

ASIAN (RE)INSURANCE MARKET REPORT

PUBLISHED BY



MALAYSIAN RE

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FOREWORD

FOREWORD



Zainudin Ishak
President & Chief Executive Officer
Malaysian Reinsurance Berhad

Dear Fellow Reinsurers,

I trust this note finds you all well and safe amidst what we have all come to know as the *new normal*. On behalf of Malaysian Reinsurance Berhad (“Malaysian Re”), your host for the 20th annual Asian Reinsurers’ Summit, it is my pleasure and a privilege to address you via this Report.

As you may know, the Asian Reinsurers’ Summit or ARS was founded in 2001 as a means to drive the development of the Asian reinsurance market through the promotion of multilateral communication and cooperation among Asian reinsurance companies. Some two decades after its establishment, the ARS continues to grow in its capacity and significance as an effective vehicle that disseminates the exchange of reinsurance market information and opinions on dynamic business environments throughout the region.

As a proud participant of the ARS, Malaysian Re is delighted to have been elected as the host for the 20th Summit in 2020. However, in view of the travel restrictions brought on by the global COVID-19 pandemic, and our desire to ensure the safety of all ARS participants, we have thought that it would best serve the interests of all participants if the 20th ARS event was postponed. In place of a physical event, and in a bid to maintain our tradition of effectively sharing information and insights, our team has compiled a commentary featuring updated market information from all participating countries. To this end, we would like to present the Asian (Re)insurance Market Report which highlights statistics and data from the participating countries.

In our report, we touch upon several categories of information (although this may vary from country to country). This information can be viewed as an approximate outline of the data representative of each member nation. We cover gross domestic product (“GDP”), property and population data; gross premiums including non-life, life and micro insurance; the number of insurance entities and the market share of total non-life insurance premiums. We also touch upon non-life reinsurance premiums ceded overseas; non-life/life equity (asset-liability) data; and insurance industry growth trends.

From the data alone, it is evident that the pandemic has had a significant impact on the world as we know it. Aside from the tragic and

irreversible loss of human life, the closure of international borders and economic sectors heralded in an unprecedented global economic slump. Malaysia was no exception as the nation registered a steep 5.6% decline in its GDP for 2020 – the worst it has ever recorded since the height of the Asian Economic Crisis in 1998. The country’s inflation rate also saw a 1.2% decline in 2020 in comparison to 0.7% growth during the preceding year. In spite of the overall downturn in 2020, Malaysia’s general reinsurance market was quick to adapt to the situation turning in a resilient performance with general insurance premiums remaining almost stable. Furthermore, the loss-ratio segment saw an improved performance due to reduced activities in Motor & Travel during the Movement Control Orders that were implemented by the Malaysian Government in its efforts to contain the virus.

The year 2021 brought an upturn in Malaysia’s fortunes as GDP rose by 7.1% in the first half of 2021. This result stood in stark contrast to the contraction of 8.4% during the same period in 2020 and was a welcome indicator of the trajectory of the country’s recovery. The uptrend in Malaysia’s economic recovery rate can be attributed to the acceleration of the vaccination programme and various other initiatives. Take for instance the Malaysian Government’s National Recovery Plan which aims to enhance household expenditure and business confidence as a means to stimulate economic activity and social stability. Looking ahead, the external demand and recovery in commodity prices, as well as proactive and concerted efforts to encourage domestic and foreign investments, are all set to further drive Malaysia’s economic recovery.

ARS continues to grow in its capacity and significance as an effective vehicle that disseminates the exchange of reinsurance market information and opinions on dynamic business environments throughout the region.

In tandem with this growth, Malaysia’s general insurance segment continued to show higher growth over the course of the first half of 2021 and this was supported by an increase in premium income by 5.1%. This increase came on the back of several factors including higher property sales due to several government initiatives, and an increase in car sales due to the extension of vehicle sales tax exemption and the loosening of pandemic restrictions. The segment also recorded an upward adjustment in premium rates for contractors’ all-risks and engineering insurance, following several large claims in recent years.

While this report serves as a summary of the exceptional circumstances that the world underwent over the past two years, it also offers a degree of insight into our potential recovery. There is no doubt that the COVID-19 pandemic has transformed how we think about our economies and societies. In challenging the very foundations of national resilience, the pandemic has also provided a golden opportunity for countries to reassess the shortcomings of their contingency plans. In doing so, we are on our way to reducing the likelihood of further shocks while further strengthening our respective nations’ fortitude to face similar crises in the future. To this end, I believe that communication

across countries will be more important than ever as effective collaboration and knowledge sharing will be an invaluable weapon to fight this invisible enemy.

On behalf of the team at Malaysian Re, I would like to convey our utmost gratitude to all those who have had a hand in developing this report. My utmost gratitude to our fellow Reinsurers for your invaluable input and insights. It is my hope that as we move forward, the spirit of collaboration and unity that we leveraged on to craft this report, will be the theme that continues to fuel the ARS for years to come. Thank you for your kind support of the ARS and we trust this report will prove to be an interesting and enlightening read.

We certainly look forward to seeing all of you in Malaysia next year when we can finally hold our 20th ARS. Until then, stay safe and wishing you all every success in your (Re)insurance endeavours.

Yours sincerely,

Zainudin Ishak
President & Chief Executive Officer
Malaysian Reinsurance Berhad

REPORT SUMMARY

The Asian (Re)Insurance Market Report consists of reports from the following countries:

Country Report		Provided by
1	Malaysia	Malaysian Reinsurance Berhad
2	Cambodia	Cambodian Reinsurance Company
3	China	China Property & Casualty Reinsurance Company Ltd.
4	Hong Kong	Taiping Reinsurance Co., Ltd.
5	India	General Insurance Corporation of India
6	Indonesia	PT. Reasuransi Indonesia Utama (Persero)
7	Japan	The Toa Reinsurance Company, Limited
8	Korea	Korean Reinsurance Company
9	Philippines	The National Reinsurance Corporation of the Philippines
10	Singapore	Singapore Reinsurance Corporation Limited
11	Taiwan	Central Reinsurance Corporation
12	Thailand	Thai Reinsurance Public Company Limited
13	Vietnam	Vietnam National Reinsurance Corporation

REPORT SUMMARY





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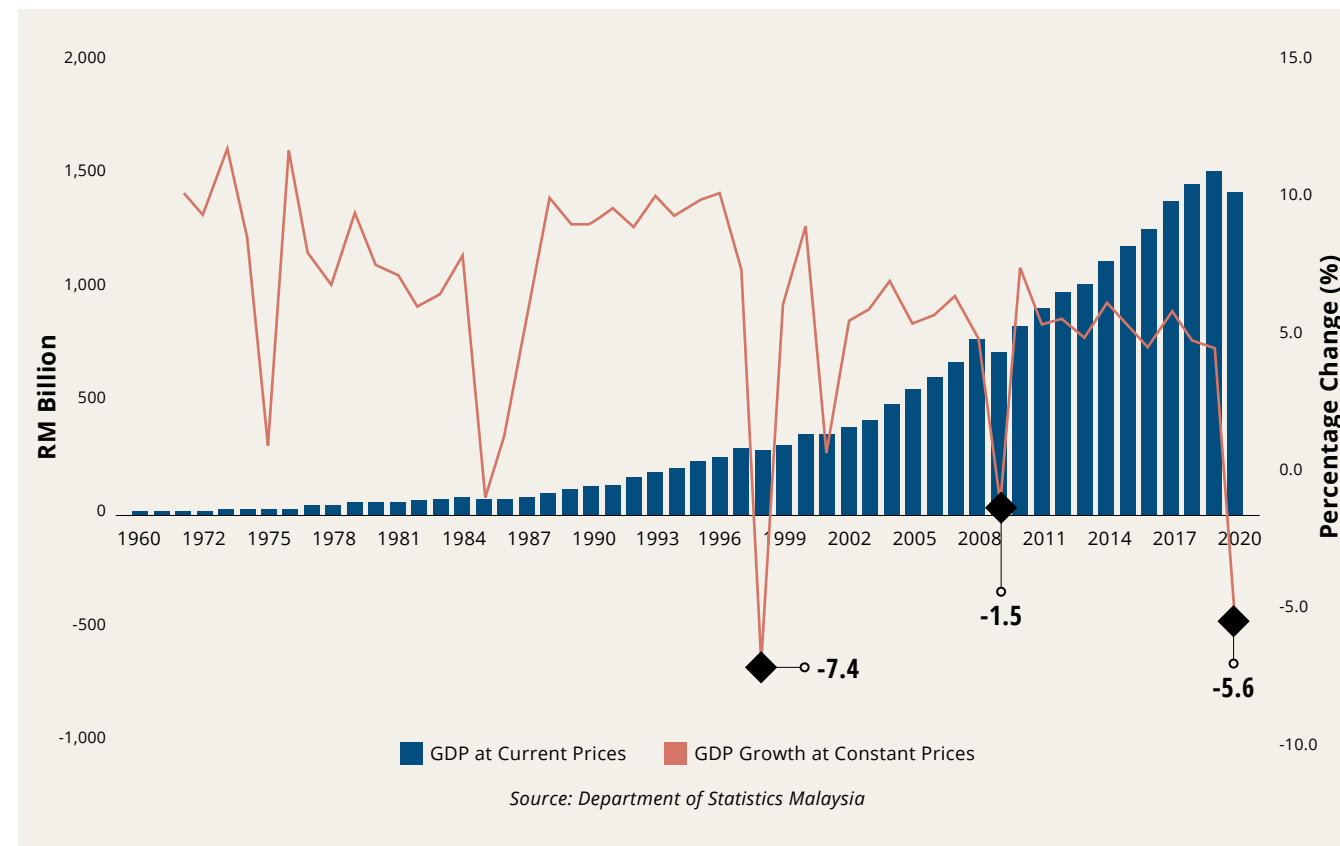
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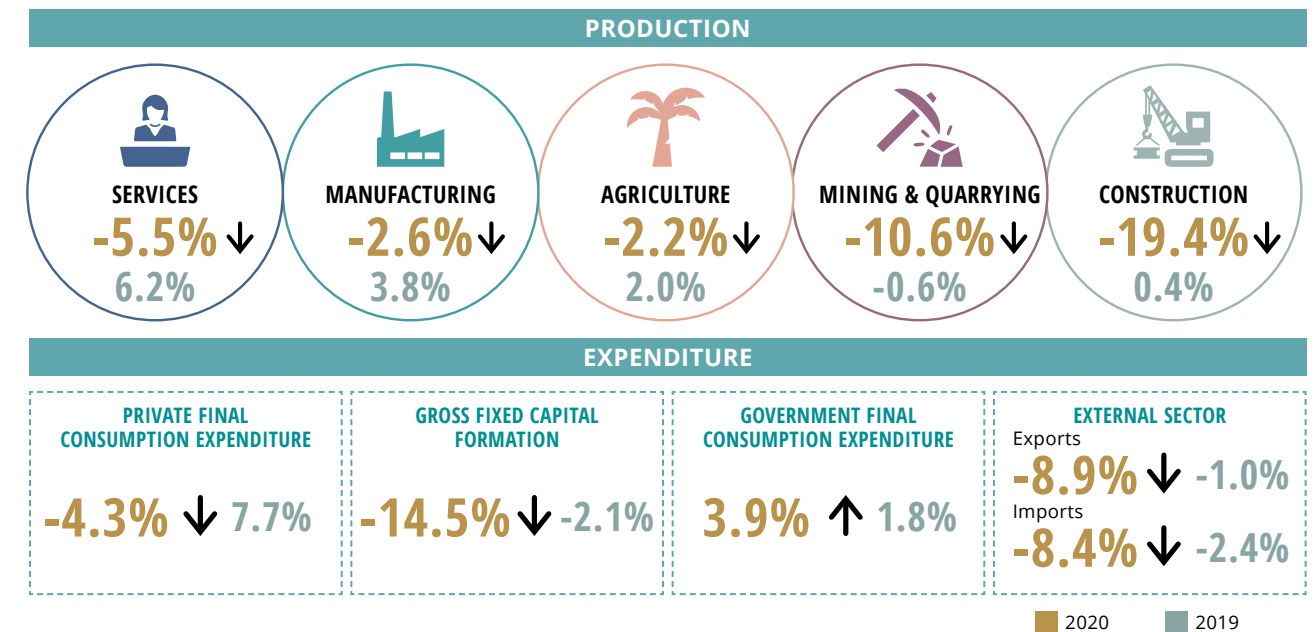
1. Malaysia: Review of the economy in 2020
2. Overview of Insurance & Takaful Industry
3. Non-Life Insurance & Takaful Industry
4. 2021 Outlook:
The Malaysian Economy and Non-Life Insurance & Takaful Industry

1. MALAYSIA: REVIEW OF THE ECONOMY IN 2020

- Most countries in the world experienced the sharpest economic downturn in 2020 following the health impact of the COVID-19 pandemic. The surge of the COVID-19 pandemic cases and the enforcement of the various phases of Movement Control Order ("MCO") for containment measures in Malaysia has resulted in a severe slump in economic activity.
- GDP performance for 2020 declined to -5.6% as compared to a positive growth of 4.4% in 2019 influenced by the fall of all economic sectors. The last seen of Malaysia's economic contraction was in 2009 (-1.5%) and the decline is the worst since 1998 during the height of Asian Economic Crisis (-7.4%).
- The implications of COVID-19 pandemic have affected economic activities which further contributed to the increase of the unemployment rate from 3.3% in 2019 to 4.6%. Furthermore, the number of underemployed persons increased as compared to 2019.

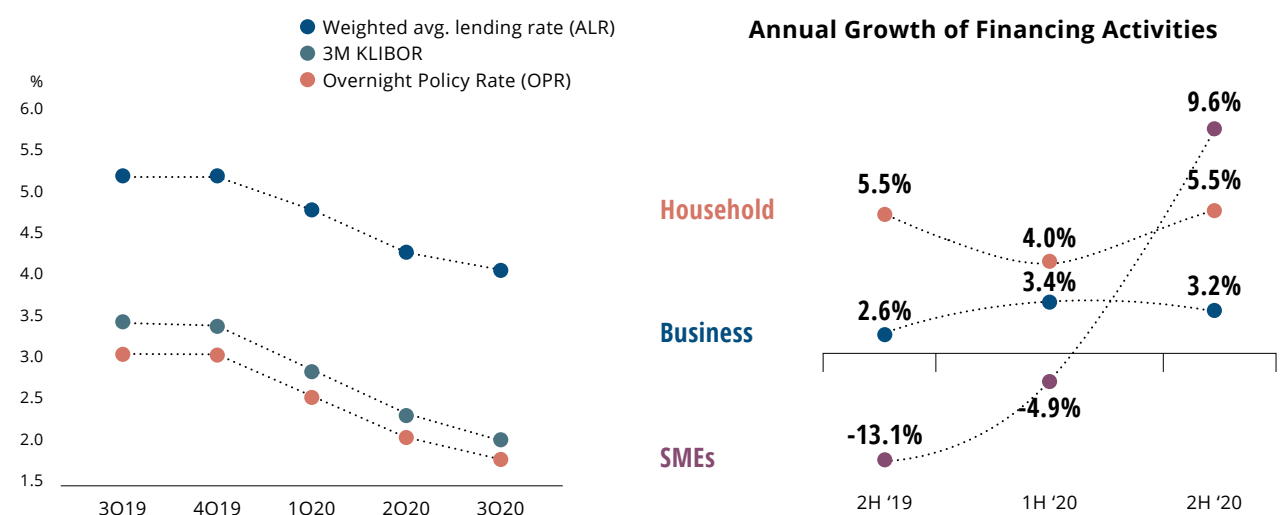


1. MALAYSIA: REVIEW OF THE ECONOMY IN 2020 (CONT'D.)



- The inflation rate for the year 2020 registered a decrease of 1.2% as compared to 2019 (+ 0.7%).
- All the five main economic sectors registered a contraction parallel with a highly challenging domestic operating environment and lower global demand.
- On the demand side, all expenditure components recorded negative growth except Government final consumption expenditure which recorded a positive growth as Government implemented a series of various monetary and fiscal measures to support the domestic economy.

