



Asian Non Life Markets - Challenges and opportunities

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INVESTOR DAY 2012

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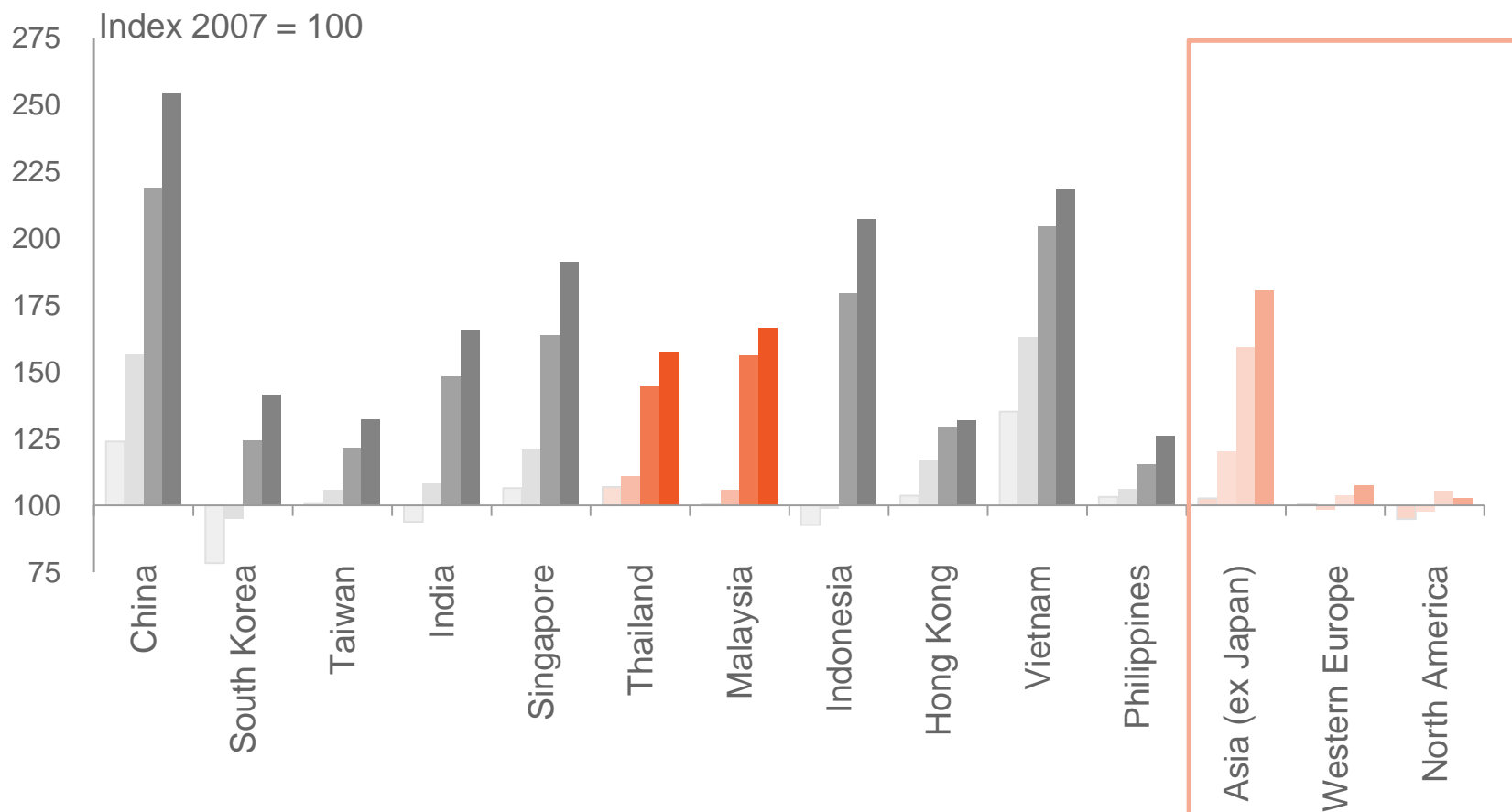
Asian Non-Life Markets

