



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

2002-2022
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Taiming Assurance Broker Co., Ltd Investor Conference 2022 Q2 Review





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

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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



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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 Taiming 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.



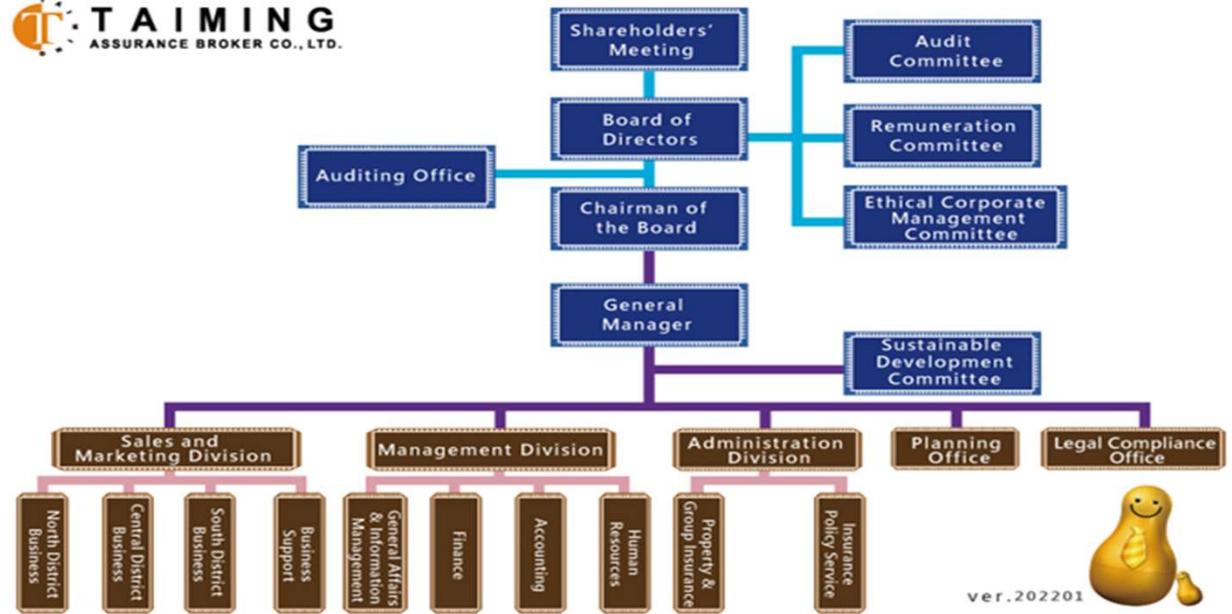


Taiming Advantages

4

Integrated organizational structure

Provide the salespersons the thoughtful and expedited administrative services.



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**.



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- 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.**
Launched the **mobile insurance platform**
- 2018年
Won the “**Outstanding Sustainability Award**” from BSI Taiwan



- 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



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Company Profile



Domestic Location

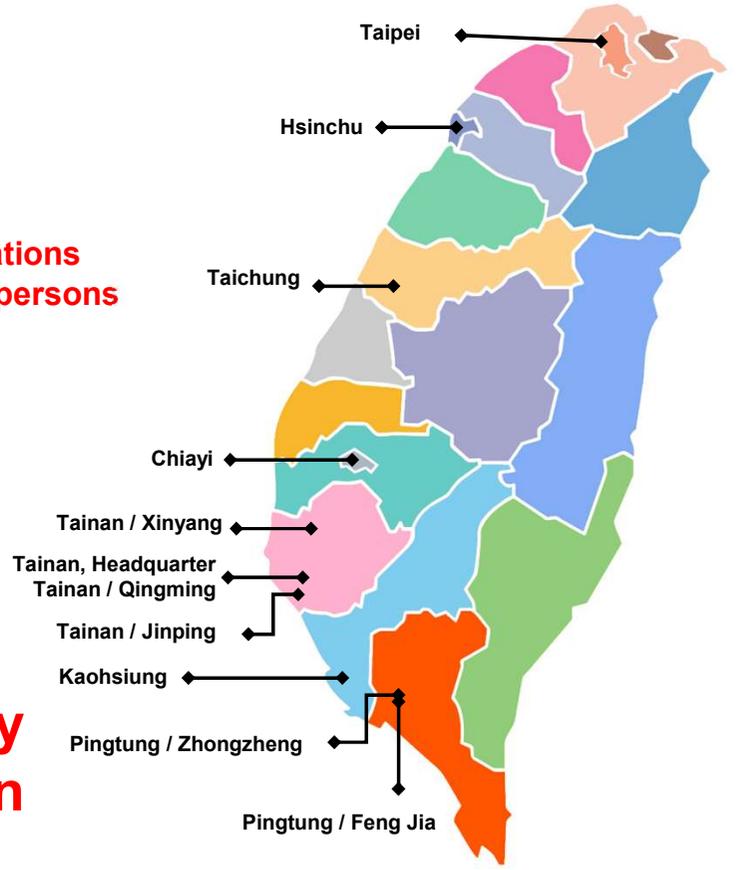
13 Locations
3,500 Salespersons

Taming Assurance Broker Co., Ltd.



Link-Aim Life Insurance Broker Co., Ltd.

11 Locations
430 Salespersons



24 Locations & nearly
4,000 salespersons in
total



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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

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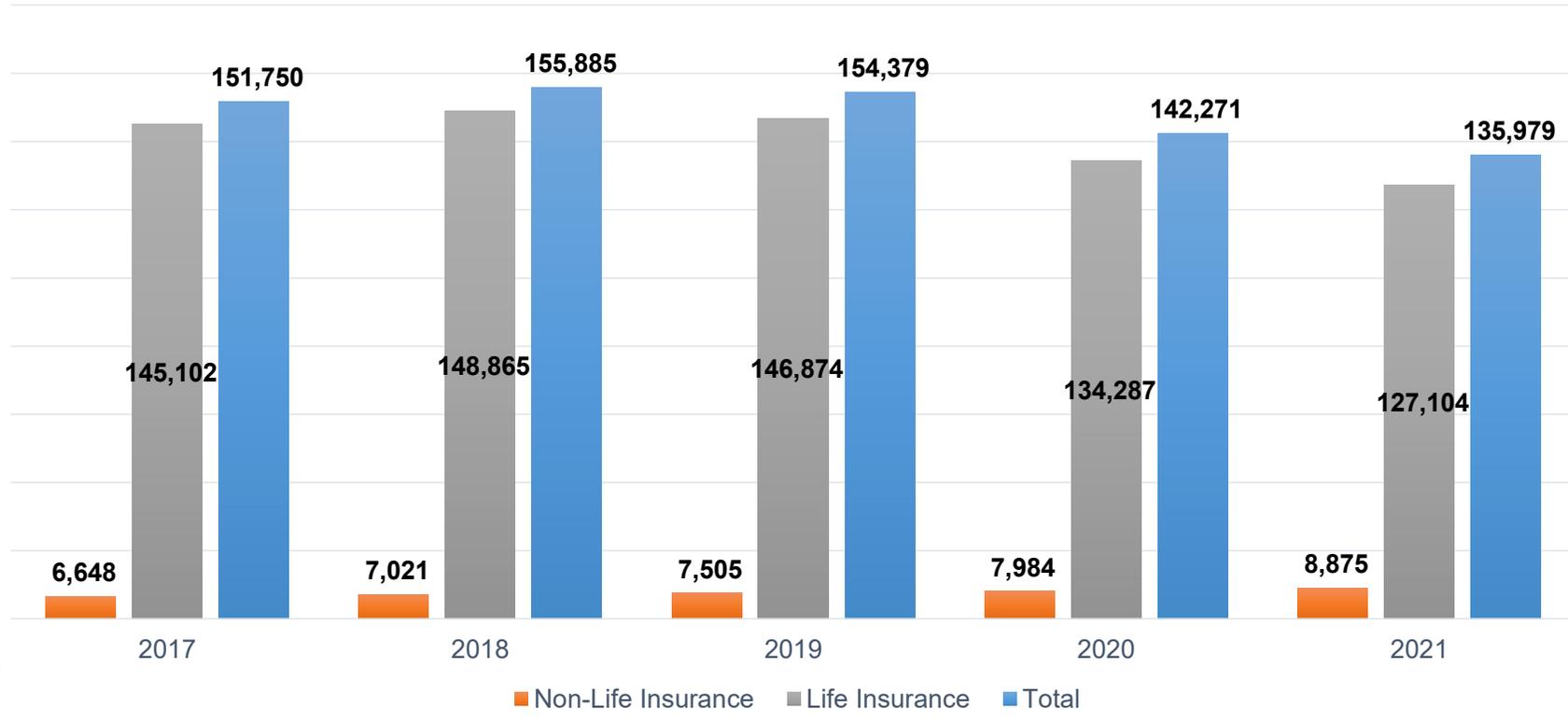
The Key Statistics For Insurance