Source: Department of Statistics Malaysia



- The Central Bank of Malaysia has gradually reduced the Overnight Policy Rate ("OPR") from 3% in Nov 2019 to 1.75% in July 2020. The reduction in the OPR provides additional policy stimulus to accelerate the pace of economic recovery.
- Financing conditions remained conducive for economic growth, supported by various policy measures including Sales & Services Tax exemption, Home Ownership Campaign, guarantee schemes, bank funds, etc.

Source: Bank Negara Malaysia

MALAYSIA

MALAYSIA

2. OVERVIEW OF INSURANCE & TAKAFUL INDUSTRY

Key Indicators

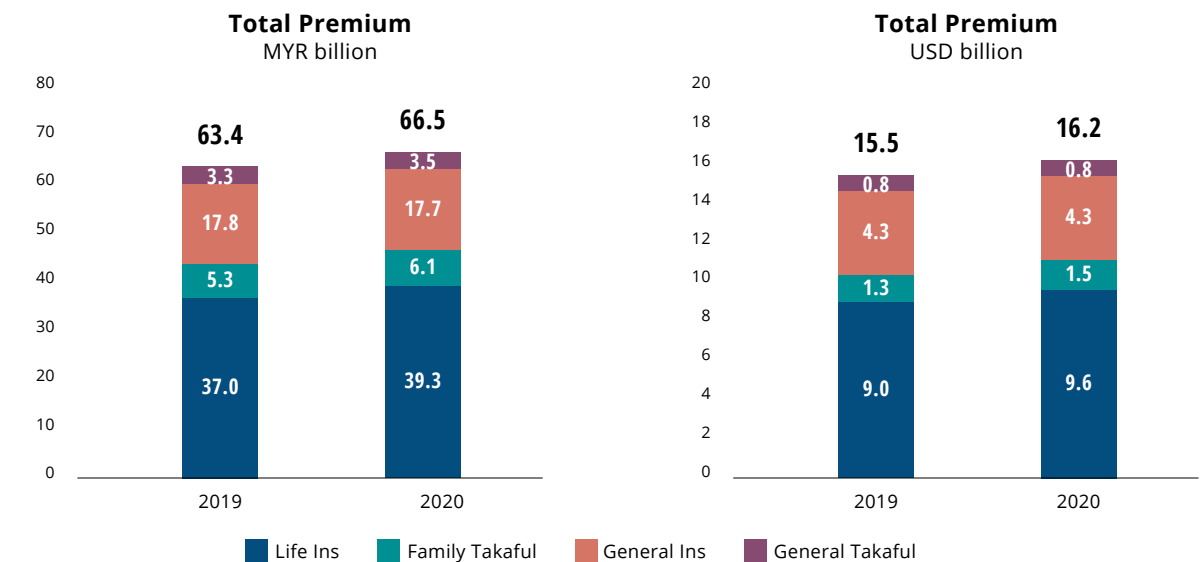
Number of Licensees (excluding Labuan)	2018	2019	2020
Insurers			
Life Business Only	14	14	14
General Business only	22	22	22
Total Direct Insurers	36	36	36
Reinsurers			
Life and General Business	1	1	1
Life Business Only	1	1	1
General Business only	5	5	5
Total Professional Reinsurers	7	7	7
Takaful Operators	15	15	15
Retakaful Operators	4	4	3
Insurance and Takaful Brokers	31	31	30
Adjusters	47	50	51
Financial Advisers	34	34	35

Source: Bank Negara Malaysia

2. OVERVIEW OF INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

Premium Growth

- The insurance and takaful sector showed resilience by posting positive growth in 2020 despite the country's economic contraction by -5.6% due to the pandemic.
- The industry grew 5%, led by Life insurance/Family takaful business.



- Life industry showing stable growth of its premiums in-force but recorded slight decline of new business premium in 2020 together with industry's overall new sum assured. The decline was attributed to the slowdown in business environment due to the pandemic and the restrictions to face-to-face selling.
- Non-life industry growth was lower, mainly from Medical & Health and Personal Accident ("PA") classes. Travel PA experienced sharp drop due to the travel restrictions imposed during the country's lockdown.

	2019 Premium			2020 Premium		
	MYR bil	USD bil	% y/y	MYR bil	USD bil	% y/y
Life Insurance	37.0	9.0	7%	39.3	9.6	6%
Family Takaful	5.3	1.3	10%	6.1	1.5	15%
Life Industry	42.3	10.3	8%	45.4	11.1	7%
Non-Life Insurance	17.8	4.3	-1%	17.7	4.3	-1%
Non-Life Takaful	3.3	0.8	19%	3.5	0.8	5%
Non-Life Industry	21.1	5.1	2%	21.1	5.2	0%
Grand Total	63.4	15.5	6%	66.5	16.2	5%

Notes:
 - Life - Premium from business in force, General - Gross Written Premium
 - Conversion at USD/MYR exchange rate of 4.1
 Source: Bank Negara Malaysia & Insurance Services Malaysia Berhad

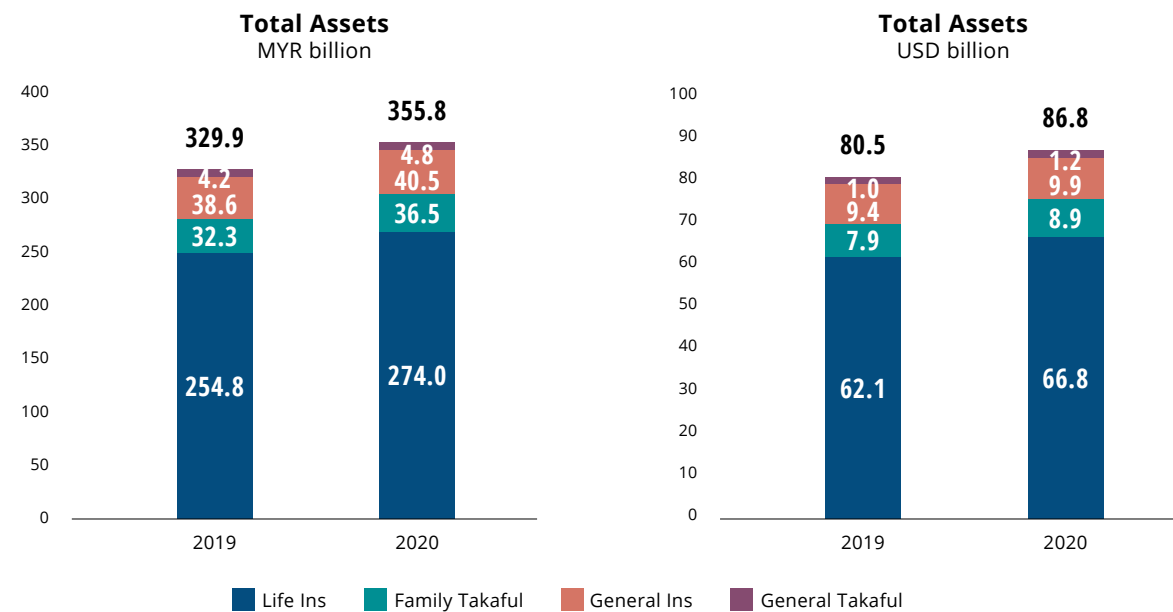
MALAYSIA

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2. OVERVIEW OF INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

Assets Growth

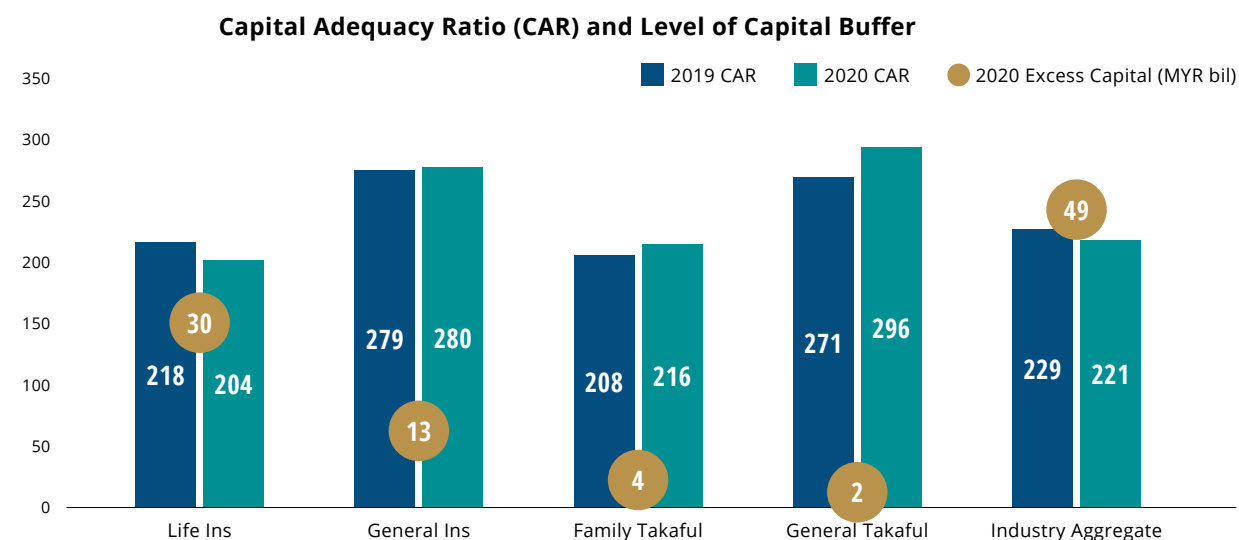
- Total industry asset growth of 7.9% to MYR355.8 billion (USD86.8 billion), led by the Takaful sectors (Family Takaful – 13% growth, General Takaful – 14% growth).



Notes: Conversion at USD/MYR exchange rate of 4.1
Source: Bank Negara Malaysia & Insurance Services Malaysia Berhad

Capital Level

- Industry aggregate Capital Adequacy Ratio (CAR) of 221% in 2020, well above regulatory requirement of 130%.
- Excess capital of MYR49 billion (USD12 billion) against what is required.



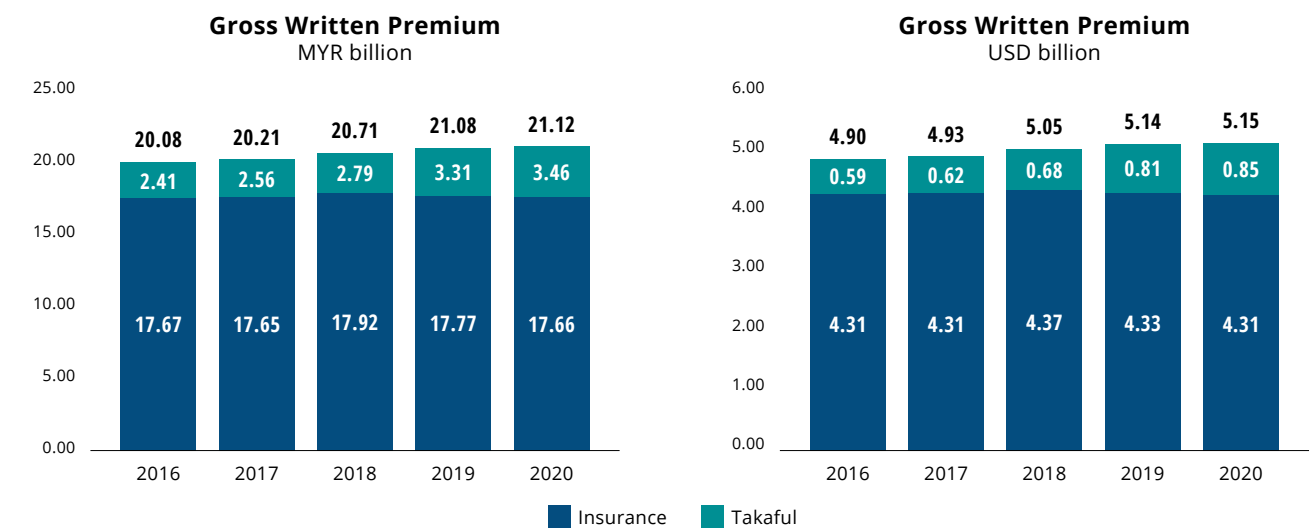
Notes: Conversion at USD/MYR exchange rate of 4.1
Source: Bank Negara Malaysia

3. NON-LIFE INSURANCE & TAKAFUL INDUSTRY

Gross Written Premium

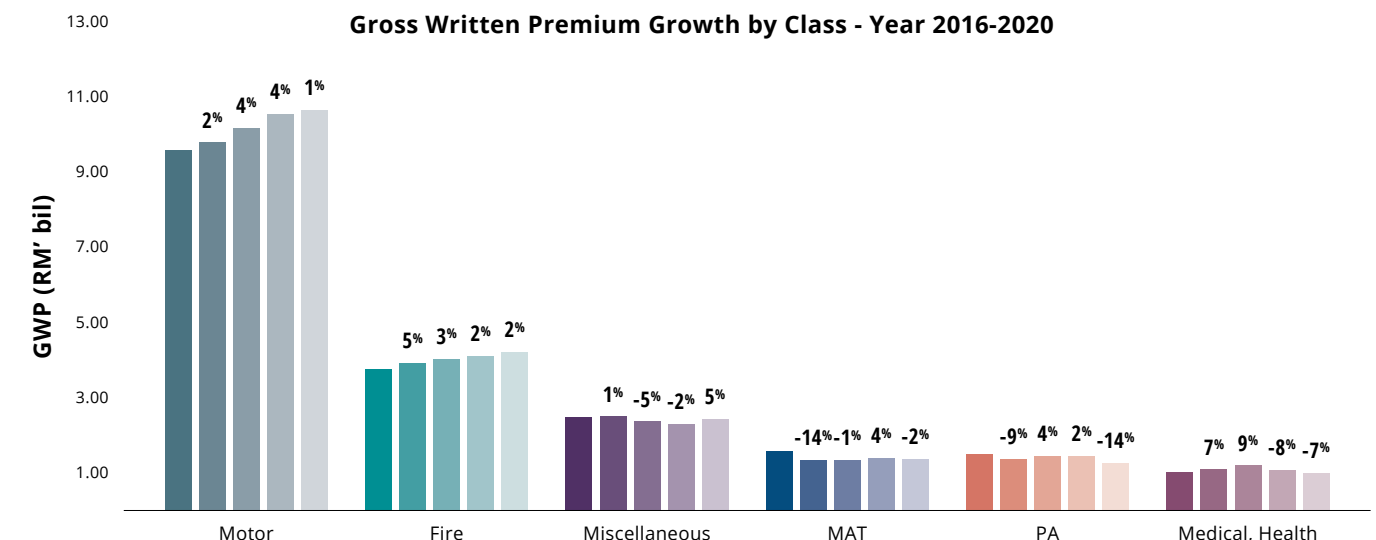
- Non-Life Industry experienced stagnation - 0% growth in 2020 (2019: 1.8%).

Insurance growth of -1% in 2020 (2019 : -1%)	Takaful growth of 5% in 2020 (2019 : 19%)
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Notes: Conversion at USD/MYR exchange rate of 4.1
Source: Insurance Services Malaysia Berhad

- Motor Insurance has recorded slower growth compared to previous years, where the MCO has resulted in the reduction in new motor vehicles sales which leads to the reduction in total motor insurance policy issued.
- Miscellaneous is showing highest growth in the past 5 years, mainly from Engineering class, due to additional premium from construction project extensions.