Challenges and Opportunities

Conclusions

Asia: a high-growth Non-Life market

Non-Life premiums evolution 2007-2011



Premiums 2011 (EUR bn)	62.7	36.8	10.3	8.8	5.9	4.3	3.6	3.3	2.4	0.7	0.7	162.0	460.9	528.9
CAGR '07-'11	26%	9%	7%	14%	18%	12%	14%	20%	7%	22%	6%	16%	2%	1%

Source: Swiss Re, various Country Reports, 2012

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High quality partners with exceptional distribution capacity

Current Non-Life operations at a glance - Malaysia

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Malaysia:

Maybank Ageas Holdings

- Partnership since 2001
- Ageas shareholding: 30.95%
- **Maybank** = Malaysia's premier bank;
 - ✓ Market leading positions in retail and corporate banking
 - ✓ 388 branches
 - ✓ EUR 125 bn total assets (Jun 30 2012)
 - ✓ EUR 18.4 bn market cap (Sep 2 2012)
 - ✓ Strong relationship with Bank Negara
- Market position:
 - ✓ #1 Takaful Non-Life
 - ✓ # 3 Conventional Non-Life (out of 30 insurers)

• Market share per line of business (Dec 31 2011) Conventional and Takaful combined

- ✓ Fire: 9.2% (#4)
- ✓ Misc: 6.7% (#4)
- ✓ Motor: 10.8% (#2)
- ✓ MAT*: 43.7% (#1)
- ✓ Total: 12.7% (#1)



*MAT= Marine, Aviation and Transport

High quality partners with exceptional distribution capacity

Current Non-Life operations at a glance - Thailand

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Thailand:

Muang Thai Insurance PCL

- Partnership since **June 2004**
- Ageas shareholding: 14.87%
- **Kasikorn Bank**, Top tier listed
 - ✓ Solid #4 retail bank
 - ✓ Strong enterprise network
 - ✓ 825 branches
 - ✓ EUR 48 bn total assets (Jun 30 2012)
 - ✓ EUR 10.3 bn market cap (Aug 31 2012)
- **Lamsam family**: founded Muang Thai & Kasikorn Bank.
Successful family with extensive business interests and strong local network
 - ✓ Market Position: # 5 in Non-Life (out of 68 Non-Life insurers)

• Market share per line of business (Dec 31 2011)

- ✓ Fire: 10.8% (#3)
- ✓ PA & Health: 5.3% (#7)
- ✓ Misc: 4.3% (#5)
- ✓ Motor: 2.8% (#10)
- ✓ MAT*: 2.5% (#15)
- ✓ Total: 3.8% (#5)

- Awarded 2nd place Prime Minister Insurance Award: “Non-Life Insurance Company with Outstanding Management”

ธนาคารกรุงไทย
KASIKORNBANK 泰华农民银行



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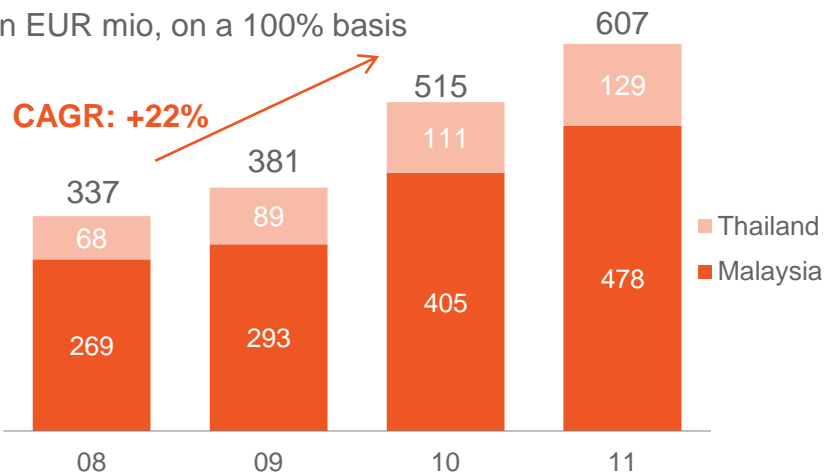
Balanced growth in Non-Life premiums

