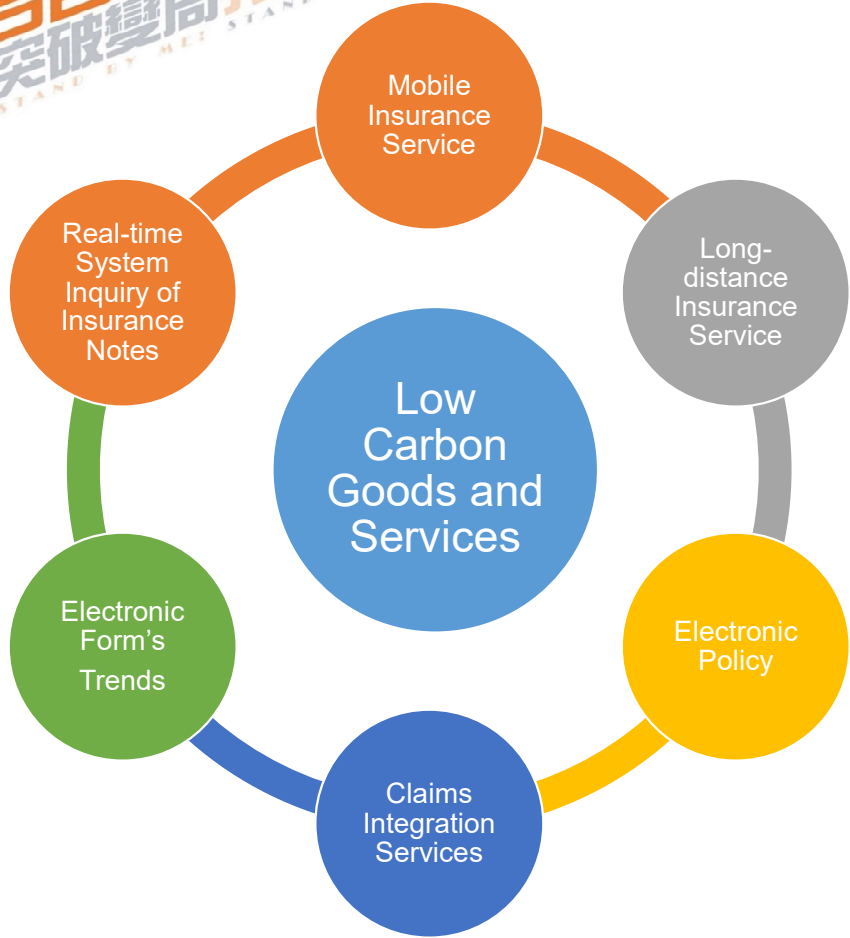


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# "Green Finance Action 3.0"

## Operational net emissions trends







# International Standard Certification

# ISMS



# PIMS

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# Q & A



For further information:  
Website: <https://www.tabc.com.tw>



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