Source: Insurance Services Malaysia Berhad

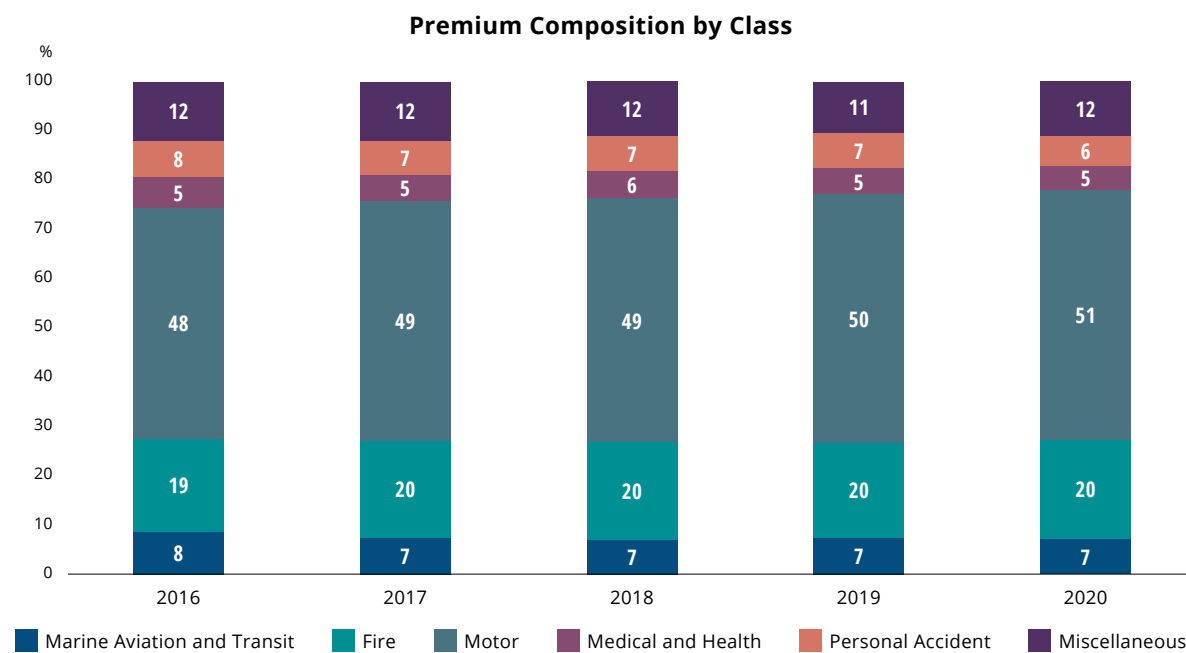
MALAYSIA

MALAYSIA

3. NON-LIFE INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

Gross Written Premium

- Motor class remained the largest contributor to the general insurance and general takaful business, accounted for approx. 50% of total Gross Written Premium, followed by Fire class.



Source: Insurance Services Malaysia Berhad

Top 10 Companies Market Share by Gross Written Premium 2020

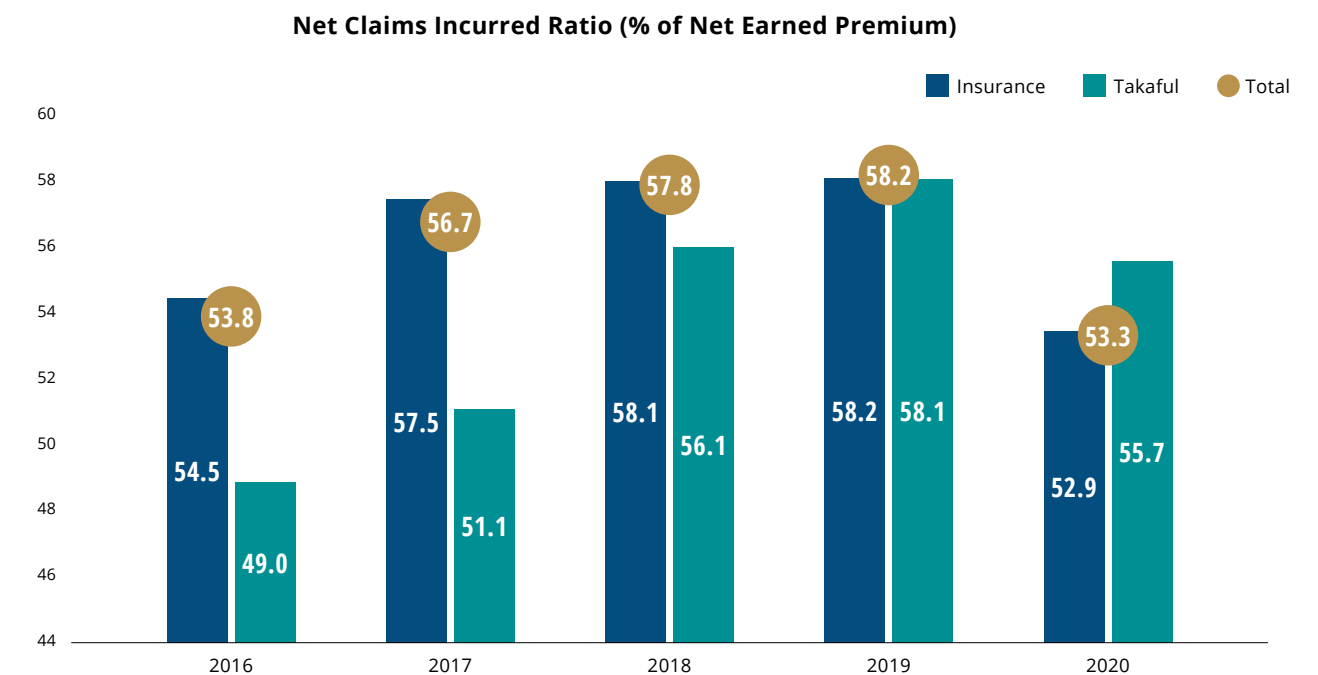
Etiqua Group	13.58%
Allianz	11.12%
AmGeneral	7.54%
Zurich Group	7.33%
Lonpac	6.86%
MSIG	6.64%
AXA Affin	6.52%
Tokio Marine	4.17%
Berjaya Sampo	4.06%
Syarikat Takaful	3.92%

Source: Insurance Services Malaysia Berhad

3. NON-LIFE INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

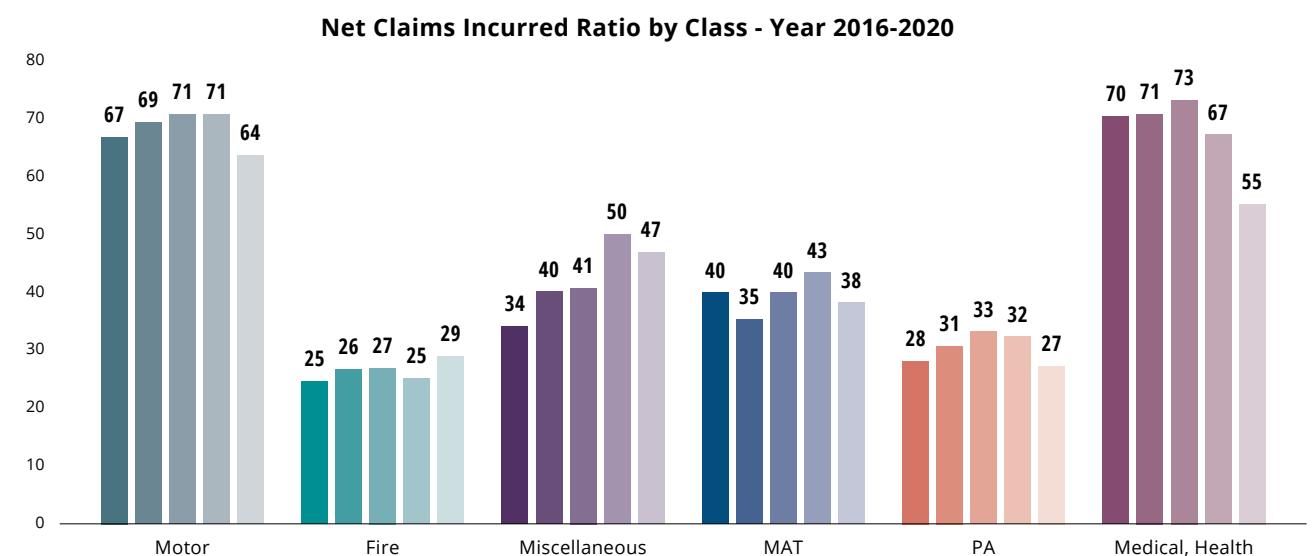
Net Claims Ratio

- In 2020, Non-Life Industry experienced its lowest Net Claims Incurred ("NCI") Ratio of 53.3% in the past 10 years, contributed by both Insurance and Takaful sectors driven primarily by the reduction in Motor claims.



Source: Insurance Services Malaysia Berhad

- The fire class continues to show better underwriting performance than the industry average, although its loss ratio worsened to 29% in 2020 from 25% in 2019.
- All other classes have shown improvement in 2020, especially Motor. The reduction of number of road accidents in 2020 by 26% compared to 2019 due to limited mobility of motorists during lockdown has contributed to the low NCI Ratio.



Source: Insurance Services Malaysia Berhad & Malaysia Bukit Aman Traffic Investigation and Enforcement Department

MALAYSIA

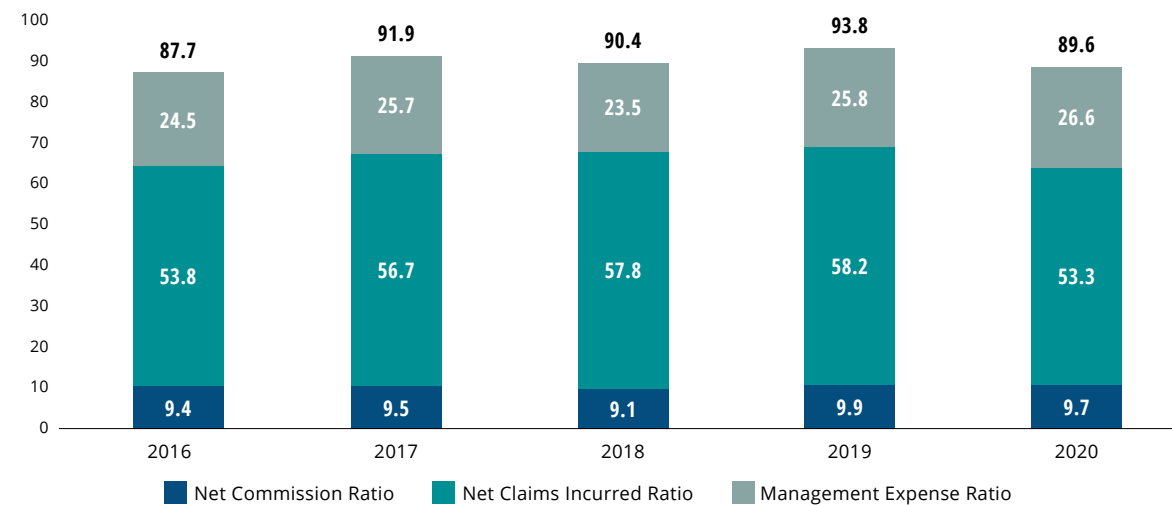
MALAYSIA

3. NON-LIFE INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

Combined Ratio

- Reduction in Net Claims Incurred Ratio has contributed to reduction in Combined Ratio in 2020 by 4.2 percentage points from the prior year.

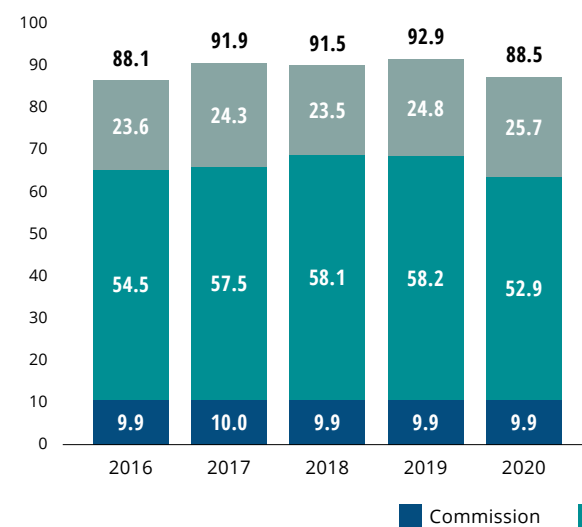
Combined Ratio (% of Net Earned Premium)



Source: Insurance Services Malaysia Berhad

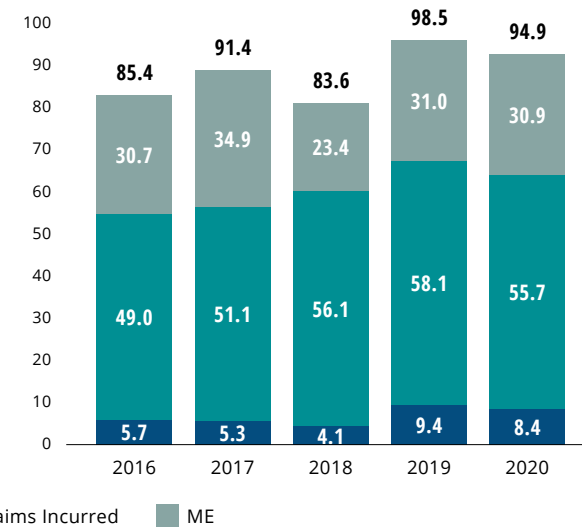
- Both Insurance and Takaful have shown improvement in Combined Ratio in 2020 compared to 2019 due to reduction in Net Claims Incurred Ratio.

Combined Ratio - General Insurance (%)



Source: Insurance Services Malaysia Berhad

Combined Ratio - General Takaful (%)

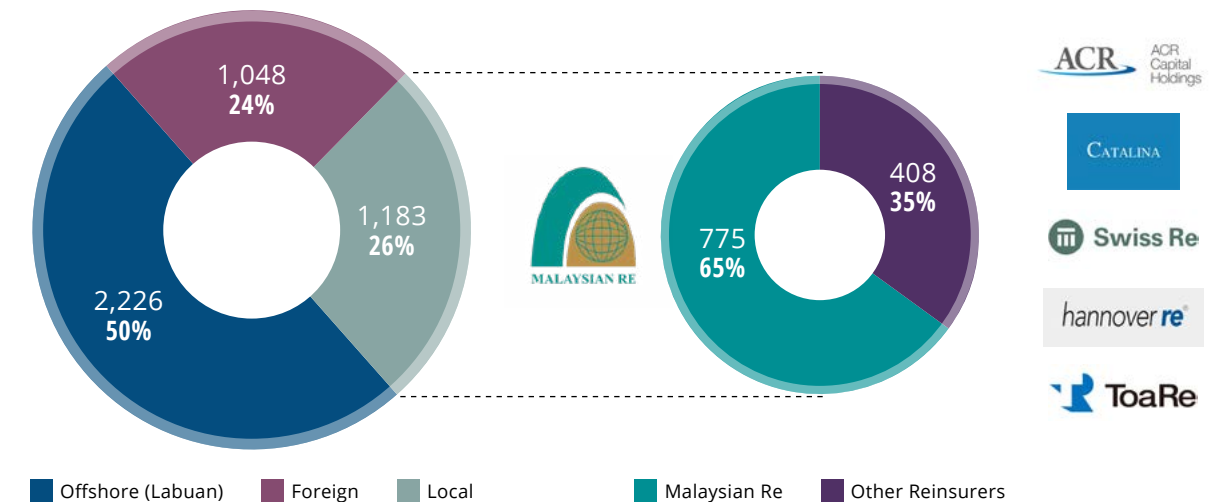


3. NON-LIFE INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

Reinsurance Ceded

- Among all local Reinsurers, Malaysian Re continues dominating Malaysia's reinsurance market share despite increasing competition.