Discipline in underwriting and retention

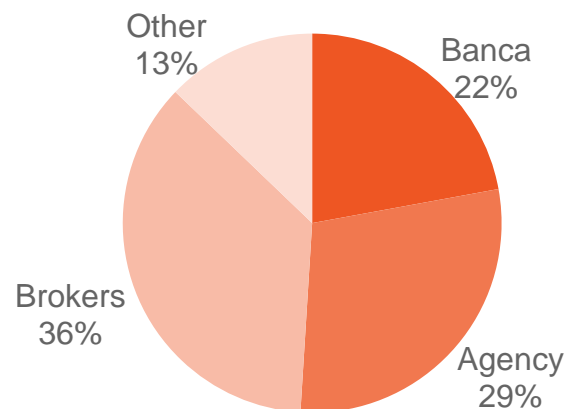
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Gross Inflow evolution

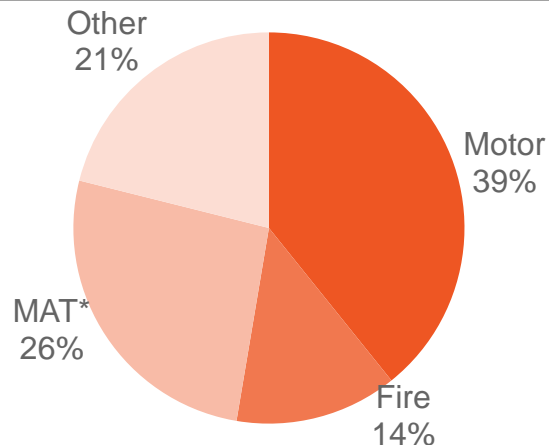
In EUR mio, on a 100% basis



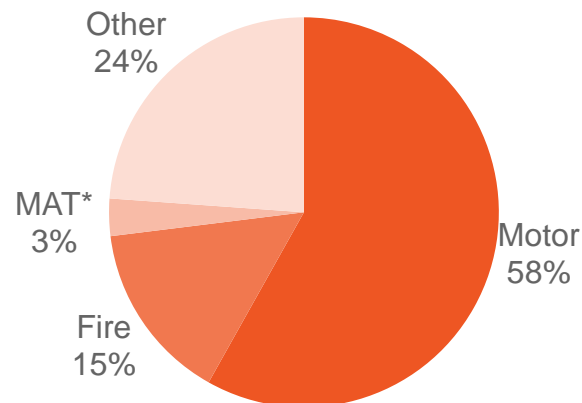
Gross Inflow by distribution channel for 2011



Gross Inflow by product



Net Earned Premium by product



*MAT= Marine, Aviation and Transport

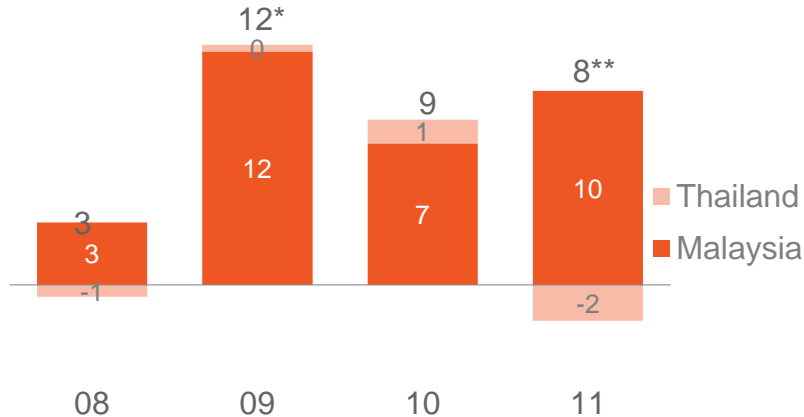
Good operating performance

Positive and sustainable contribution to net profit

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Non-Life: net profit by country