Market
Overview



Insurance Density

Unit: NTD\$



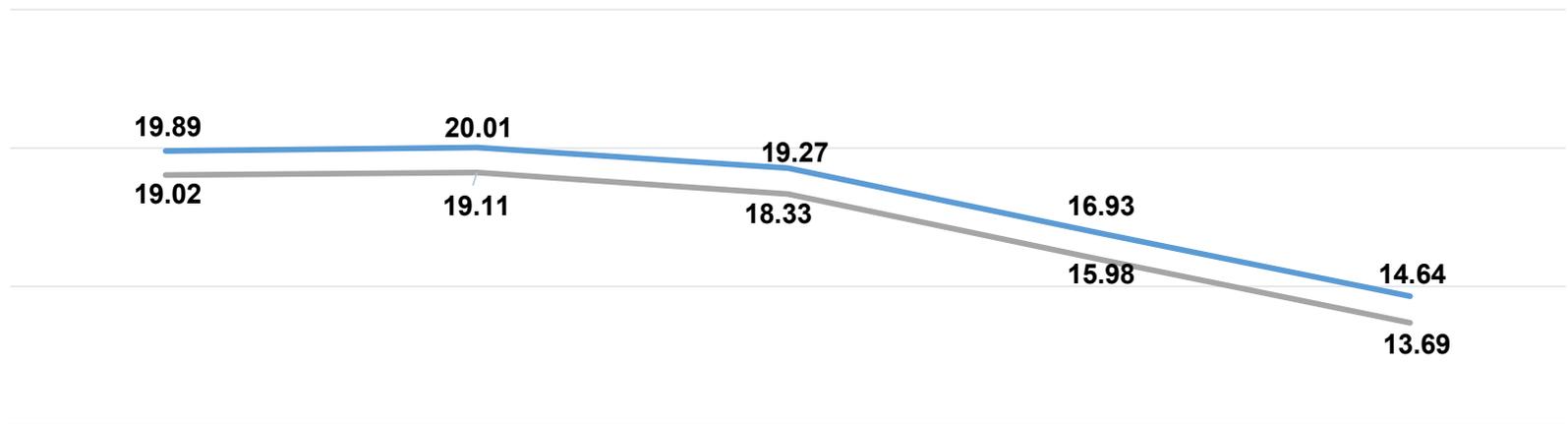
Insurance Density : average insurance expenditure per capita.
Source: Taiwan Insurance Institute





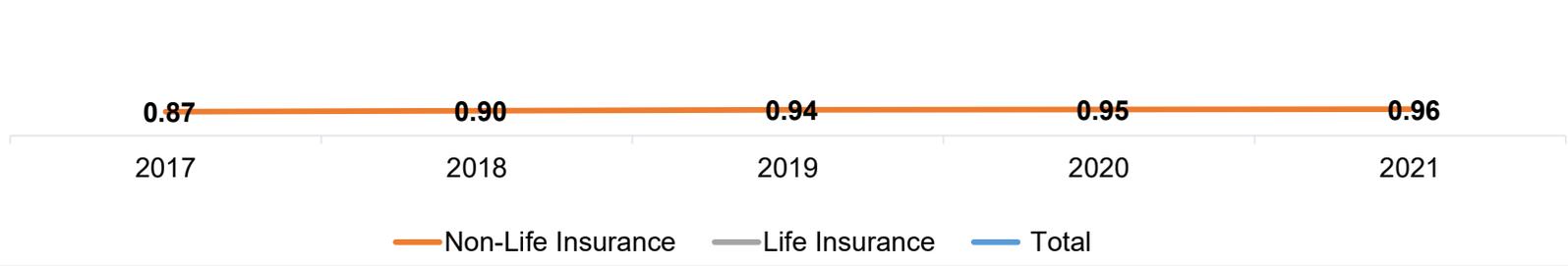
Insurance Penetration

Unit : %



Insurance Penetration: the ratio of insurance premium to GDP.