Reinsurance Premium Ceded in Malaysia (MYR million)



Source: Insurance Services Malaysia Berhad & Bank Negara Malaysia




4. 2021 OUTLOOK: THE MALAYSIAN ECONOMY AND NON-LIFE INSURANCE & TAKAFUL INDUSTRY

	2019	2020	2021f
Population (million persons)	32.58	32.66	32.70
Labour force (million persons)	15.58	15.67	15.91
Employment (million persons)	15.07	14.96	15.35
Unemployment (% of labour force)	3.3	4.5	3.5
Gross Domestic Product (2015 prices)	4.4	-5.6	6.5-7.5
(MYR billion)	1,424.3	1,343.9	1,450.8
(USD billion)	347.4	327.8	353.9
Real Gross National Income (2015 prices)	4.8	-0.8	6.2
(MYR billion)	1,398.9	1,388.0	1,428.0
(USD billion)	341.2	338.5	348.3
Consumer Price Index (CPI) [2010=100]	1.22	1.20	1.23

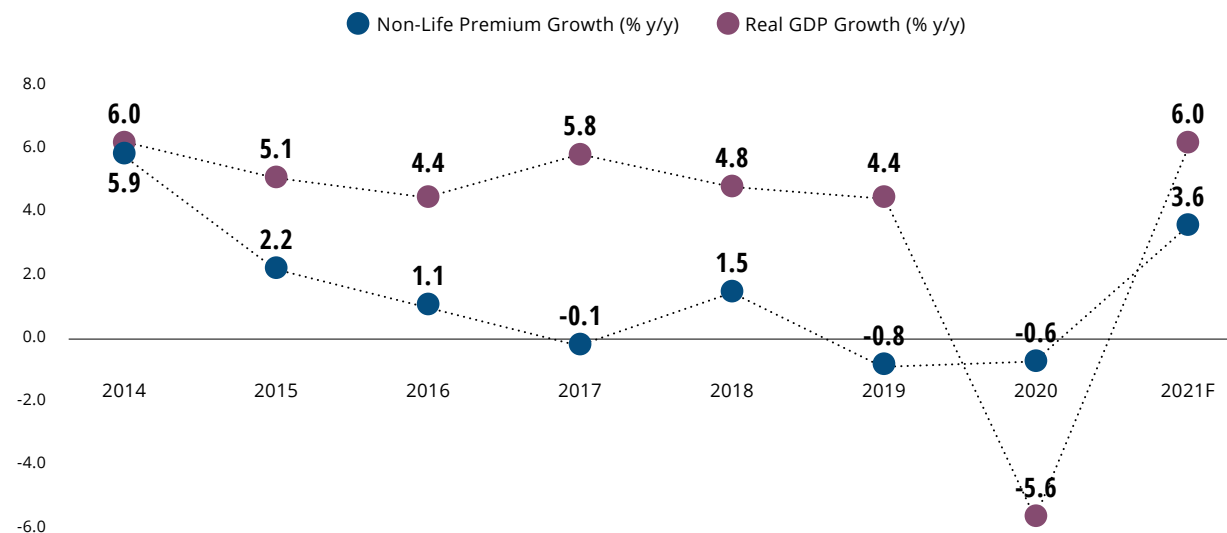
Notes: Conversion at USD/MYR exchange rate of 4.1
Source: Department of Statistics Malaysia

MALAYSIA

4. 2021 OUTLOOK: THE MALAYSIAN ECONOMY AND NON-LIFE INSURANCE & TAKAFUL INDUSTRY (CONT'D.)

GLOBAL ECONOMY	MALAYSIAN ECONOMY	MALAYSIA MONETARY & FINANCIAL DEVELOPMENTS
 <p>Projection: 5.2% growth. The advanced economies are forecast to rebound by 3.9%, led by improved domestic demand and trade activities. Emerging market and developing economies is expected to record a growth of 6%, driven by steady domestic demand and higher exports.</p> <p>Uncertainties: Re-intensified US-China trade disputes, Brexit, oil prices and climate crisis.</p>	 <p>Projection: 6-7.5% growth. In addition to the anticipated improvement in global growth and trade, the impact of the stimulus packages introduced by the government is anticipated to have spill-over effects and provide an additional boost to the economy in 2021.</p> <p>Uncertainties: Successful containment of the pandemic and sustained recovery in external demand.</p>	 <p>The banking sector will remain robust and orderly, underpinned by ample liquidity and strong capital buffers. The capital market is anticipated to be resilient, driven by well developed infrastructure and instruments.</p> <p>Uncertainties: Pace of global economic recovery, weak commodity prices and volatile global financial markets.</p>

- Overall Non-Life insurance performance in 2020 were better than expected, considering the pandemic and suboptimal growth trends since the start of de-tariffication in 2016. It is expected to return to a more modest growth of 3.6% in 2021 in tandem with the expected improvement in GDP.
- The Central Bank of Malaysia has extended the phased liberalisation of motor and fire tariffs until 31st December 2021. This will continue to drive up competition but at the same time allow for greater flexibility in product pricing and product offering. Sustaining long-term competitive edge will require product innovation, value-added services and embracing disruptive technology & digitalisation.

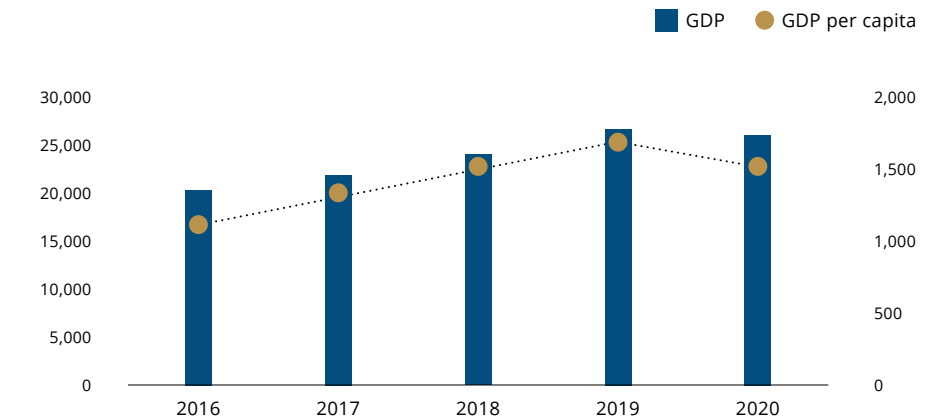


CAMBODIA

Contents

- GDP and Population Data
- Gross Premium (USD) including Premium of Non-life, Life Insurance and Micro Insurance
- Number of Insurance Entities 2020
- Market Share of the Total Non-life Insurance Premium 2020
- Non-life reinsurance Premium Ceded to Overseas
- Non-Life/Life Equity (Asset-Liability) data

1. GDP AND POPULATION DATA



Unit: Billion US Dollars	2016	2017	2018	2019	2020
GDP	20,017	22,158	24,572	27,090	25,950
GDP Per Capita	1,279	1,384	1,512	1,643	1,512

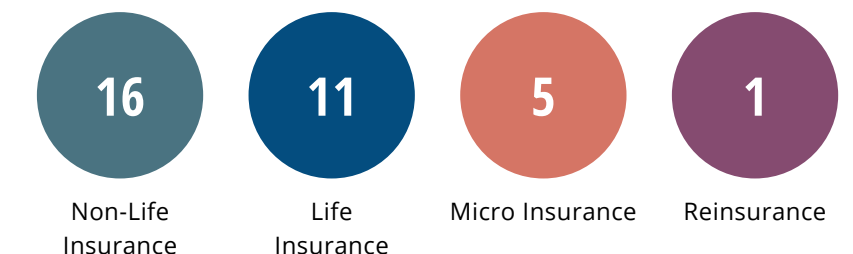
Unit: Million	2016	2017	2018	2019	2020
Population	15.6	15.9	16.2	16.4	16.7

2. GROSS PREMIUM (USD)

Including Premium of Non-life, Life Insurance and Micro Insurance, the Increase or Decrease of Percentage as Compared to the previous year

Unit: Million US Dollars	2019	2020	% Change
Non-life Insurance	103	113	10.5%
Life Insurance	142	151	5.8%
Micro Insurance	7	5	-24.6%
Total	252	269	6.7%

3. NUMBER OF INSURANCE ENTITIES 2020

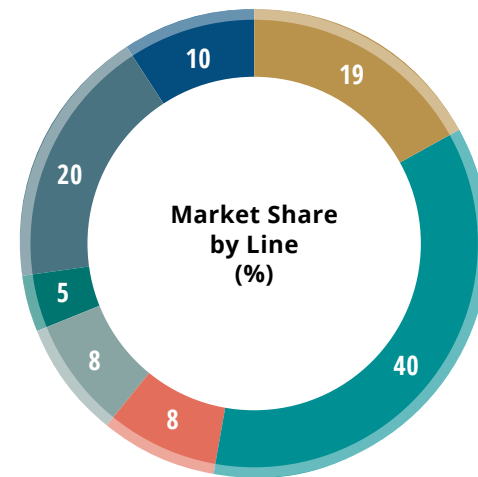


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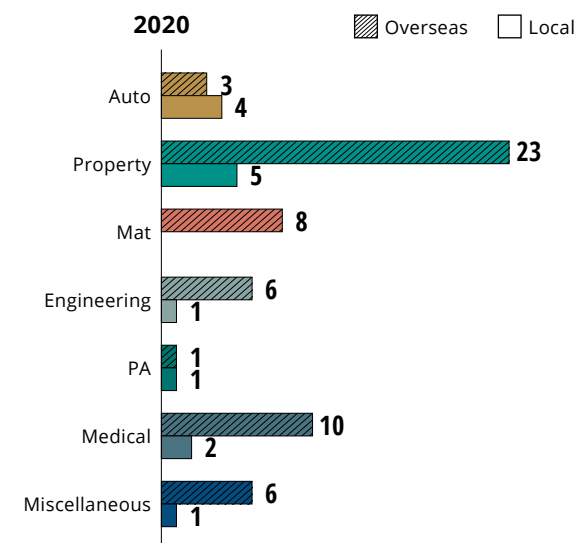
4. MARKET SHARE OF THE TOTAL NON-LIFE INSURANCE PREMIUM 2020

Gross Premium 2020	
LOB	Amount (Unit: Million US Dollars)
Auto	19
Property	40
MAT	8
Engineering	8
PA	5
Medical	20
Miscellaneous	10
Total	113



5. NON-LIFE REINSURANCE PREMIUM CEDED TO OVERSEAS AND LOCAL

LOB	Unit: Million US Dollars			
	Overseas		Local	
	2019	2020	2019	2020
Auto	4	3	4	4
Property	19	23	4	5
MAT	9	8	0	0
Engineering	3	6	1	1
PA	1	1	1	1
Medical	10	10	2	2
Miscellaneous	5	6	1	1
Total	51	57	13	14



6. NON-LIFE/LIFE EQUITY (ASSET-LIABILITY) DATA

Unit: Million US Dollars	2016	2017	2018	2019	2020
Total Assets	193	286	427	NA	NA
Total Liabilities	80	126	183	NA	NA
Equity	113	160	243	NA	NA

Contents

1. GDP and population data
2. Gross premium including premium of non-life insurance, life insurance, and health insurance
3. Number of insurance entities including non-life, life, captive, reinsurance, Lloyd's scheme and other insurance operation
4. Market share of motor insurance premium under the total non-life insurance premium
5. Unique and useful information in 2020
6. Outlook of insurance market in the coming year
7. Non-life/Life Protection Gap
8. Non-life/Life Equity (Asset-Liability) data including Capital Stock and Capital Surplus data
9. Non-life and Life Reinsurance Premium data

1. GDP AND POPULATION DATA AS AT END OF 2020

China GDP	Population
USD 14,729.56 billion	1,411.78 million
RMB 101,598.62 billion	
RMB to USD (USD = 100): 689.76	

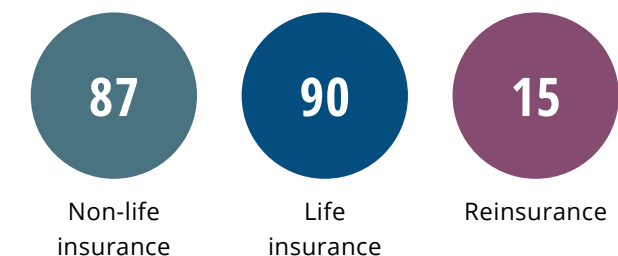
Source: National Bureau of Statistics of China

2. GROSS PREMIUM INCLUDING PREMIUM OF NON-LIFE INSURANCE, LIFE INSURANCE, AND HEALTH INSURANCE

2020 Gross Premium (RMB billion)		
Non-life (without health)	Life (without health)	Health Insurance
1,246.95	2,461.51	817.27
Growth Rate		
2.41%	5.18%	15.66%

(Source: China Banking and Insurance Regulatory Commission)

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS AS AT END OF 2020



Source: China Banking and Insurance Regulatory Commission

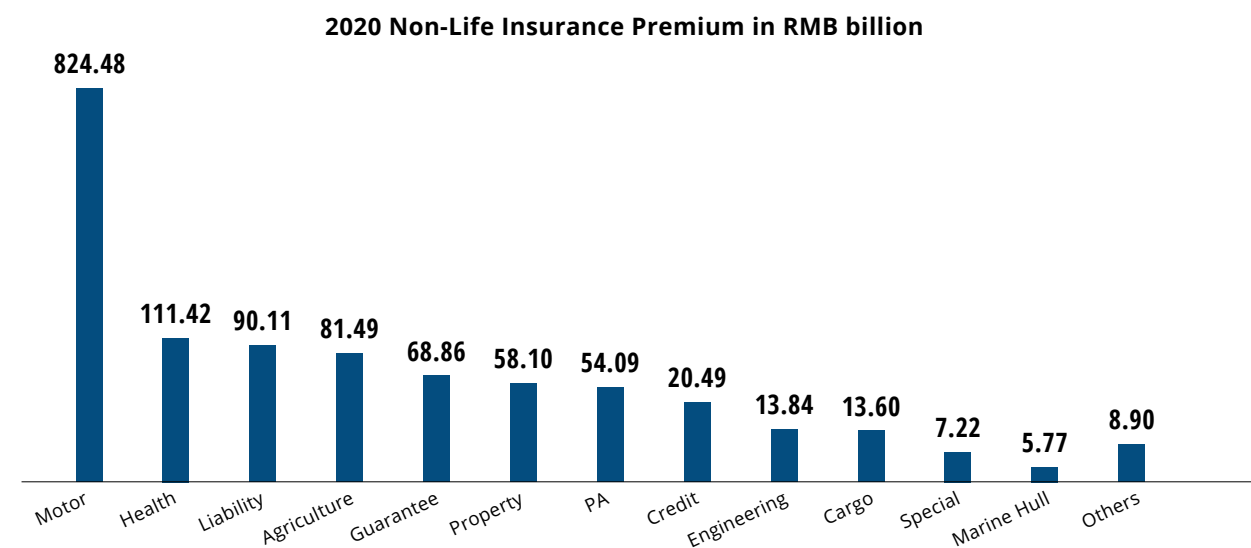
CHINA

CHINA

4. MARKET SHARE OF MOTOR INSURANCE PREMIUM UNDER THE TOTAL NON-LIFE INSURANCE PREMIUM AS AT END OF 2020



5. UNIQUE AND USEFUL INFORMATION IN 2020



Source: China Banking and Insurance Regulatory Commission

6. OUTLOOK OF INSURANCE MARKET IN THE COMING YEAR

Section	2020	Growth Rate	2021E
Motor	824.48	-12.30%	723.07
Non-Motor	533.89	18.84%	634.50
Total	1,358.37	0.22%	1,361.33

7. NON-LIFE/LIFE PROTECTION GAP (UNDERINSURANCE) AMOUNT

Not applicable

8. NON-LIFE/LIFE EQUITY (ASSET-LIABILITY) DATA INCLUDING CAPITAL STOCK AND CAPITAL SURPLUS DATA AS AT END OF 2020

Non-life	RMB billion	
	31-Dec-20	31-Dec-19
Total Assets	2,342.26	2,293.88
Total Liabilities	1,686.95	1,634.29
Capital Stock	358.78	345.39
Capital Surplus	103.82	93.08
Total Equity	655.30	659.59
Total Liabilities and Equity	2,342.26	2,293.88

Life	RMB billion	
	31-Dec-20	31-Dec-19
Total Assets	19,978.97	16,957.52
Total Liabilities	18,445.35	15,613.26
Capital Stock	508.45	508.12
Capital Surplus	454.85	388.49
Total Equity	1,533.63	1,344.25
Total Liabilities and Equity	19,978.97	16,957.52

Source: China Banking and Insurance Regulatory Commission

9. NON-LIFE AND LIFE REINSURANCE PREMIUM DATA AS AT END OF 2020

	RMB billion	
	Premium	Growth Rate
Non-life Reinsurance	84.01	15.10%
Life Reinsurance	44.16	4.81%
Health Reinsurance	45.45	28.71%
Accident Reinsurance	7.31	-0.70%

Source: China Banking and Insurance Regulatory Commission



HONG KONG

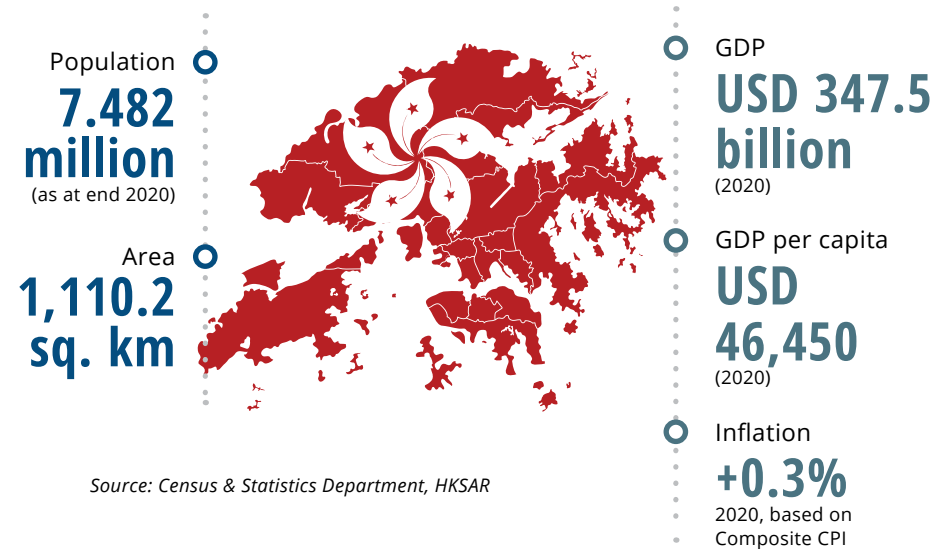
HONG KONG

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1. Hong Kong Key Economic Indicators
2. Gross Premium Income
3. Insurance Entities
4. Recent Development

*** Unless otherwise specified, all figures are expressed in USD with exchange rate at **HKD 7.8 = USD 1** in this presentation.