In EUR mio, Ageas stake only



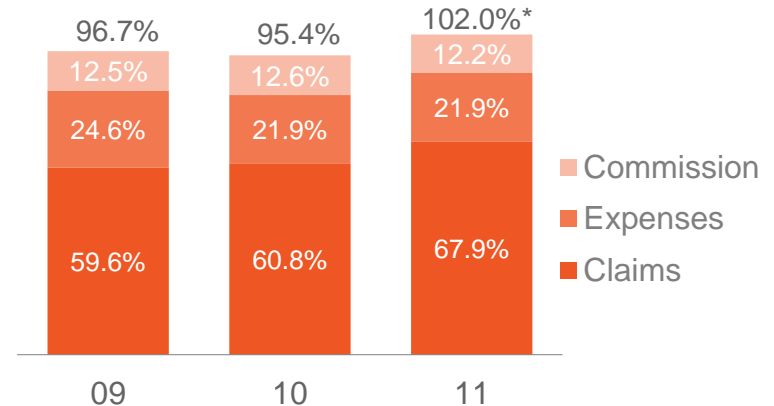
* Introduction RBC regime Malaysia

** Including EUR 3 mio impact Thai flood claims

✓ Continuous **positive result** contribution despite financial turmoil and natural catastrophe

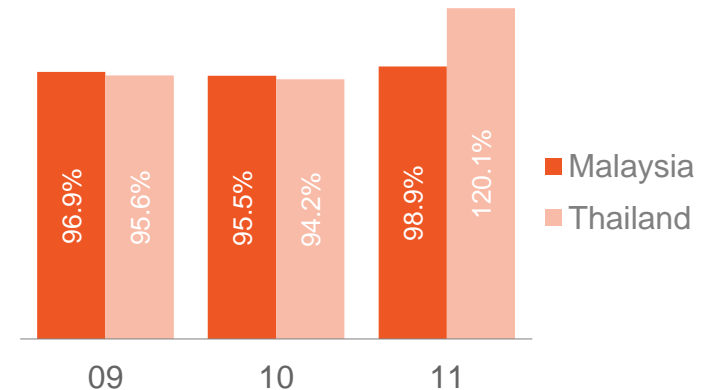
✓ Excellent combined ratios

Non-Life: Combined ratio



* 98.9% excluding Thai flood claims

Non-Life: Combined ratio



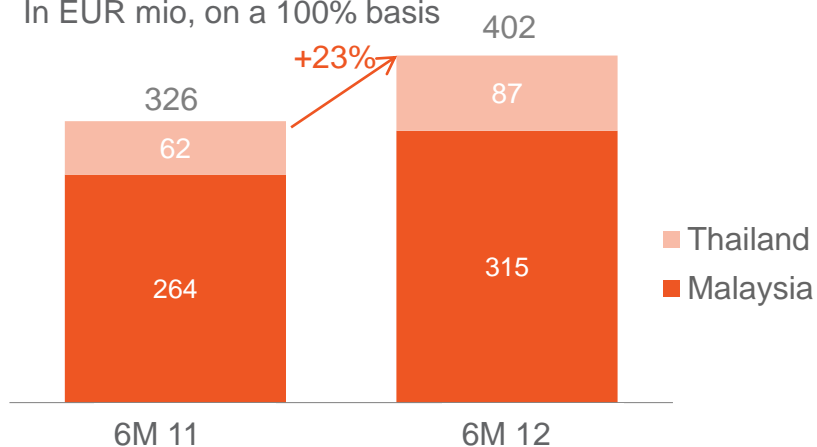
2012 Update

Continued good performance

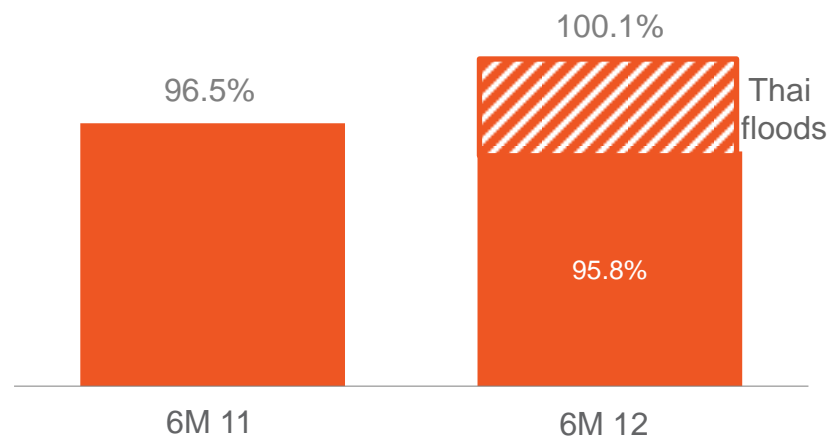
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Gross Inflow

In EUR mio, on a 100% basis

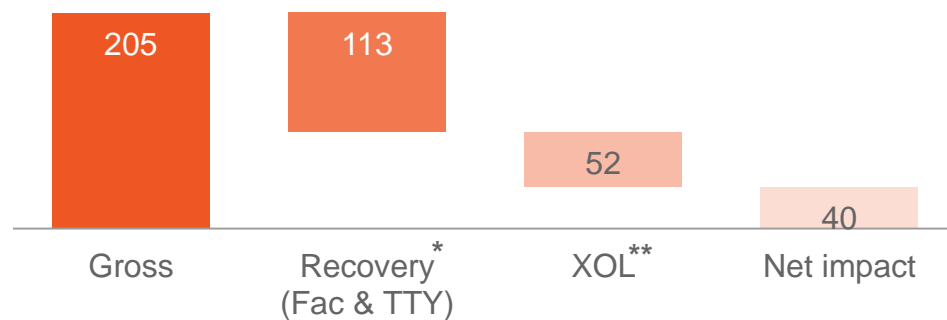


Combined ratio (Asia consolidated)



Net flood claims of Muang Thai Insurance

In EUR mio, on a 100% basis



- Best estimate as per June 2012
- Significant mitigation from high-quality reinsurance

*Facultative & Treaty

** Excess of Loss

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Insurance environment

Non-Life Insurance: present challenges & opportunities

- Strong economic growth
- Prevalence of natural catastrophes & ever more assets in natural catastrophe areas
- Heavy reliance on reinsurance
- Unsophisticated underwriting and pricing practices
- Fragmented markets
- Predominance of agents, brokers and affinities
- Growing importance of bancassurance
- Direct writing still insignificant
- Strong local brands