Source: Taiwan Insurance Institute





Market Overview

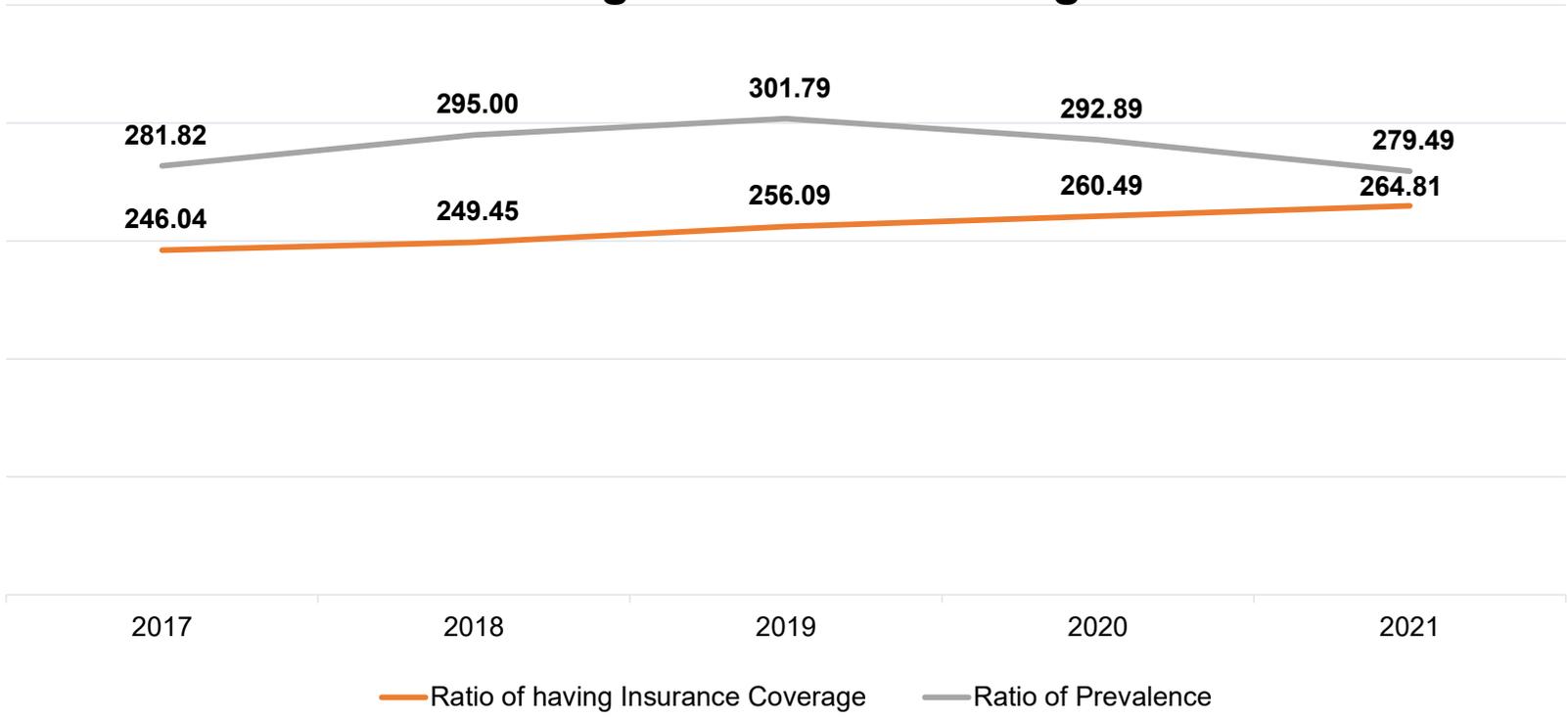
Life Insurance and Annuity

Unit : %

Ratio of Having Insurance Coverage & Prevalence

Ratio of having insurance coverage of life insurance and annuity: the ratio of number of in-force policies of life insurance and annuity to the number of population.
Ratio of prevalence of life insurance and annuity: the ratio of sum assured of in-force policies of life insurance and annuity to national income.

Source: Taiwan Insurance Institute



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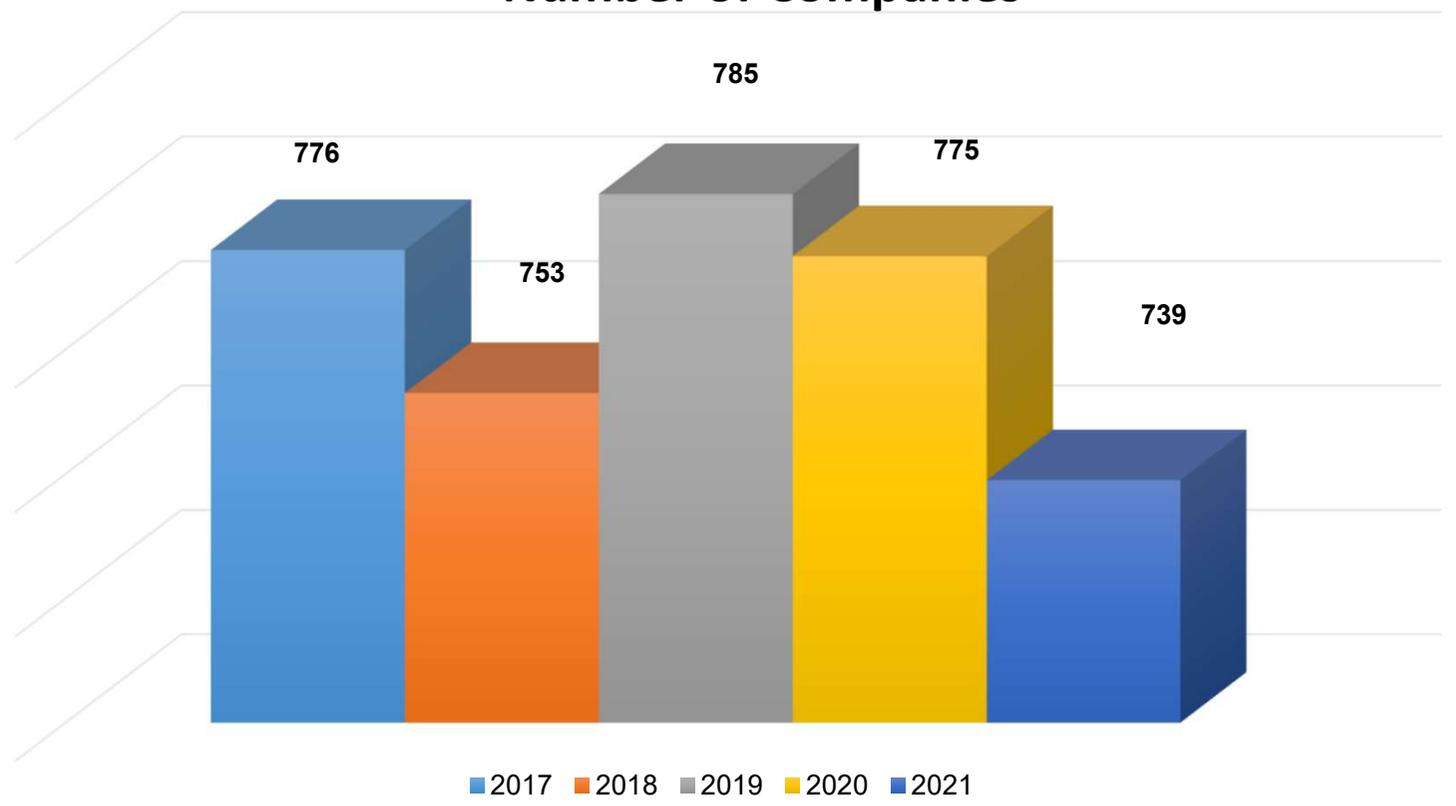
Business Statistics of Insurance Brokers & Agencies