1. HONG KONG KEY ECONOMIC INDICATORS



2. GROSS PREMIUM INCOME

Ranked 11th
in terms of Life Insurance
premium in 2020

Ranked 39th
in terms of General Insurance
premium in 2020

Source: Sigma No.3/2021

	General Insurance (Direct & Reinsurance Inward) USD billion	Life Insurance (In-force business) USD billion	Total USD billion
2010	4.0	22.5	26.5
2011	4.5	24.5	29.0
2012	5.0	27.7	32.7
2013	5.4	31.8	37.2
2014	5.6	36.6	42.2
2015	5.9	41.0	46.9
2016	5.8	52.1	57.9
2017	6.2	53.1	59.3
2018	6.8	55.5	62.3
2019	7.1	62.4	69.5
2020	7.7 (+8.77%)	63.1 (+1.23%)	70.8 (+1.87%)

Source: Insurance Authority, Hong Kong

2. GROSS PREMIUM INCOME (CONT'D.)

Premium Growth – General & Life Insurance

	2020 USD million	2019 USD million	% Change
General Insurance			
Gross Premium	7,730	7,107	+8.77%
Net Premium	5,248	4,834	+8.56%
Underwriting Profit/Loss	286	111	+156.77%
Life Insurance			
Revenue Premium (in-force Business)	63,141	62,376	+1.23%
New Business (excluding Retirement Scheme)	17,066	22,101	-22.78%

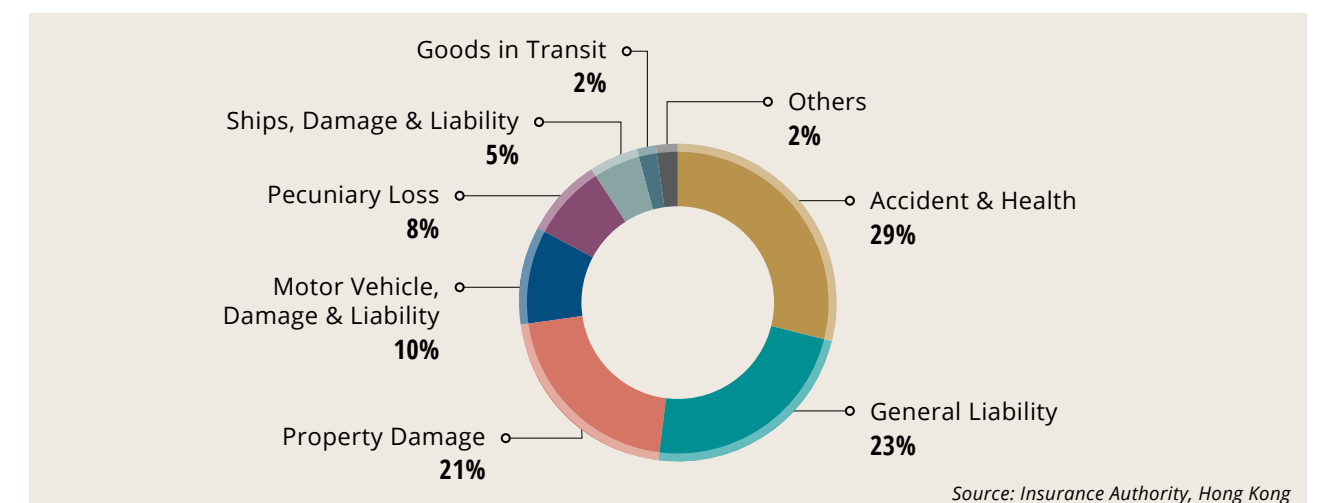
Source: Insurance Authority, Hong Kong

Premium Growth – General Insurance (by Class)

Class	2020 USD million	2019 USD million	% Change
Accident & Health	2,254	2,352	-4.2%
General Liability	1,786	1,608	11.0%
Property Damage	1,595	1,322	20.7%
Motor Vehicle, Damage & Liability	803	806	-0.3%
Pecuniary Loss	603	384	57.2%
Ships, Damage & Liability	366	309	18.2%
Goods in Transit	200	199	0.5%
Others	124	128	-3.2%
Total	7,730	7,107	8.8%

Source: Insurance Authority, Hong Kong

Split of General Insurance Premium 2020 by Class



HONG KONG

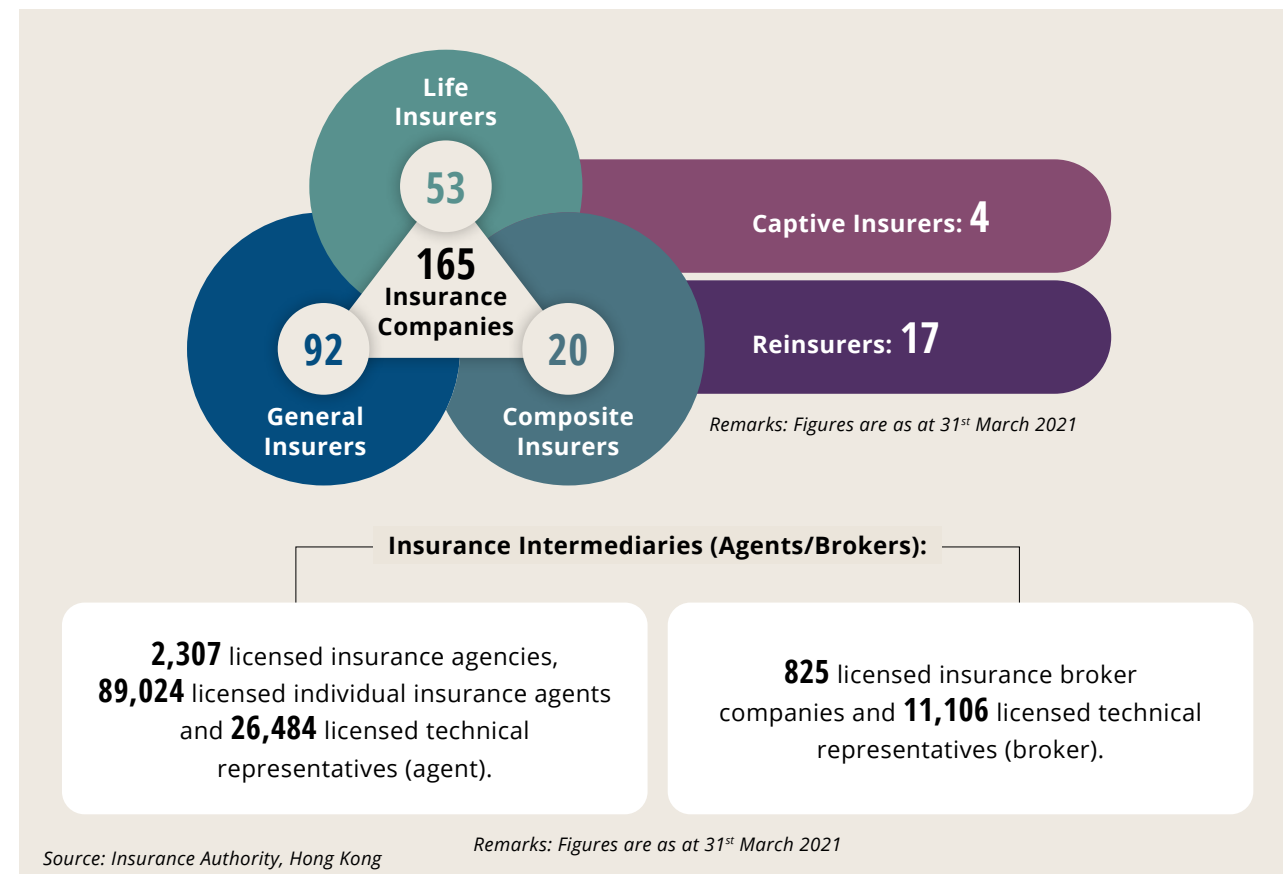
2. GROSS PREMIUM INCOME (CONT'D.)

General Insurance Underwriting Result 2020

Class of Business	UW Profit/(Loss) (in '000)
Accident & Health	127,141
Motor Vehicle, Damage & Liability	-18,152
Aircraft, Damage & Liability	-4,258
Ships, Damage & Liability	-15,635
Goods in Transit	12,095
Property Damage	89,502
General Liability	115,361
Pecuniary Loss	-19,154
Non-proportional & Proportional Treaty Reinsurance	-765
Total	286,135

Source: Insurance Authority, Hong Kong

3. HONG KONG INSURANCE ENTITIES



HONG KONG

3. HONG KONG INSURANCE ENTITIES (CONT'D.)

General Insurance Companies

Top 10 ranked insurers have captured about 45.59% of the entire General Insurance market as at 2020. Leading insurers are AXA General, Bupa, China Taiping (HK), Zurich and HKMCI.

14 active professional reinsurers in town. Some of them are using Hong Kong as a "hub" for other Asia business particularly for North Asia.

TOP 10 GENERAL INSURERS BY GROSS PREMIUM

Ranking	Name of Insurer	2020		Ranking	2019	
		Gross Premium ('000)	Market Share		Gross Premium ('000)	Market Share
1	AXA General	568,303	8.10%	1	552,446	8.37%
2	Bupa	490,924	7.00%	2	486,948	7.38%
3	CTPI(HK)	457,689	6.53%	3	432,061	6.55%
4	Zurich Insurance	288,668	4.12%	4	316,451	4.80%
5	HKMCI	265,645	3.79%	30	69,543	1.05%
6	AIG Insurance HK	249,679	3.56%	5	245,353	3.72%
7	BOC Group Insurance	236,526	3.37%	6	242,342	3.67%
8	Asia Insurance	219,315	3.13%	8	212,677	3.22%
9	AIA International	217,719	3.10%	7	216,033	3.27%
10	XL Insurance	203,361	2.90%	13	144,601	2.19%
Gross Premium written by Top 10 Insurance Companies		3,197,829	45.59%		2,918,456	44.24%

Source: Insurance Authority, Hong Kong

TOP 5 PURE REINSURERS BY GENERAL INSURANCE PREMIUM

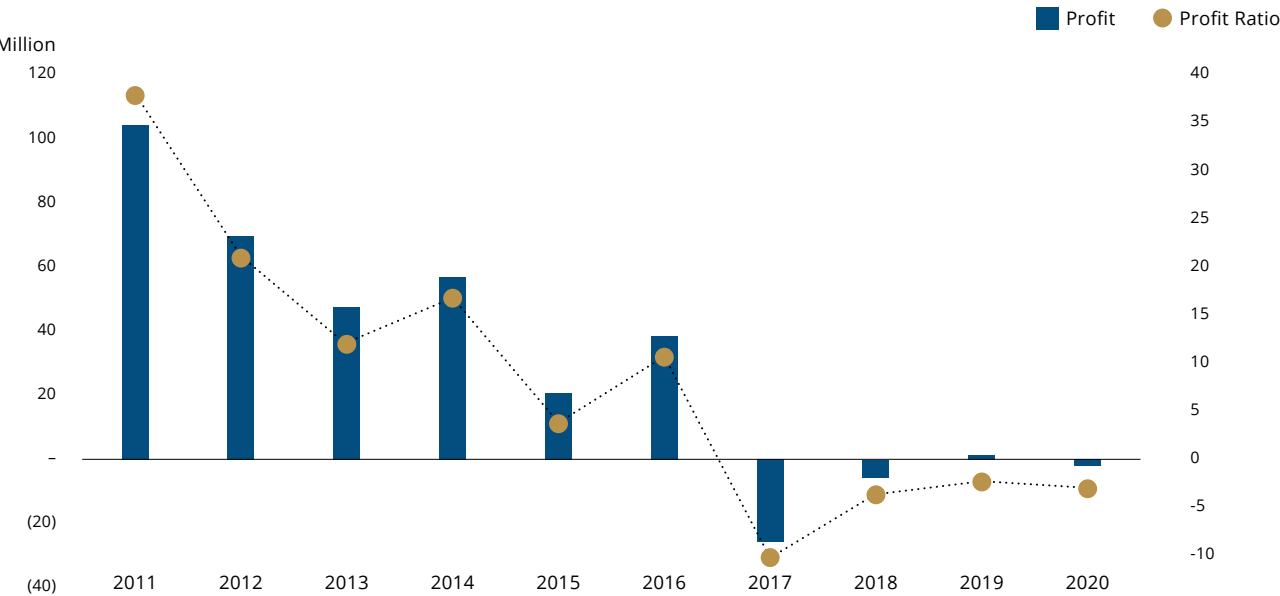
Ranking	Name of Reinsurer	2020		Ranking	2019	
		Gross Premium ('000)	Market Share		Gross Premium ('000)	Market Share
1	Taiping Re	196,744	27.45%	1	141,072	27.65%
2	Swiss Re (Asia)	176,835	24.67%	3	84,812	16.62
3	Peak Re	119,779	16.71%	2	87,078	17.07%
4	Munich Re	62,589	8.73%	5	36,341	7.12%
5	Hannover Re	49,211	6.87%	4	39,382	7.72%
Gross Premium written by Top 5 Reinsurers		605,158	84.44%		388,684	76.18%

HONG KONG

HONG KONG

3. HONG KONG INSURANCE ENTITIES (CONT'D.)

Underwriting Performance of Pure Reinsurers (General Insurance)



	2018	2019	2020
Gross Premiums (in '000)	652,821	510,198	716,683
% Change of Gross Premiums	+78.8%	-21.8%	+40.5%
Underwriting Profits/(Loss) (in '000)	(6,009)	1,383	(2,363)
Underwriting Margin	(0.92%)	0.27%	(0.33%)

Source: Insurance Authority, Hong Kong

4. RECENT DEVELOPMENT

Insurance-Linked Securities (ILS)	
March 20, 2020	May 3, 2021
<ul style="list-style-type: none"> Insurance (Amendment) Bill 2020 and the Insurance (Amendment) (No.2) Bill 2020 gazetted. The Insurance (Amendment) Bill 2020 <i>provides for a bespoke, streamlined regulatory framework for the issuance of insurance-linked securities (ILS) through the formation of special purpose insurers (SPIs)</i>. ILS are alternative risk-management tools for transferring insurance risk to the capital markets, thus increasing the capacity of the insurance market and providing institutional investors with additional options for diversification. The proposed legislative amendments will pave way for Hong Kong to become the preferred domicile for ILS, in particular catastrophe bonds. This will facilitate insurers to better capture business opportunities, and more importantly, extend the capacity of the insurance industry; thus enhancing its sustainable development. The bill also seeks to expand the scope of insurable risks of captive insurers set up in Hong Kong, helping the industry capitalise on business opportunities arising from the Belt and Road Initiative. 	<ul style="list-style-type: none"> The Insurance Authority (“IA”) announced details of the two-year Pilot Insurance-linked Securities Grant Scheme (“the Grant Scheme”) promulgated in the 2021-22 Budget. The Grant Scheme provides an incentive for insurance companies and organisations to issue insurance-linked securities (“ILS”) in Hong Kong, while efforts are being made in parallel to map out a new regulatory scheme for Special Purpose Insurers set up in this connection. The Grant Scheme and new regulatory regime catapult Hong Kong into an attractive domicile for issuance of ILS, which will in turn help to enhance sustainable development of the insurance industry and reinforce our status as a global risk management centre.