Environment

Customers

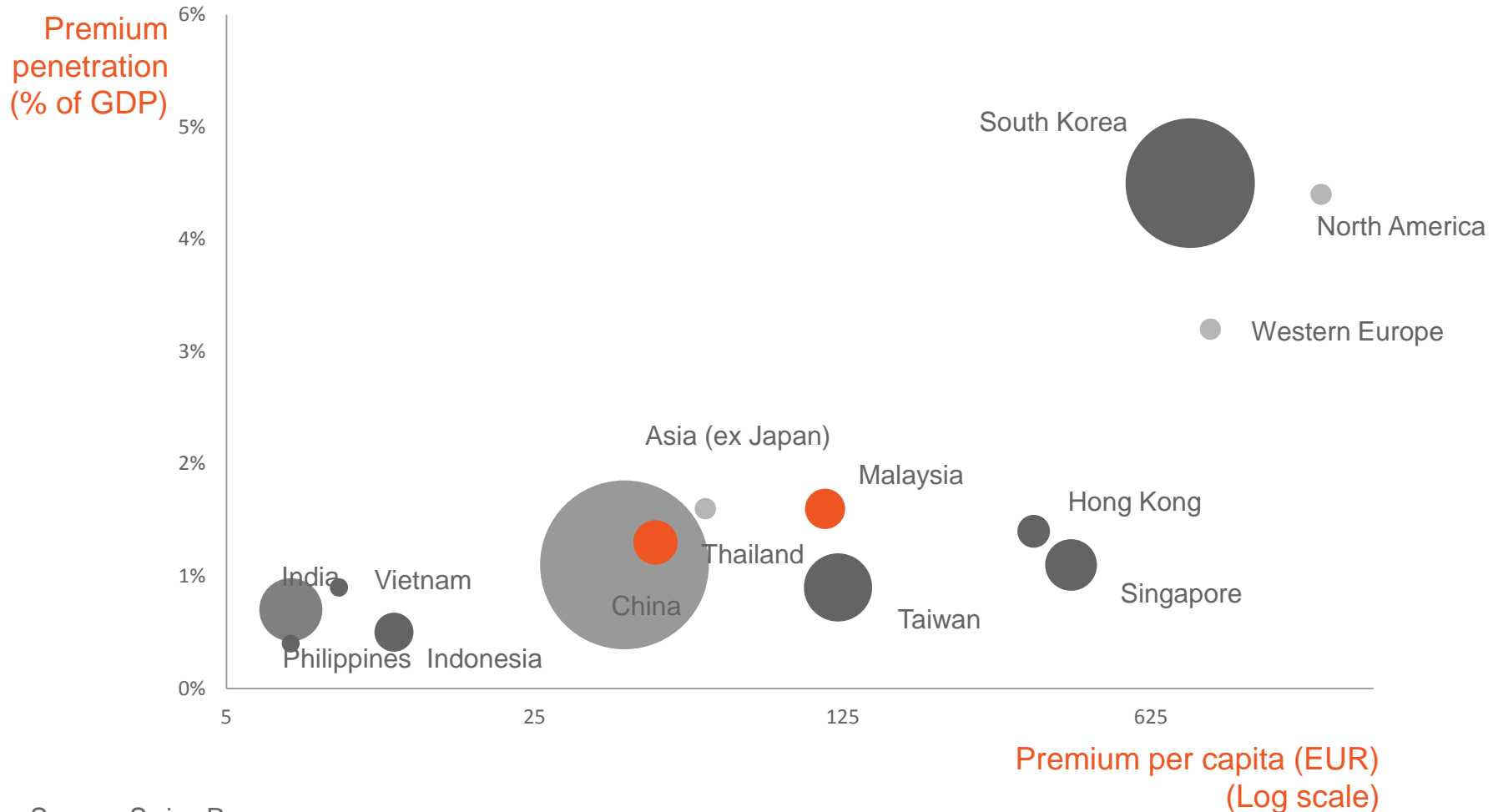
Distribution

Regulation

- Low insurance penetration
- Demand for Islamic insurance in South-East Asia
- Motor and Fire: core products
- Liability settlements still modest
- Increased focus on service, pricing and product design
- Diverse regulatory regimes
- Emergence of RBC
- “Tariffs”
- Increasing focus on consumer protection