Market
Overview



Number of Insurance Brokers & Agencies

Number of Companies



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

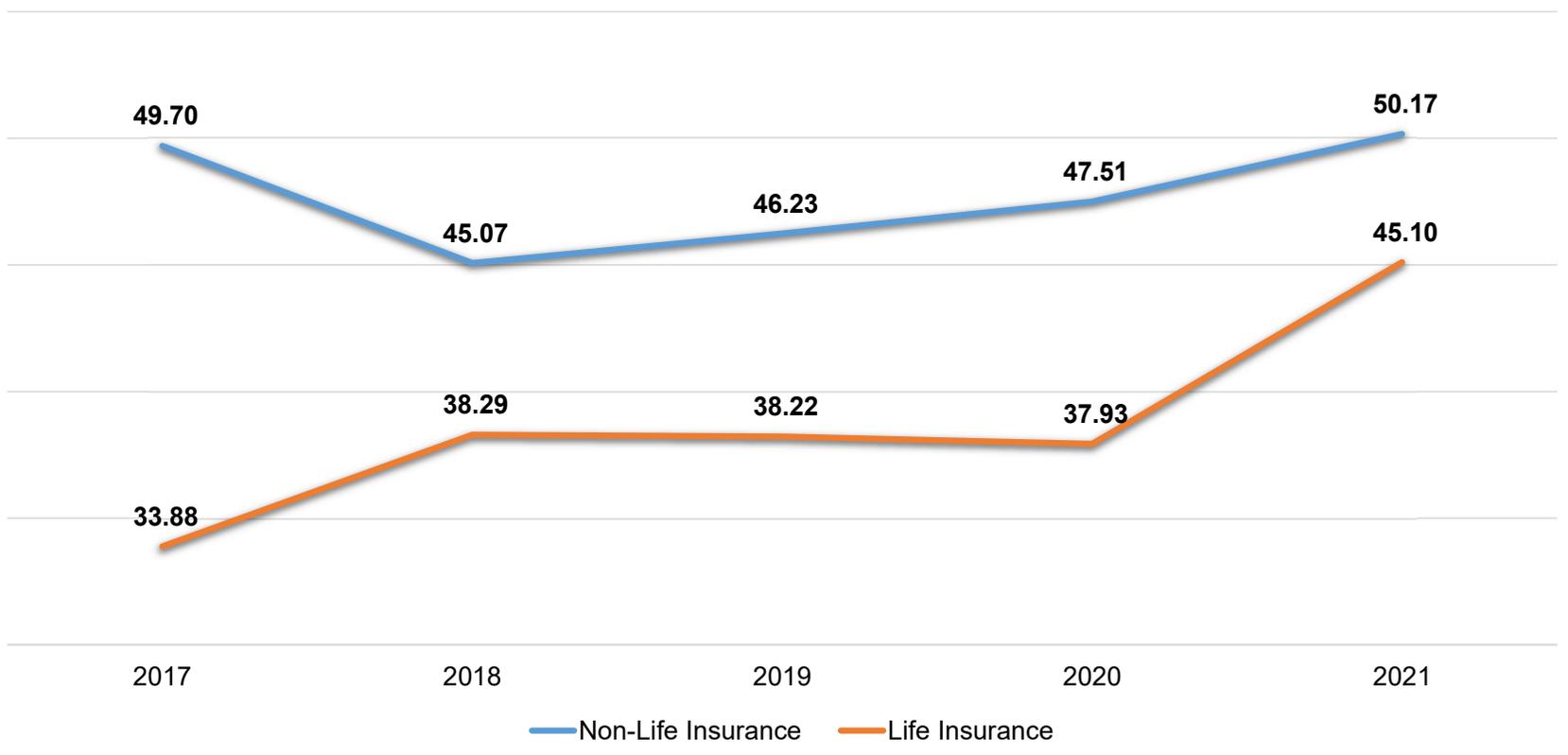
Source: Taiwan Insurance Institute





Market Shares of Insurance Brokers & Agencies

Market Shares Unit : %



Source: Taiwan Insurance Institute

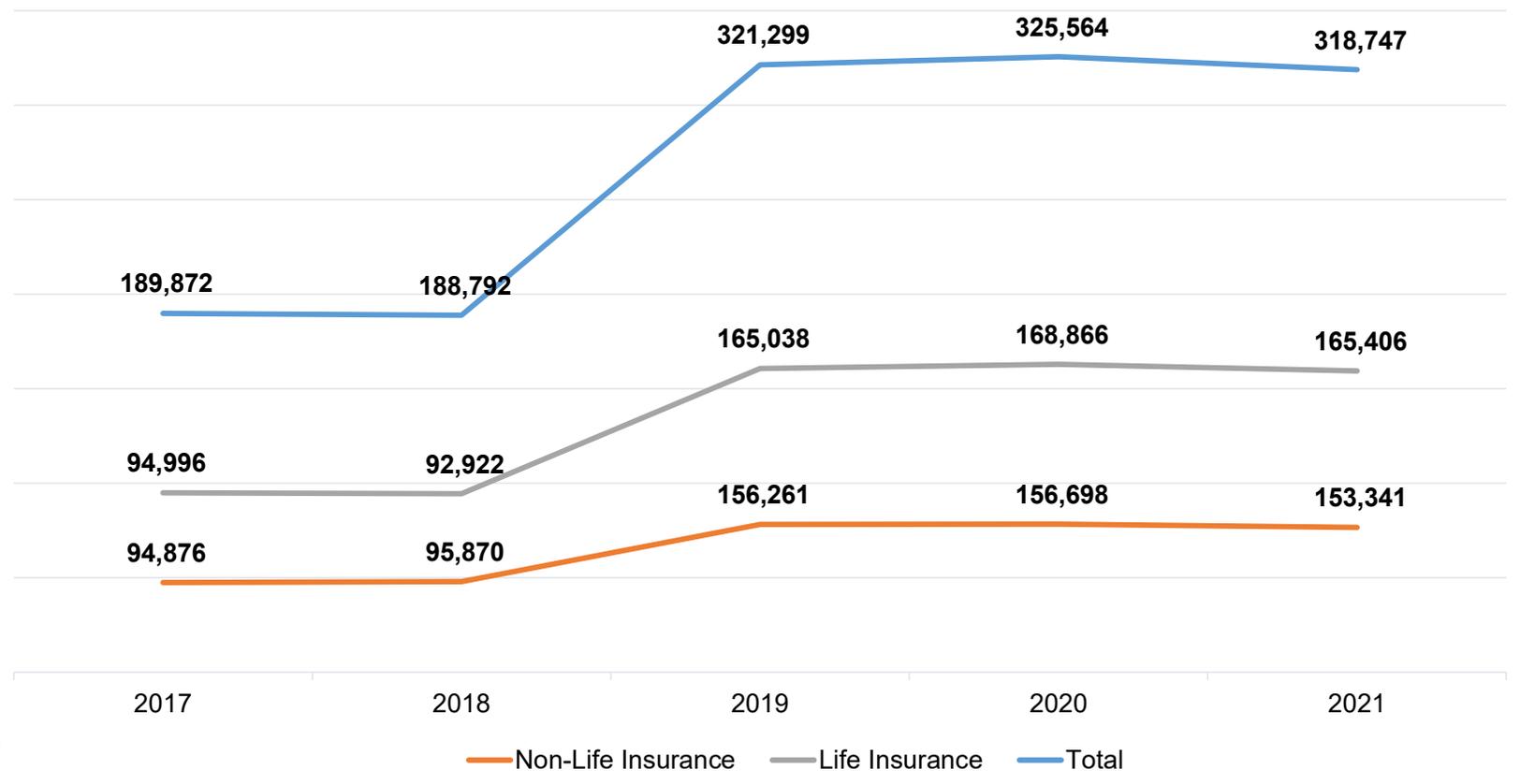


Market Overview



Number of Salespersons

Unit : Person



Source: Taiwan Insurance Institute

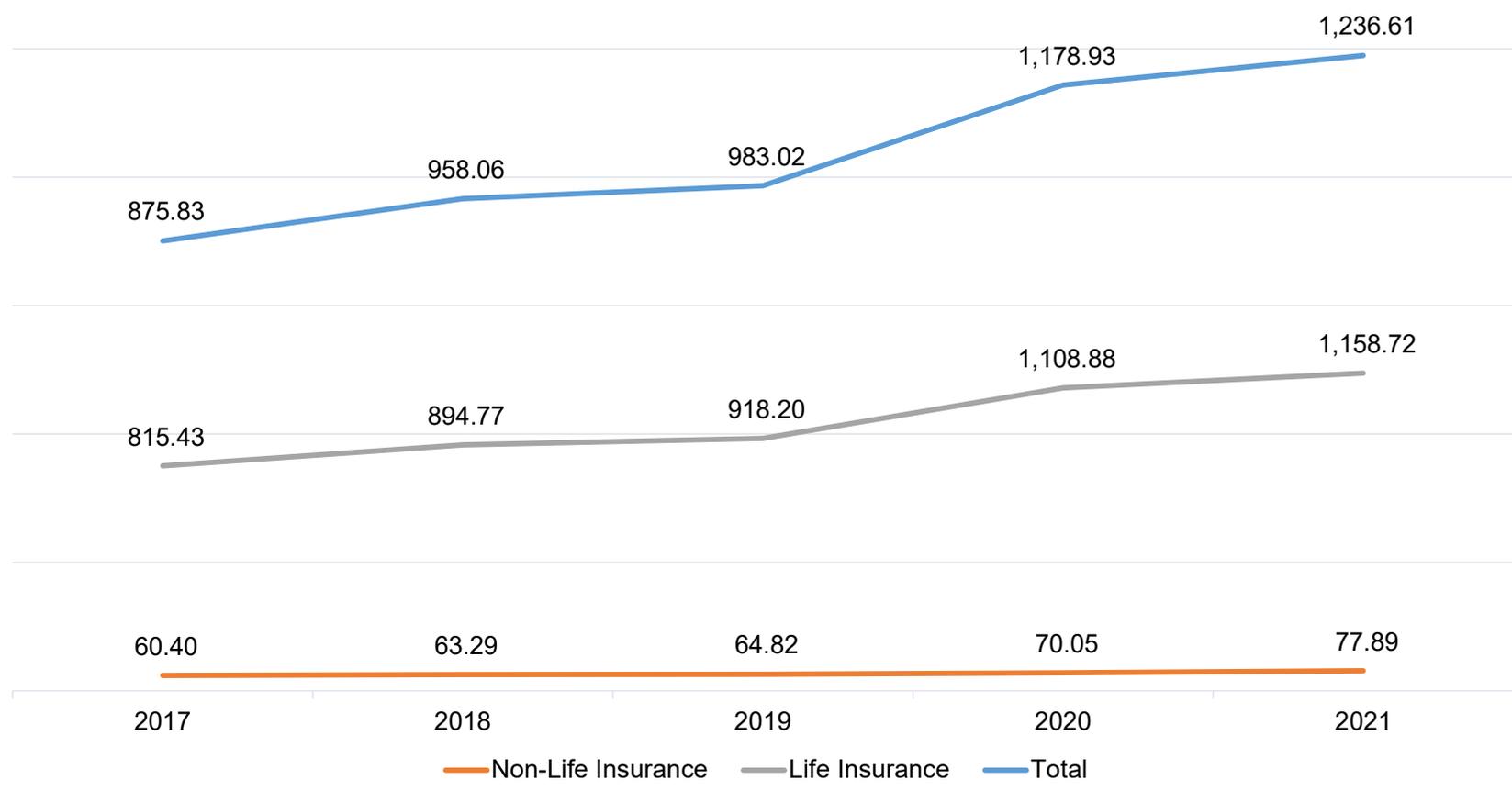


Market Overview



Premium Income

Unit: NTD\$ Billion



Source: Taiwan Insurance Institute



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Business Performance

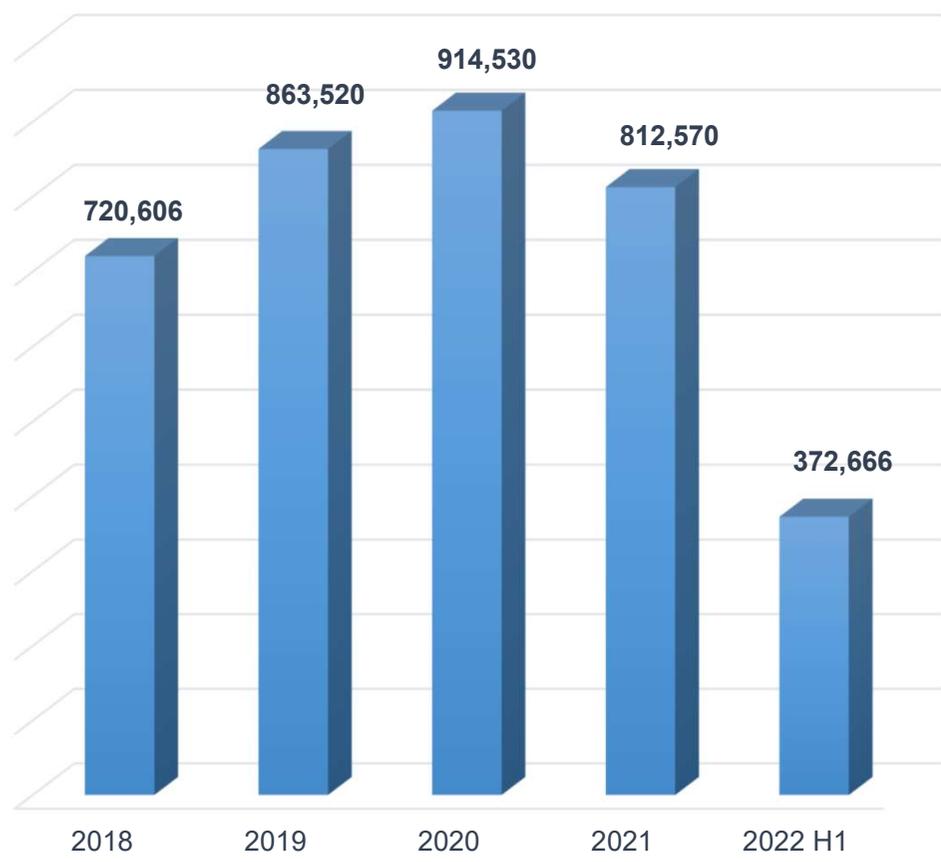


Business Performance

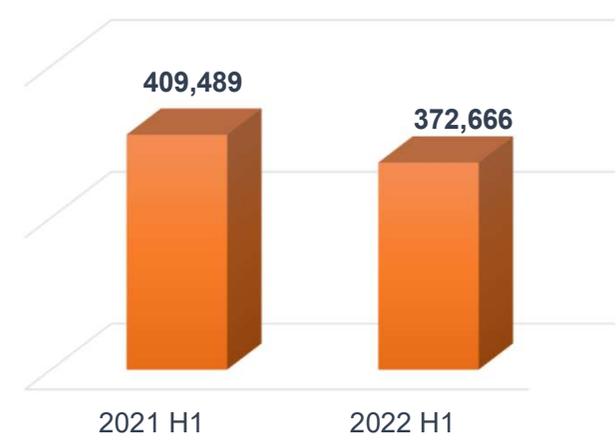
Revenue

2018-2022 H1

Unit : NTD\$ Thousand

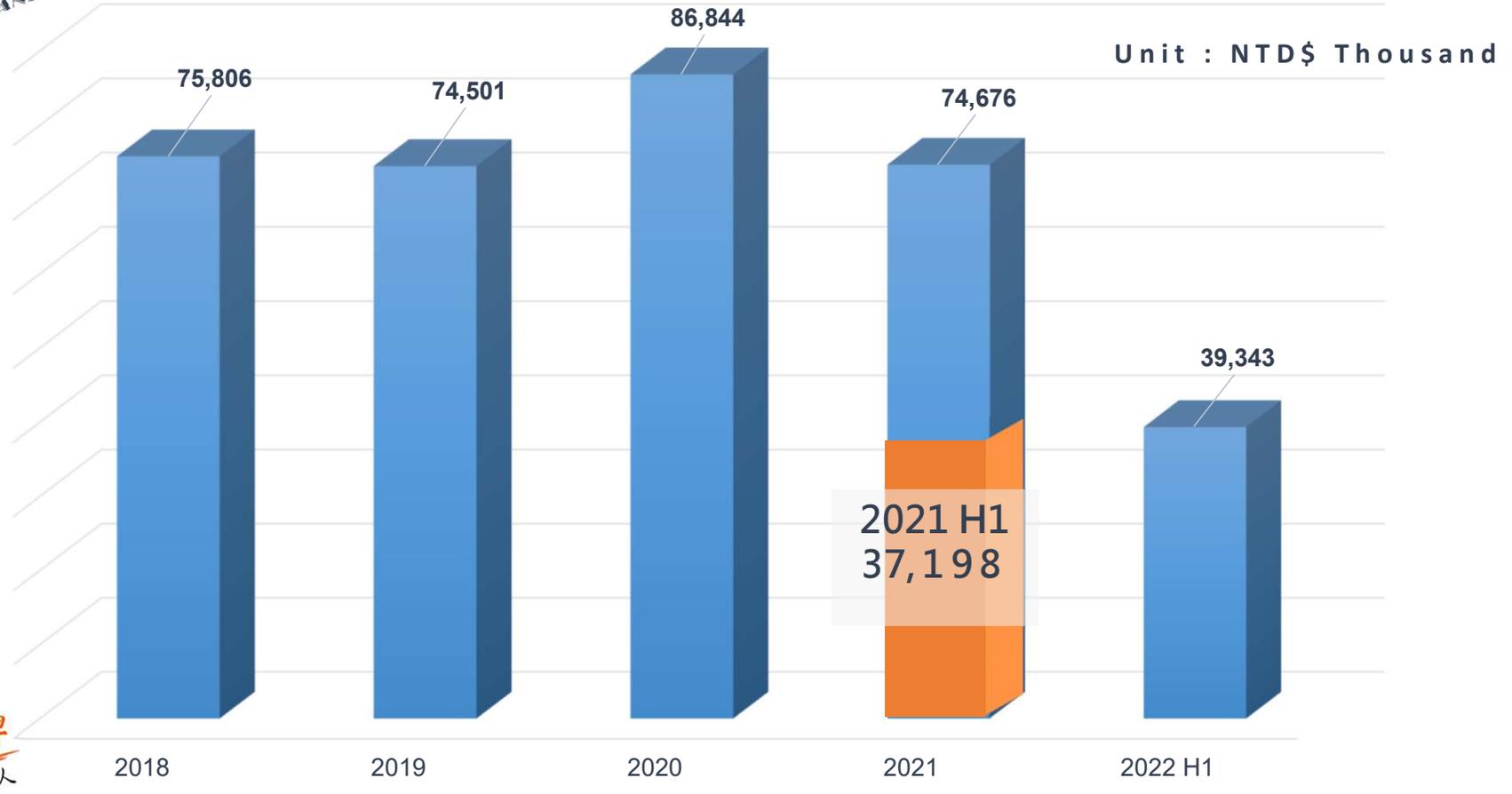


Revenue 2021vs2022 H1





Net Profit Attributable to Owners 2018-2022 H1

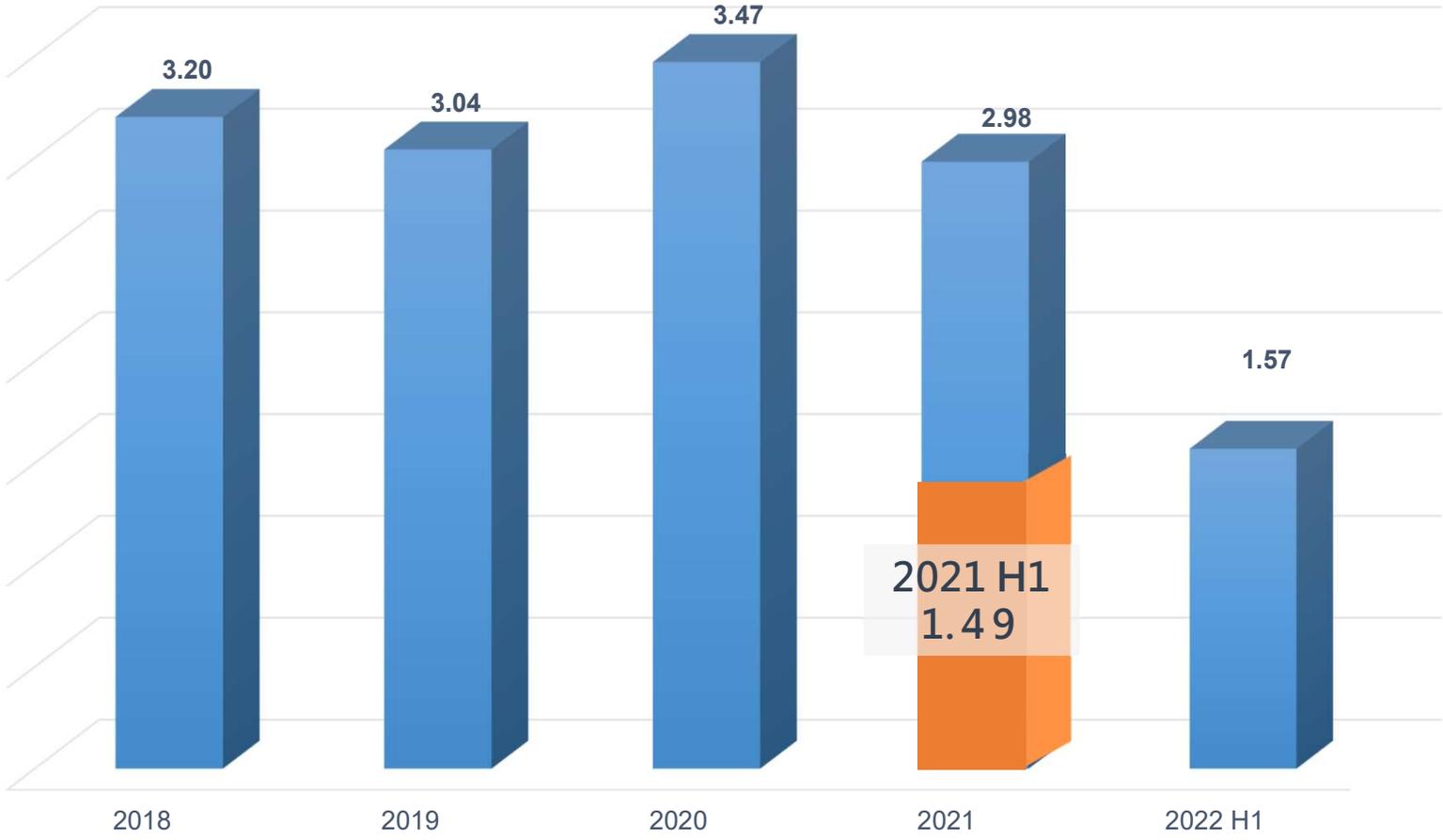




Business Performance

Earning Per Share 2018-2022 H1

Unit: NTD\$

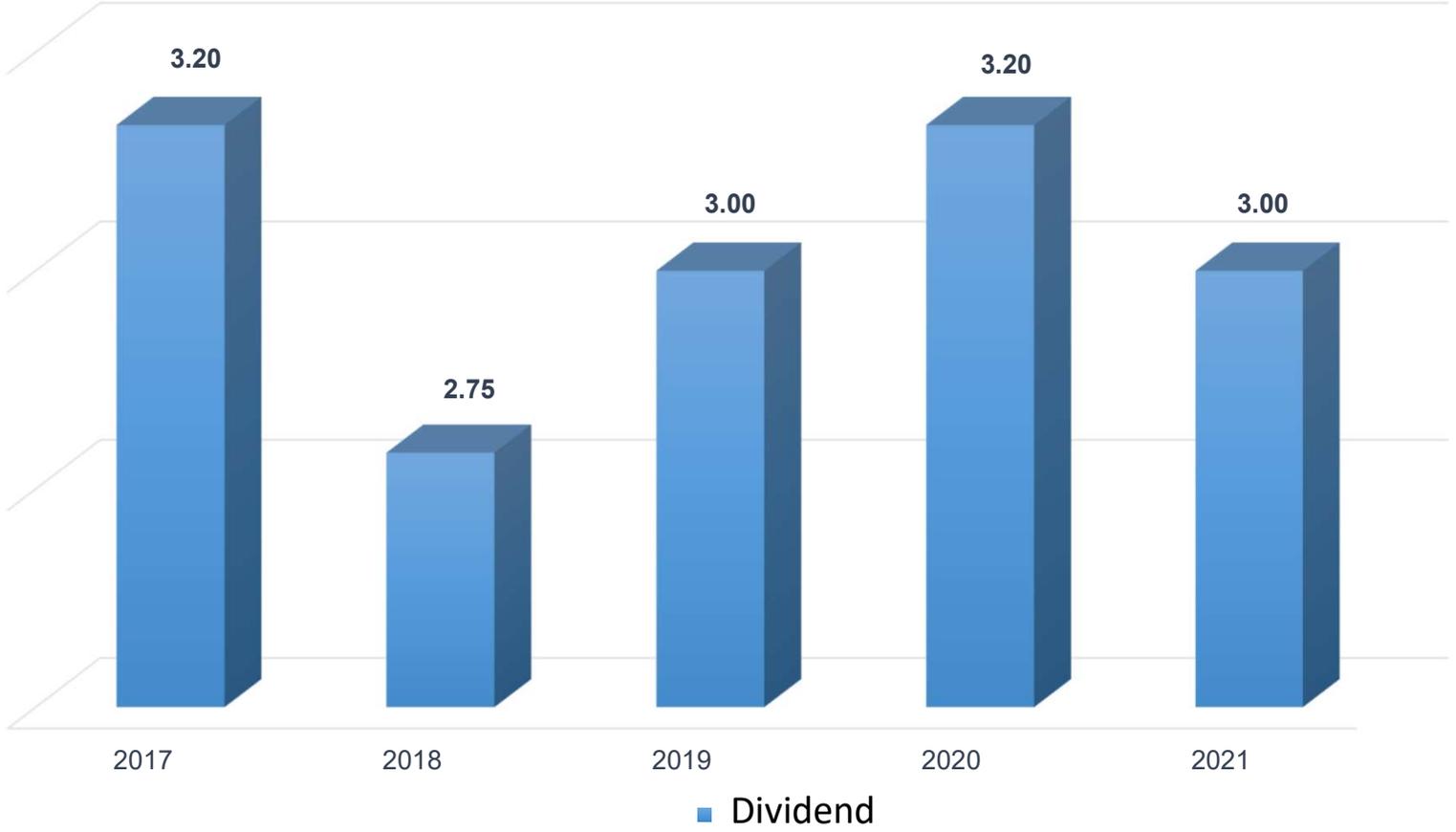




Business Performance

Dividend Per Share 2017-2021

Unit: NTD\$



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Business Performance

Financial Report Consolidated Balance Sheets

Unit : NTD\$ Thousand ;EPS Unit : NTD\$

ITEM	2022 H1	2021 H1	YoY
Total Assets	\$725,728	\$824,225	-11.95%
Total Liabilities	213,520	210,156	1.6%
Total Equity	\$512,208	\$614,069	-16.58%

Note: The cash dividend of 2021 was paid in June 2022; however, the cash dividend of 2020 was paid in July 2021.



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Business Performance

Financial Report Consolidated Statements of Comprehensive Income

Unit : NTD\$ Thousand ;EPS Unit : NTD\$