Preferential Treatment accorded to Hong Kong under C-Ross
August 5, 2021
<ul style="list-style-type: none"> The China Banking and Insurance Regulatory Commission (“CBIRC”) announced an extension of the preferential treatment accorded to Hong Kong under the China Risk Oriented Solvency System (“C-ROSS”) for another year to 30 June 2022, thus allowing the capital requirement of Mainland insurers ceding businesses to qualified Hong Kong professional reinsurers to be lowered continuously.

Source: Insurance Authority, Hong Kong

HONG KONG

4. RECENT DEVELOPMENT (CONT'D.)

Premium levy rate to be adjusted to 0.1% on 1 April 2021

March 31, 2021

- In accordance with the schedule set out in the Insurance (Levy) Order under the Insurance Ordinance (Cap. 41), starting from tomorrow (1 April 2021), the premium levy rate will be adjusted to 0.1% of the insurance premium per policy year, with the levy cap set at \$100 for life insurance policies and \$5,000 for general insurance policies.
- The Insurance Ordinance provides for the IA to collect premium levies from policy holders, authorisation fees from insurance companies, and fees from users for specific services to finance its operations. To mitigate the impact on policy holders, an incremental approach has been adopted since 2018 to gradually adjust the premium levy rate until the target rate of 0.1% is reached.

Introduction of Risk Based Capital ("RBC") Regulatory Regime

- The Insurance Authority ("IA") commenced consultation in 2014 regarding the adoption of risk-based capital ("RBC") which is expected to implement in 2023.
- On the RBC regime, the third round of pillar one quantitative impact studies was completed at the end of 2019, paving way for stakeholder consultation on the draft capital rules under pillar one. IA continues to modify and improve the technical rules, including consulting industry opinions on how to apply and adopt own assessment in determining General Insurance natural catastrophe risk charges.
- In respect of pillar two's governing qualitative aspects, the 'Guideline on Enterprise Risk Management' has come into effect since January 2020 which mandates the submission of 'own risk and solvency assessment' reports. IA requires the industry to submit the first ORSA report at the end of June 2021.
- Preparatory work on pillar three concerning disclosure commenced in 2020 and IA is seeking feedback from the industry about the proposal instructions of Pillar III (company information disclosure).

Source: Insurance Authority, Hong Kong



Contents

- GDP (billion USD) and population data
- Gross premium including premium of non-life and life insurance, health insurance premium shall be under life insurance or separate as third column, the increase or decrease of percentages as compared to the previous year
- Number of insurance entities including non-life, life, captive, reinsurance, Lloyd's scheme and other insurance operation organisations
- Market share of motor insurance premium under the total non-life insurance premium
- Unique and useful information
- Outlook of the insurance market in the coming year
- Non-Life/Life Protection Gap (underinsurance) amount
- Non-Life/Life Equity (Asset-Liability) data including capital stock and capital surplus data
- Non-Life and Life Reinsurance Premium data

1. GDP AND POPULATION DATA AS AT END OF 2020

GDP of India FY 2020-21 (billion USD) ¹	Population (as on 1 st March 2021)
INR 135.13 lakh crore	136.3 crore ³
USD 1,844.74 billion	

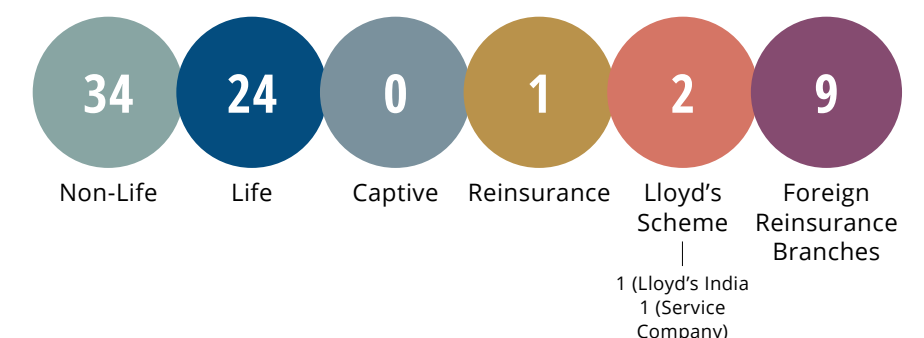
1 USD = INR 73.25 as on 31 March 2021²

Source: National Bureau of Statistics of China

2. GROSS PREMIUM INCLUDING PREMIUM OF NON-LIFE AND LIFE INSURANCE, HEALTH INSURANCE PREMIUM

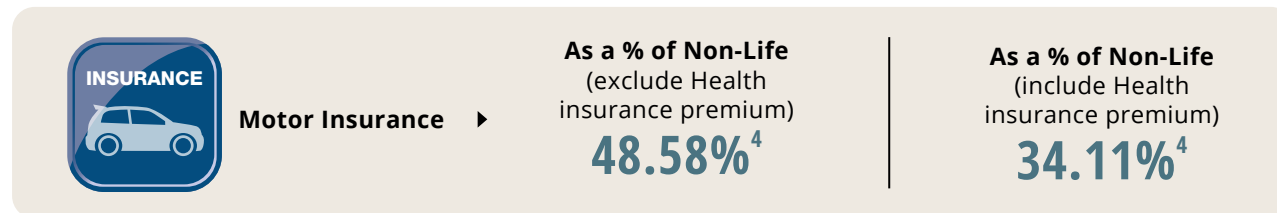
Gross Premium		
Non-Life (exclude health)	Life	Health
INR 1,39,552	INR 2,78,278	INR 59,173
(% growth)		
2.13% ⁴	7.49% ⁵	13.18% ⁴

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS



INDIA

4. MARKET SHARE OF MOTOR INSURANCE PREMIUM UNDER THE TOTAL NON-LIFE INSURANCE PREMIUM



5. UNIQUE AND USEFUL INFORMATION



6. OUTLOOK OF THE INSURANCE MARKET IN THE COMING YEAR.

In India, the overall market size of the insurance sector is expected to US\$ 280 billion in 2020.

The life insurance industry is expected to increase at a CAGR of 5.3% between 2019 and 2023. India's insurance penetration was pegged at 3.76% in FY20, with life insurance penetration at 2.82% and non-life insurance penetration at 0.94%.

In terms of insurance density, India's overall density stood at US\$ 78 in FY20. The market share of private sector companies in the general and health insurance market increased from 47.97% in FY19 to 48.03% in FY20. In the life insurance segment, private players held a market share of 33.78% in premium underwritten services in FY20.

In India, gross premiums written of non-life insurers reached US\$ 26.52 billion in FY21 (between April 2020 and March 2021), Gross direct premium of non-life insurance companies rose 11.4% on a yearly basis to Rs. 12,316.50 crore (1.6 billion) in May 2021.

Six standalone private sector health insurance companies registered a jump of 66.6% in their gross premium at Rs 1,406.64 crore (US\$ 191.84 million) in May 2021, as against Rs. 844.13 crore (US\$ 115.12 million) earlier.

In March 2021, health insurance companies in the non-life insurance sector increased by 41%, driven by rising demand for health insurance products amid COVID-19 surge.

According to S&P Global Market Intelligence data, India is the second-largest insurance technology market in Asia-Pacific, accounting for 35% of the US\$ 3.66 billion insurtech-focused venture investments made in the country.

INDIA

7. NON-LIFE/LIFE PROTECTION GAP (UNDERINSURANCE) AMOUNT

NON-LIFE		LIFE
Health	Fire	
Premium was Rs. 470 billion in financial year 2019-20 which is 35% of total protection needed leaving 65% as protection gap. ⁶	In case of cat events in India over the last 20 years the insured losses on an average covered around 10 % of the economic losses leaving huge protection gap of 90%. ⁷	Mortality protection gap stands at \$16.5 tn (as of 2019) with an estimated protection gap of 83% of total protection need. ⁸

8. NON-LIFE/LIFE EQUITY (ASSET-LIABILITY) DATA INCLUDING CAPITAL STOCK AND CAPITAL SURPLUS DATA

As on 31 st December 2020	
a) Capital and Free reserves of Non-Life companies (including Health) ⁹	Rs. 87,453.94 crore
b) Equity at Market Value of Life Companies ¹⁰	Rs. 10,37,048 crore

9. NON-LIFE AND LIFE REINSURANCE PREMIUM DATA

GIC Re Rs. 36,233.84 crore as on 31 st March 2020 ¹¹	Foreign Reinsurance Branches Rs. 12,585.59 crore as on 31 st March 2020 ¹¹
--	--

Data Source:

- GDP: http://mospi.nic.in/sites/default/files/press_release/Press%20Note_31-05-2021.pdf
- Exchange Rate: https://fedai.org.in/DocumentUploadFiles/RevaluationRates/Quarterly%20Average%20Rates_%2031%20Mar%202021.pdf
- Population: https://main.mohfw.gov.in/sites/default/files/Population%20Projection%20Report%2020112036%20-%20upload_compressed_0.pdf
- Non-Life: <https://www.gicouncil.in/statistics/industry-statistics/segment-wise-report-onhomepage/>
- Life: https://www.irdai.gov.in/ADMINCMS/cms/frmGeneral_Layout.aspx?page=PageNo4453&flag=1
- <https://www.statista.com/statistics/657244/number-of-people-with-health-insurance-india/>
- <https://www.atlas-mag.net/en/article/natural-disasters-risk-in-india>
- <https://www.investindia.gov.in/sector/bfsi-insurance>
- <https://www.gicouncil.in/statistics/industry-statistics/financial-highlights-for-homepage/>
- <https://www.lifeinscouncil.org/industry%20information/mis.aspx>
- IRDAI FY2019-20 Annual Report



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6. Non-Life Insurance (Premium)
7. 2020 Non-Life Market Share
8. Non-Life Insurance (Claim)
9. Non-Life Insurance (Loss Ratio)
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11. Economic Outlook
12. Non-Life Reinsurance
13. Assets and Liabilities
14. Big Claims

1. INDONESIA AT A GLANCE

Population 270.20 millions (2020 – BPS)	Capital City Jakarta	Area 1.9 million sq km (742.308 sq miles)
Major languages Indonesian (300 regional languages)	Life expectancy 69.59 Years (Male) 73.46 Years (Female)	Currency Indonesia Rupiah
Main exports Oil and Gas, Plywood, Textiles, Rubber, Palm Oil		

Source: www.bbc.com & BPS (Indonesia Statistical Buerau)



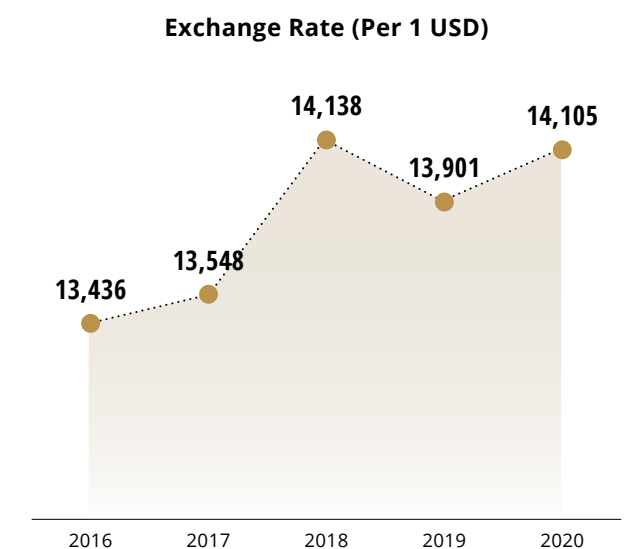
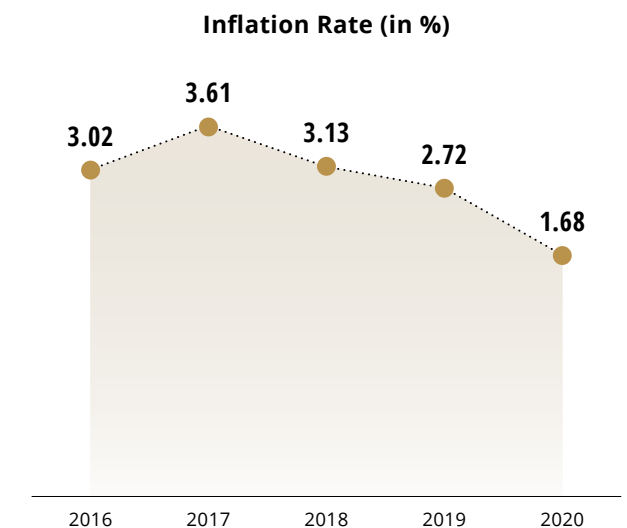
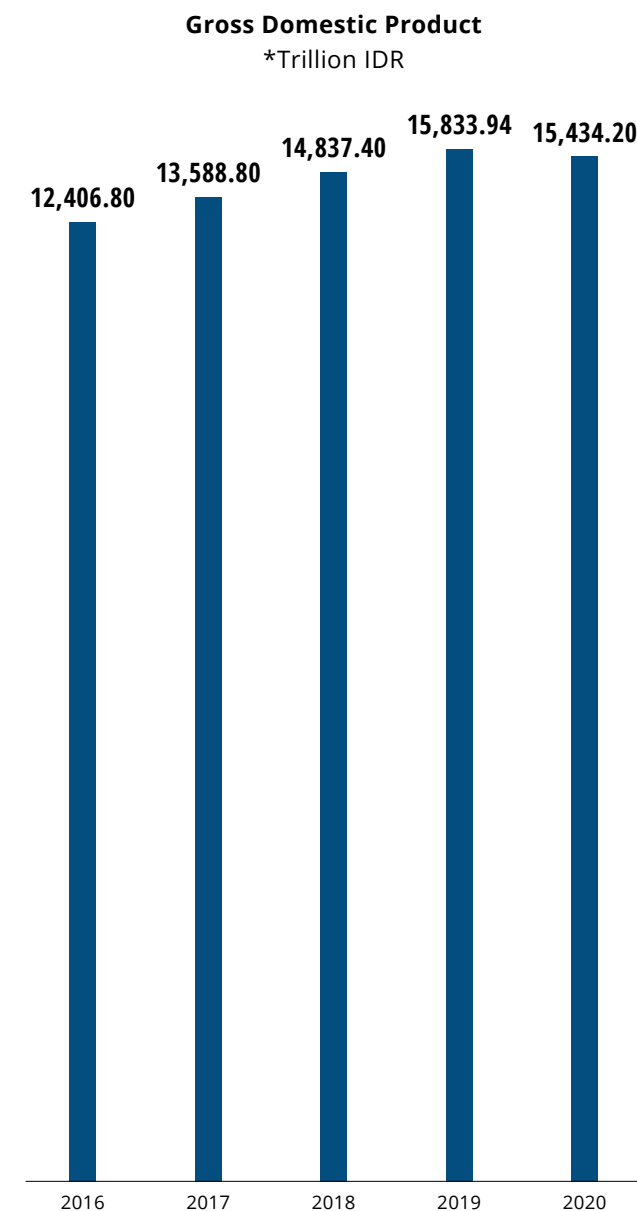
Source: www.dive-the-world.com