Significant growth potential

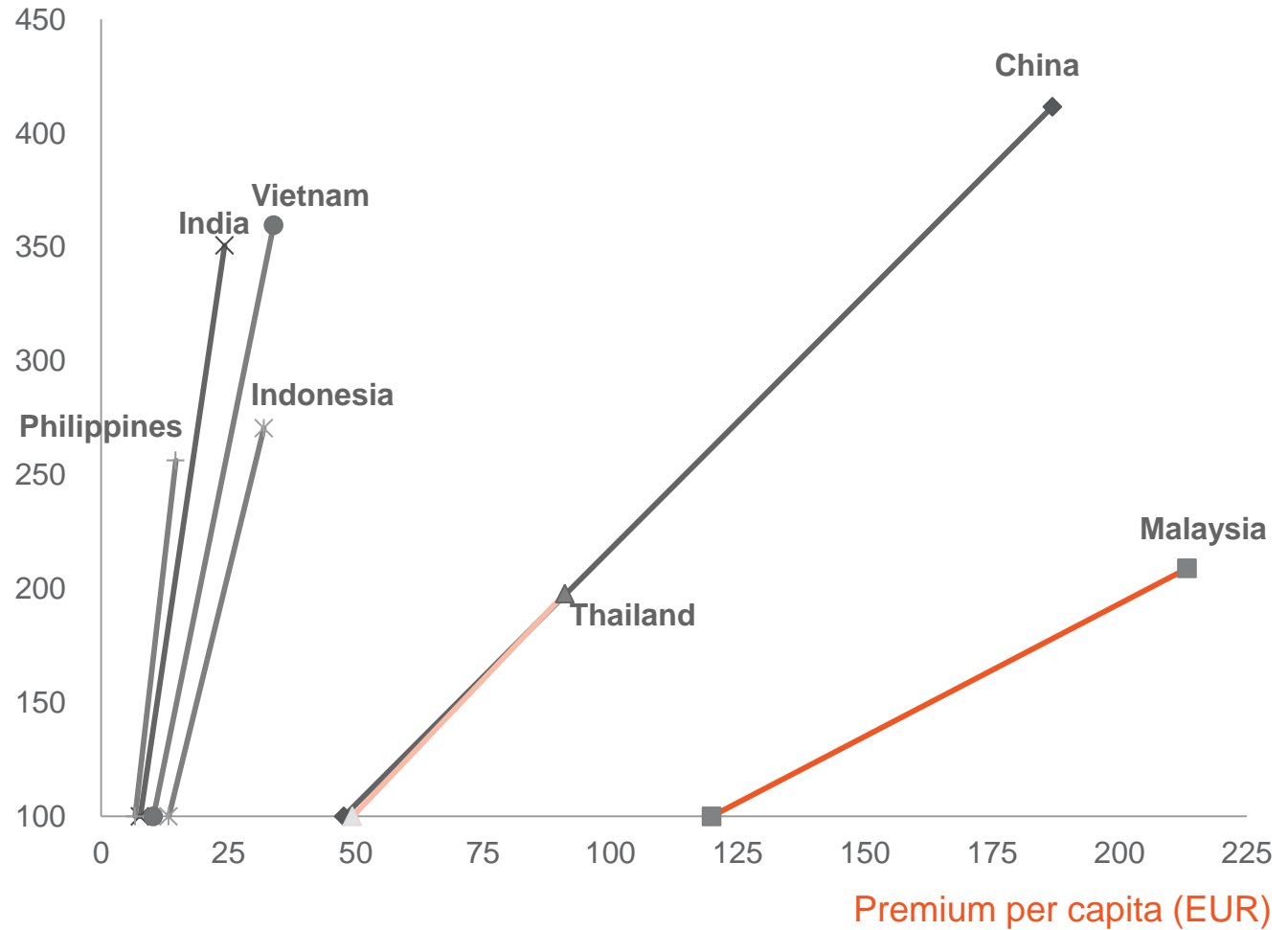
Penetration vs. Non-Life Premium per capita (2011)



Source: Swiss Re

Significant growth potential

Non-Life premiums
2022 vs. 2012
(Index, 2012 = 100)




Source: Swiss Re

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- ✓ GDP growth and sustained infrastructure investments
- ✓ Growth in SME sector
- ✓ Moving up the personal transportation ladder
- ✓ Emerging middle class and wealth accumulation
- ✓ Increased risk awareness from natural catastrophes
- ✓ Relaxation of regulations

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Path to 2015

- Strong **growth opportunities** for Non-Life business in Asia
- **Strengthening existing Non-Life** businesses by leveraging on local partners' and our own Group's expertise
- Seek out **opportunities in emerging Asian markets** in a consistent and disciplined manner
 - ✓ **Limited number** of select markets
 - ✓ **Strong partners**
 - ✓ Matching **market dynamics** with Ageas's expertise and partner's strengths
 - ✓ **Alignment** with Ageas's **strategic and financial criteria**



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