ITEM	2022 H1	2021 H1	YoY
Operating Revenue	\$372,666	\$409,489	-8.99%
Operating Costs	288,961	322,858	-10.50%
Gross Profit	83,705	86,631	-3.38%
Profit from Operations	36,286	41,680	-12.94%
Net Profit Attributable to: Owners of the Company	\$39,343	\$37,198	5.77%
Non-controlling interests	-	-	
Earnings Per Share	\$1.57	\$1.49	5.37%



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Business Performance

Persistency Rate & Financial Indicators

Unit:%	2021	2020
Quality of Insurance Policy		
13 month persistency	98.02%	97.51%
25 month persistency	95.66%	95.28%
Return on Assets	9.48%	10.79%
Return on Equity	13.32 %	15.95%



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ESG Development & Outlook



ESG Development & Outlook

ESG Strategies

Environment



- Actively implement energy conservation and carbon reduction measures, pay attention to the carbon emission status of its own operations, and set carbon reduction goals and continue to improve to strengthen organizational resilience in response to climate change.
- Create a paperless enterprise, continue to promote digital financial tools, improve the efficiency of resource use, and reduce the impact of waste on the environment.

Social



- Provide employees with good welfare and training courses, improve the promotion system, and create a sustainable workplace that everyone admires.
- Continue to engage in social participation activities, maintain good relations with local communities and social welfare organizations, and hope to become a support of the local community.

Governance



- Continue to enhance the board of directors' functions, and strengthen the board's sustainable constitution and governance performance.