2. KEY INDICATORS

Economics and Insurance Development Data

	2016	2017	2018	2019	2020
Gross Domestic Product:					
At Current Market Price (Trillion Rp)	12,406.80	13,588.80	14,837.40	15,833.94	15,434.20
Annual Change (%)	7.64	9.56	9.18	6.72	(2.52)
Inflation Rate (Annual Change CPI)	3.02	3.61	3.13	2.72	1.68
Exchange Rate (Per USD. 1)	13,436	13,548	14,138	13,901	14,105

Source: Indonesian Insurance – OJK
Indonesian Central Bank (Bank Indonesia)



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3. MARKET STRUCTURE

Economics and Insurance Development Data	2016	2017	2018	2019	2020
Number of Registered Insurers:	145	152	151	151	137
Life Insurers	55	61	60	60	54
General Insurers	80	74	74	73	72
Professional Reinsurers	5	7	6	6	6
Social Insurer & Jamsostek	2	2	2	2	2
Civil Servant & Armed Forces	3	3	3	3	3
Insurance and Reinsurance Brokers	209	212	209	202	197
Loss Adjusters	28	27	27	27	26
Actuarial Consultants	N/A	27	27	N/A	N/A
Agen Companies	N/A	39	39	N/A	N/A

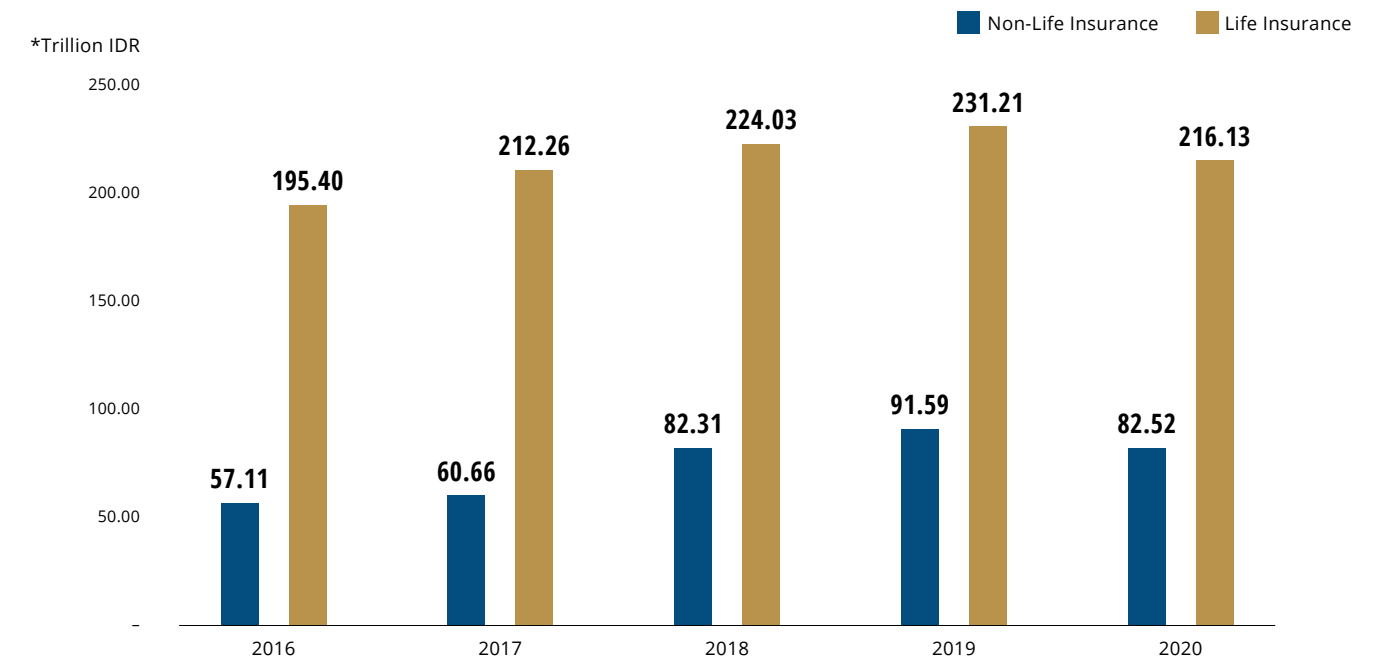
Source: Indonesian Insurance 2019 – OJK
Kinerja Asuransi Umum & Reasuransi Trw II 2021

4. INSURANCE DEVELOPMENT

Economics and Insurance Development Data	2016	2017	2018	2019	2020*
Per Capita Expenditure (Rp)	1,398,473	1,556,731	1,635,266	1,635,266	1,068,750
Total Industry Asset (Trillion IDR)	1,002.83	1,176.97	1,249.05	1,357.14	1,409.75
As % of GDP:					
Life Sum Insureds	34.37	32.76	31.91	31.83	34.30
Life Premiums	1.35	1.43	1.33	1.23	1.40
Non-life and Reinsurance Gross Premiums	0.54	0.52	0.52	0.55	0.50
Life Assets	3.64	4.02	3.74	3.63	2.84
Non-life and Reinsurance Assets	1.16	1.14	1.17	1.16	193.77

Source: Indonesian Insurance – OJK
Central Bureau of Statistic – BPS
2020 per capita expenditure are based World Insurance of Swiss Re/Sigma No 3/2021
Estimation on 2020 Life Sum Insureds

5. INSURANCE PREMIUM VOLUME (NON-LIFE & LIFE)



Source: World Insurance – Swiss Re sigma

6. NON-LIFE INSURANCE (PREMIUM)

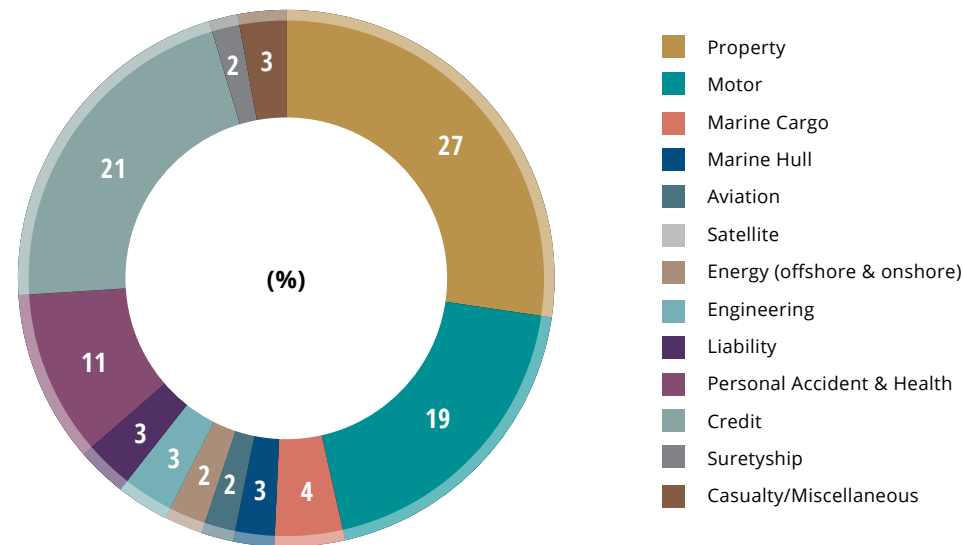
Description	2016	2017	2018	2019	2020
Gross Premium	72.27	63.18	69.78	79.71	76.98
Gross Premium per LOB:					
Property	24.72	18.29	19.03	20.88	21.03
Motor	16.8	17.23	18.67	18.73	14.73
Marine Cargo	4.05	3.07	3.49	3.48	3.26
Marine Hull	2.52	1.6	1.59	1.65	1.90
Aviation	1.58	0.97	1.22	1.51	1.51
Satellite	0.18	0	0	0.019	0.12
Energy (offshore & onshore)	1.9	1.63	1.5	1.47	1.64
Engineering	2.8	2.57	2.58	2.85	2.44
Liability	2.14	2.02	2.24	2.13	2.33
Personal Accident & Health	5.84	6.53	6.72	6.17	7.98
Credit	5.11	5.16	7.86	14.64	16.43
Suretyship	1.98	1.42	1.55	1.57	1.33
Casualty/Miscellaneous	2.66	2.62	3.33	4.58	2.24

Source: Market Update Industri Asuransi Umum & Reasuransi Indonesia 2020 – AAUI (General Insurance Association)

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7. 2020 NON-LIFE MARKET SHARE



Source: Market Update Industri Asuransi Umum & Reasuransi Indonesia 2020 – AAUI (General Insurance Association)

8. NON-LIFE INSURANCE (CLAIM)

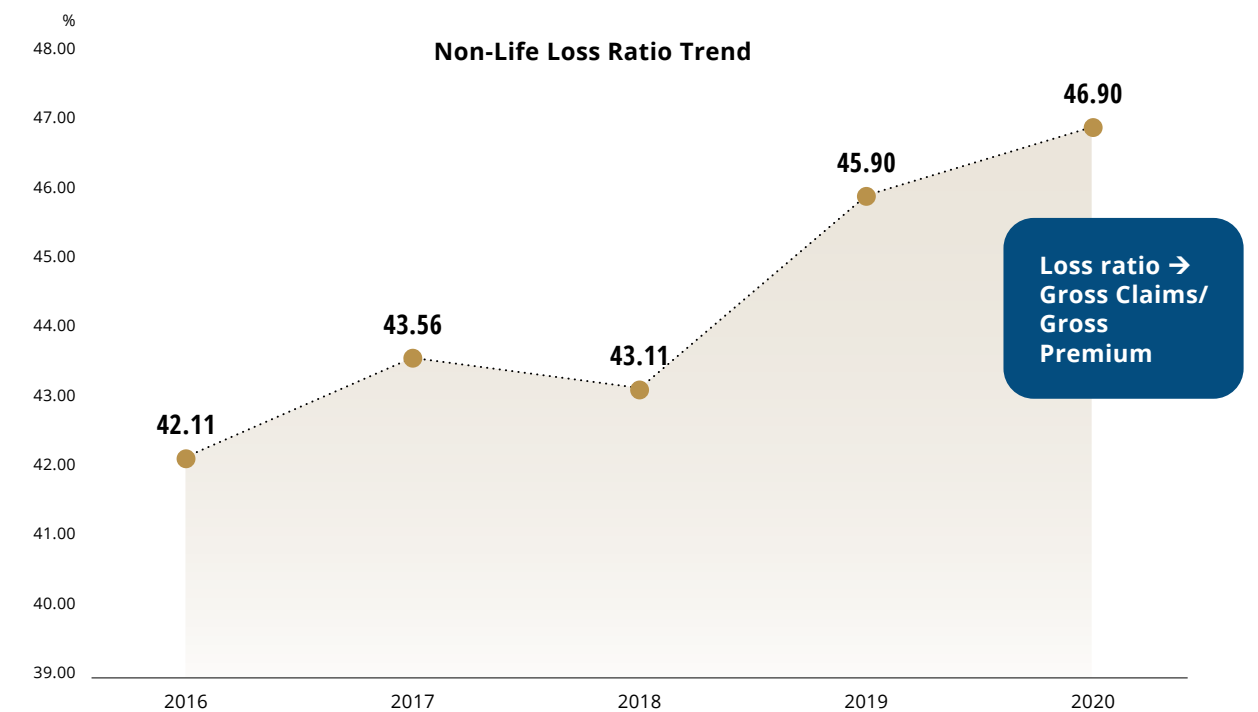
Description	2016	2017	2018	2019	2020
Gross Claim	30.43	27.52	30.08	36.65	36.11
Gross Claim per LOB:					
Property	7.93	5.98	6.37	6.06	6.91
Motor	7.58	7.53	7.86	8.08	7.01
Marine Cargo	1.12	1.08	0.98	1.08	0.94
Marine Hull	1.71	1.3	0.95	1.40	1.27
Aviation	0.45	0.35	0.41	0.26	0.33
Satellite	0	N/A	N/A	N/A	0.50
Energy (On shore & Off shore)	1.59	1.59	0.94	1.36	0.81
Engineering	1.77	1.35	1.29	1.27	1.49
Liability	0.3	0.24	0.23	0.18	0.49
Personal Accident & Health	4.04	4.0	4.18	4.35	4.53
Credit	2.76	2.91	5.22	9.87	10.72
Suretyship	0.42	0.27	0.52	0.79	0.62
Casualty/Miscellaneous	0.75	0.98	1.13	1.89	0.49

Source: Market Update Industri Asuransi Umum & Reasuransi Indonesia 2020 – AAUI (General Insurance Association)

9. NON-LIFE INSURANCE (LOSS RATIO)

Description	2016	2017	2018	2019	2020
Gross Claim Ratio	42.11%	43.56%	43.11%	45.9%	46.9%
Gross Claim per LOB:					
Property	32.08%	32.70%	33.47%	29%	33%
Motor	45.12%	43.70%	42.10%	43%	48%
Marine Cargo	27.65%	35.18%	28.08%	31%	29%
Marine Hull	67.86%	81.25%	59.75%	85%	67%
Aviation	28.48%	36.08%	33.61%	17%	21%
Satellite	0.00%	N/A	N/A	0%	409%
Energy (On shore & Off shore)	83.68%	97.55%	62.67%	92.52%	49.39%
Engineering	63.21%	52.53%	50.00%	45%	61%
Liability	14.02%	11.88%	10.27%	8%	21%
Personal Accident & Health	69.18%	61.26%	62.20%	70.50%	56.77%
Credit	54.01%	56.40%	66.41%	64%	65%
Suretyship	21.21%	19.01%	33.55%	51%	46%
Casualty/Miscellaneous	28.20%	37.40%	33.93%	59%	22%

Source: Market Update Industri Asuransi Umum & Reasuransi Indonesia 2020 – AAUI (General Insurance Association)



Source: Market Update Industri Asuransi Umum & Reasuransi Indonesia 2020 – AAUI (General Insurance Association)

INDONESIA

INDONESIA

10. UNIQUE INFORMATION

- 1 **The introduction of amended regulation from the Indonesian FSA (OJK) i.e. POJK No. 39/POJK.05/2020 where:**
 - Insurer may place risks classified as simple risks to overseas market after 31st December 2020;
 - Insurer may place risks classifies as non-simple risks to overseas market after 31st December 2022; and
 - Placement to overseas market are allowed to reinsurers which domiciled within the country that has a bilateral agreement with Indonesia.
- 2 **Market Consolidation:**
 - The completion of merger & acquisition of Zurich Insurance and Adira Insurance to become Zurich Asuransi Indonesia
- 3 **IFRS 17 Preparation to standardise the reporting for insurance industry. It is estimated to be adopted in 2025. However, early implementation is allowed. All Companies must submit the "Position Paper" to OJK with regard to this implementation by end of this year.**

11. ECONOMIC OUTLOOK

Economic Indicator	2020	Q2 - 2021
Economic Growth	-2.19%	7.07%
Inflation	3.20%	3.30%
GDP (in trillion IDR)	15,434.00	4,175.00
Population	270.2 millions	272.2 millions
Non-Life Insurance Gross Premium (in Trillion IDR)	76.985	38.374