- Provide high-quality products and services for retired life of our customers, and uphold the principle of fair customer treatment, strengthen information security capacity, and protect the rights and interests of customers.



Three Strategies for Low-Carbon

Green Procurement	Green Operation	Green Service
<ul style="list-style-type: none"> ✓ FSC Certification Toilet Paper ✓ PEFC Certification Photocopying Paper 	<ul style="list-style-type: none"> ✓ Electronic administrative processes ✓ Video conference ✓ Control temperature for air conditioner ✓ Turn off the lights for an hour at noon ✓ Promote Earth-hour 	<ul style="list-style-type: none"> ✓ Promote mobile insurance ✓ Promote video insurance platform ✓ Promote online insurance ✓ Promote paperless e-policy



ESG Development & Outlook

Executive Performance

Environment



- In 2021, the electricity saving by replacing the air conditioner and LED lamps was 7,840 kWh, and the converted carbon reduction reached 3,936 kg/CO₂e.
- Promote the mobile insurance platform, increase the efficiency of energy and resource use, and reduce the use of paper by 21,135 sheets, with a carbon reduction of 380 kg/CO₂e.
- Using the electronic document system and application fee system, the paper usage was reduced by 11,000 sheets in 2021, and the converted carbon reduction reached 198 kg/CO₂e.
- Using the video conferencing system to reduce carbon emissions from commuting, 12 round-trips for education and training in the central and southern regions, 24 executive meetings, and 10 manufacturer development meetings.
- In 2021, due to the impact of the epidemic, the implementation of home and diversion to work reduced water consumption by 43.8% compared with last year.



Performance Highlight



ESG Development & Outlook

Executive Performance

Social



- Colleagues get the education and training subsidy per year.
- Provide various training courses of the four major colleges for salesperson
- Cooperated with Hua-shan Foundation on the project for the elderly (New Year, Mid-Autumn Festival, Dragon Boat Festival), and pledged to donate 800 care gifts for the consecutive years.
- For 2 consecutive years, Kaohsiung Loyalty System has held charity material collection activities, donating to remote villages and disadvantaged groups.
- For two consecutive years, the Taipei-Chongqing unit held a Christmas wish-raising event and donated to Yi-gang Nursery Home.
- For 11 consecutive years, the three districts of North, Central and South have jointly responded to blood donation activities, with a cumulative number of participants reaching 3,500.
- For 17 consecutive years, he has donated scholarships to the Department of Finance and Economics of the University of Science and Technology, and the cumulative number of beneficiaries has reached 170. °

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ISO27001 Certificate

BS10012 Certificate



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Executive Performance

Governance



- Top 20% of listed companies in the 8th Corporate Governance Evaluation, and won this honor for six consecutive years.
- Actively implement perpetual finance, respond to the principle of perpetual insurance, and continue to provide social-friendly products and services such as retirement and nursing care for the elderly.
- The 2021 customer satisfaction survey was 95.34%.
- In 2016, it obtained the ISO27001:2013 international certification of information security management system.
- Completed the establishment of BS 10012:2017 Personal Information Management System Framework from 2017, and obtained BS 10012 verification in 2022.

ESG Official Website for Corporate Sustainability



20TH

2002 ~ 2022

2022

- ★ Passed BS10012:2017 Personal Information Management System (PIMS) International Standard Verification
- ★ Won the "2021 The Brand YUSHAN National Award " of Outstanding Enterprise Category
- ★ Received the "2022 Quality Brokerage Company" from Farglory Life.

2021

- ★ Six-hour legal compliance course self-built digital learning platform officially launched
- ★ Ranked top 20% in the 8th Corporate Governance Evaluation hosted by Taiwan Stock Exchange and Taipei Exchange
- ★ Won the "22+1th Faith, Hope & Love Awards of Insurance" from RMIM Inc as the Social Responsibility
- ★ Won the 2020 Corporate Social Report Bronze Prize of 2021 (14th) Taiwan Corporate Sustainability Awards Finance and Insurance categories
- ★ Tainan workplace 2.0 completed and started the new era of mobile office
- ★ Won the "Guardian Archangel" from Huashan Social Welfare Foundation
- ★ Won the "2021 Best Performance Award, Foreign Currency Master Award and Best Persistency Award of Coniferin Honorary Assembly as Brokerage Agent" from Taiwan Life
- ★ Won the "2021 Best Premium Award " from Shin Kong Life
- ★ Won the "2020 Best Partner Award of Coniferin Honorary Assembly as Brokerage Agent" from TLG Insurance

2020

- ★ Ranked top 20% in the 7th Corporate Governance Evaluation hosted by Taiwan Stock Exchange and Taipei Exchange
- ★ Won the 2020 Corporate Social Report Bronze Prize of 2020 (13th) Taiwan Corporate Sustainability Awards Finance and Insurance categories
- ★ Taoyuan and Taichung workplace 2.0 completed and started the new era of mobile office
- ★ Received the "2020 Quality Brokerage Company" from Farglory Life.
- ★ Received the "2020 Ten million club" from Hontai Life
- ★ Won the "2020 Best Partner Award of Coniferin Honorary Assembly as Brokerage Agent" from TLG Insurance
- ★ Won the "2020 Best Performance Award, New Contract Entry Quality Award, Health Master Award and Best Persistency Award of Coniferin Honorary Assembly as Brokerage Agent" from Taiwan Life

2019

- ★ Ranked top 20% in the 6th Corporate Governance Evaluation hosted by Taiwan Stock Exchange and Taipei Exchange
- ★ Won the "Guardian Archangel" from Huashan Social Welfare Foundation
- ★ Received the "2019 Quality Brokerage Company" from Farglory Life.
- ★ Received the "2019 Ten million club" from Hontai Life
- ★ Won the "2019 Best Quality Award of Coniferin Honorary Assembly as Brokerage Agent" from TLG Insurance
- ★ Won the "2019 Best Performance Award, New Contract Entry Quality Award and Health Master Award, of Coniferin Honorary Assembly as Brokerage Agent" from Taiwan Life



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ESG Development & Outlook

Recruitment & Expansion



**Systematic
Training**



**Diversified
Organizational
Development**



**Overall
Quality
Assurance**



**Recruit and
Cultivate
Talents**



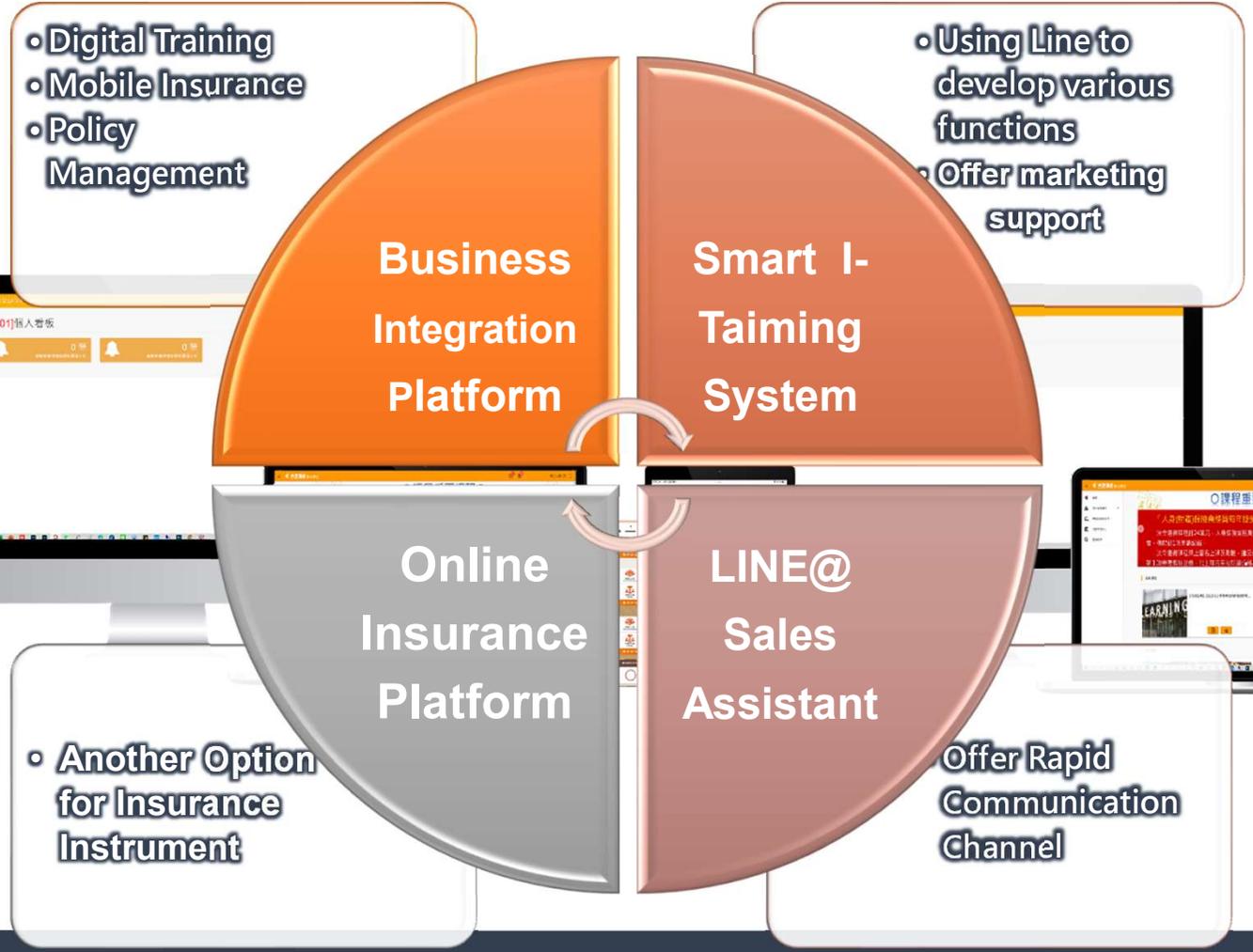
**Discipline and
Quality
Requirements**



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ESG Development & Outlook

Digital Development



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ESG Development & Outlook

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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Q & A



For further information:
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