Sources: National Statistical Bureau
General Insurance Association of Indonesia

12. NON-LIFE REINSURANCE

Gross Premium			Line of Business	Claims		
2019 Billions IDR	2020 Billions IDR	Growth		2019 Billions IDR	2020 Billions IDR	Growth
9,017	9,015	-0.02%	Property	2,731	3,229	18.24%
493	266	-46.04%	Motor Vehicle	272	289	6.25%
1,037	897	-13.50%	Marine Cargo	222	309	39.19%
695	832	19.71%	Marine Hull	580	621	7.07%
94	104	10.64%	Aviation	29	96	231.03%
9	62	588.89%	Satellite	-	12	#DIV/0!
408	339	-16.91%	Energy (Onshore + Offshore)	89	200	124.72%
880	942	7.05%	Engineering	471	602	27.81%
381	488	28.08%	Liability	52	97	86.54%
414	241	-41.79%	PA & Health	281	247	-12.10%
2,441	7,480	206.43%	Credit Insurance	836	5,993	616.87%
71	77	8.45%	Surety Bond	13	30	130.77%
1,111	1,035	-6.84%	Other	647	637	-1.55%
17,051	21,778	27.72%	Total	6,223	12,362	98.65%

Source : General Insurance Association of Indonesia (AAUI) – Market Update 2020

13. ASSETS AND LIABILITIES

	Components	2019 IDR Trillions	2020 IDR Trillions	Growth
Insurance Industry	Total Investment	1,141.84	1,205.68	5.59%
	Total Assets	1,325.75	1,409.75	6.34%
	Total Liabilities	799.48	781.39	(2.26%)
	Total Equity	524.63	627.25	19.56%
Reinsurance	Total Investment	13.71	15.28	11.49%
	Total Assets	24.71	26.99	9.25%
	Total Liabilities	15.42	16.85	9.32%
	Total Equity	8.91	9.76	9.55%

Source : Otoritas Jasa Keuangan (OJK) – Indonesia Financial Services Authority

INDONESIA



14. BIG CLAIMS (>USD 30 MIO) (2015 – 2021 as per June)

Insured	Occupancy	Date of Loss	Cause of Loss	Amount of Loss (100%)
Palu EQ	Various	05.08.2018	Earthquake	±USD 200 Mio
Lombok EQ	Various	25.09.2018	Earthquake	±USD 100 Mio
Apical Group	CPO	19.11.2018	Fire	USD 40.75 Mio
Paiton Energy	Power Plant	14.01.2018	Fire burned transformer, suffer for BI	USD 160 Mio
Argha Karya Prima Industry	Flexible Fillm Packaging Manufacturer	28.05.2018	Short circuit burned costumed machine	USD 41.05 Mio
Jakarta Flood	Various	01.01.2020	Heavy Rain	±USD 100 Mio
Bumi Suksesindo	Copper Mining	12.09.2020	Landslide	±USD 75 Mio

Contents

1. GDP (billion USD) and population data
2. Gross premium including premiums of non-life insurance and life insurance and increase decrease percentage in Japan
3. Number of insurance entities including non-life, life, captive, reinsurance, LLOYD'S scheme and other insurance operation organisations
4. Market share of motor insurance premiums under the total non-life insurance premiums in Japan
5. Non-Life/Life Protection Gap (underinsurance) amount
6. Non-Life/Life Equity (Asset-Liability) data including Capital Stock and Capital Surplus data
7. Non-life/life reinsurance premium data
8. The operating environment of the non-life insurance industry
9. Overview of the non-life insurance industry
10. Recent non-life insurance industry trends

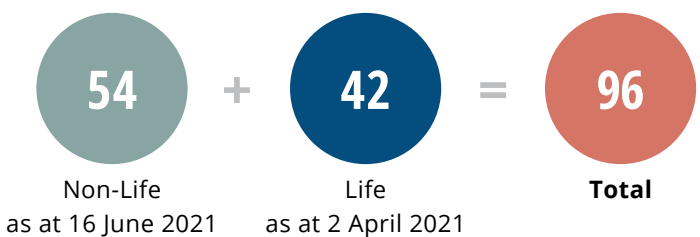
1. GDP AND POPULATION DATA

GDP of Japan in 2020 (USD)	Population as of 1 APR 2021
4,954,352,941,176	125.41 million
Ex. Rate USD 1 = JPY 106.25	

2. GROSS PREMIUM INCLUDING PREMIUMS OF NON-LIFE INSURANCE AND LIFE INSURANCE AND INCREASE DECREASE PERCENTAGE IN JAPAN

	USD		
	Non-Life	Life	Total
2019 Fiscal Year ending March 2020	89,581,724,104	295,636,668,235	385,218,392,339
2018 Fiscal Year ending March 2019	87,048,976,358	319,208,903,529	406,257,879,887
Increase/Decrease Percentage	2.9%	-7.4%	-5.2%

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS



(Excluding Sasti Provider and Mutual Insurance Cooperative)

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4. MARKET SHARE OF MOTOR INSURANCE PREMIUMS UNDER THE TOTAL NON-LIFE INSURANCE PREMIUMS IN JAPAN



Motor Insurance
44.1%

5. NON-LIFE/LIFE PROTECTION GAP (UNDERINSURANCE) AMOUNT

N/A

6. NON-LIFE/LIFE EQUITY (ASSET-LIABILITY) DATA INCLUDING CAPITAL STOCK AND CAPITAL SURPLUS DATA

Non-Life	USD
Total Liabilities	218,106,870,588
Total Net Assets	63,147,971,765
Capital	6,951,604,706
Total Shareholder's Equity	37,038,729,412
Life	USD
Total Liabilities	3,482,535,312,941
Total Net Assets	213,794,823,529
Capital	24,751,378,824
Total Shareholder's Equity	108,232,818,824

* Excluding the figures of the Reinsurance companies
(Ex. Rate USD 1 = JPY 106.25)

7. NON-LIFE/LIFE REINSURANCE PREMIUM DATA

	Non-Life USD	Life USD	Total USD
2016 Fiscal Year ending			
March 2017	21,565,413,261	34,881,901,176	56,447,314,438

* Excluding the figures of the Reinsurance companies
(Ex. Rate USD 1 = JPY 106.25)

8. THE OPERATING ENVIRONMENT OF THE NON-LIFE INSURANCE INDUSTRY

The GDP of Japan ranks third in the world and its economy has continued to grow moderately in recent years. However, Japan's population has been declining since 2008, and its low birth rate and aging population are expected to continue. Looking at the Japanese non-life insurance market, automobile insurance currently accounts for about half of net premium income of direct non-life insurance companies. Factors including new advances in automated driving technology are projected to change the structure of the non-life insurance industry. In fact, conditions in the non-life insurance industry have been changing rapidly over the past several years. In addition to having to cover frequent natural disasters such as earthquakes and typhoons, the industry has had to deal with changing risks related to COVID-19 and silent cyber risks, which involve the risk of cyber loss on existing business classes such as property insurance and casualty insurance.

Non-life insurance companies in Japan are targeting further growth by doing business overseas, developing new markets by providing new products and services, and implementing initiatives to increase operating efficiency.

9. OVERVIEW OF THE NON-LIFE INSURANCE INDUSTRY

Status of Non-Life Insurance Companies, Cooperatives and SASTI

Japan's non-life insurance industry comprises 28 Japanese non-life insurance companies that are members of the General Insurance Association of Japan ("GIA") and 18 companies that are members of the Foreign Non-Life Insurance Association of Japan, Inc. ("FNLIA"). Japan's non-life insurance market is an oligopoly in which the three largest non-life insurance groups (in alphabetical order; MS&AD Insurance Group Holdings, Inc., Sompo Holdings, Inc. and Tokio Marine Holdings, Inc.) account for more than 86% of the 8,692 billion yen in net premium income written by the 28 GIAJ members as a whole.

Japan's non-life insurance companies have increased operating efficiency since liberalisation of the insurance industry in 1996, and have conducted mergers and business integrations since 2000. As a result, for all non-life companies, the underwriting expense ratio (other than commission and brokerage) in fiscal 2020 decreased to 14%, compared with 21% for all non-life insurance companies in the industry for fiscal 1995, prior to liberalisation.

The cooperative mutual insurance market also has considerable premium volume. Even if we look only at the main cooperatives that make up the Japan Cooperative Insurance Association Incorporated, they alone had premium income of 2,535 billion yen in fiscal 2019 (excluding life cooperatives and pension cooperatives).

Furthermore, Small Amount Short Term Insurance ("SASTI") business was introduced in Japan following an amendment to the Insurance Business Act in April 2006, and it is also providing customers with non-life insurance cover. As the name implies, this business is limited to selling insurance in small amounts with limited terms. On the other hand, regulations make it possible for companies that are not insurance companies to enter this business much more easily than in the case of establishing a new insurance company. For example, companies need only register and need not to be licensed by the Financial Services Agency ("FSA") to operate, the minimum capital required is 10 million yen compared to 1 billion yen for an insurance company, and participants may sell both life and non-life insurance. The number of member companies of The Small Amount & Short Term Insurance Association of Japan continues to grow and the scale of the market continues to expand. Non-life insurance products sold in this market are mainly renters insurance, including fire insurance for the home contents of renters and rental housing liability insurance sold through the real estate agent channel, recent strong seller pet insurance, and pecuniary insurance.

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The Small Amount & Short Term Insurance Market Data

Figure 1: Member Companies

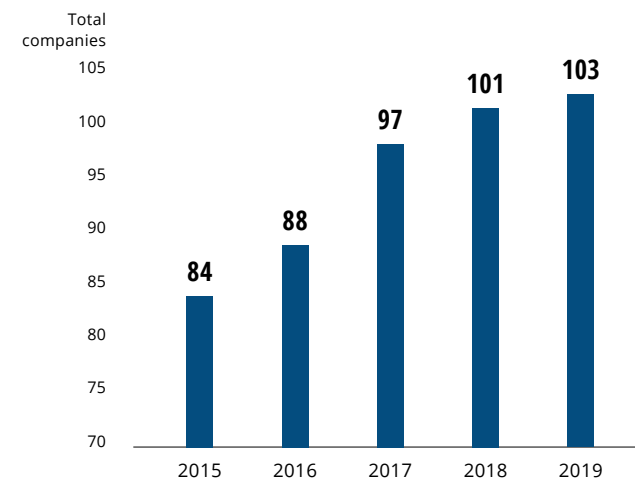
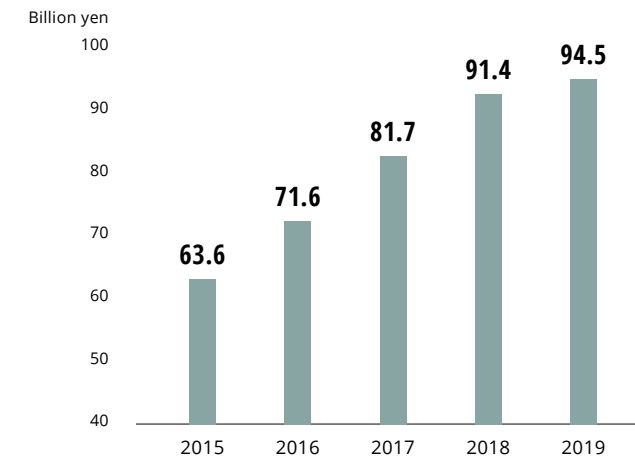


Figure 2: Premium Income (excl. Life and Medical Insurance)



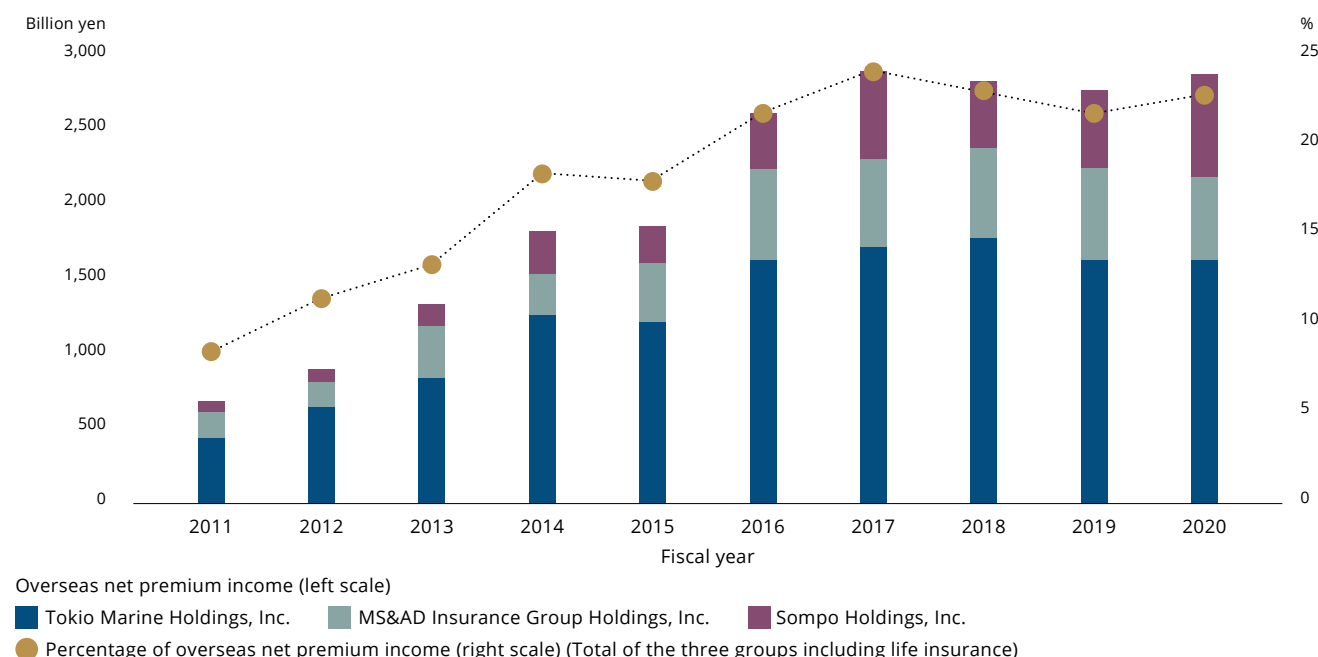
Overseas Business Trends

The three largest non-life insurance groups have all positioned overseas business as a growth driver, and have aggressively implemented initiatives such as forming business alliances with local insurance companies and engaging in M&A.

Figure 3 shows overseas net premium income* for the three largest non-life insurance groups. It increased slightly year on year in fiscal 2020, and has been stable over the past several years. Overseas net premium income for these insurance groups in fiscal 2020 was about 4.5 times that of fiscal 2010, and overseas business accounted for approximately 23% of net premium income for the three largest non-life insurance groups.

* In this section, "overseas net premium income" shows the total of net premium income from non-life insurance and life insurance premiums.

Figure 3: Trends in Overseas Net Premium Income for the Three Largest Non-Life Insurance Groups



The three largest non-life insurance groups have adopted similar strategies in targeting growth opportunities in emerging markets and expanding specialty lines in developed markets. Key overseas business developments of the three largest non-life insurance groups and recent trends are as follows:

MS&AD Holdings group company Mitsui Sumitomo Insurance acquired the general insurance operations of U.K. company Aviva plc in 2004, and is using its non-life insurance businesses in Asia as its base for advancing into the ASEAN region. It enhanced its presence by acquiring Singapore insurer First Capital Insurance Limited in December 2017, and U.S. managing general agent International Transportation and Marine Office, LLC in April 2021. In other markets, it strengthened its reinsurance business and specialty lines by completing the acquisition of Amlin plc of the United Kingdom in 2016.

Sompo Holdings acquired leading U.K. specialty (re)insurer Canopus Group Limited in 2014. In addition, it significantly expanded its overseas business in 2017 by completing the acquisition of Endurance Specialty Holdings Ltd. (now called Sompo International). Also in 2017, Sompo Holdings restructured its overseas business, making Sompo International the core overseas insurance business of the group, and selling all Canopus shares to a private equity investor.

Tokio Marine Holdings has pursued growth opportunities in its overseas business by acquiring businesses in emerging countries, as well as insurance companies with strong specialty lines in developed countries, particularly in Europe and the United States, such as Kiln Ltd. of Lloyd's in the U.K. and Philadelphia Consolidated Holding Corp. of the U.S. in 2008, Delphi Financial Group, Inc. of the U.S. in 2012 and specialty insurance group HCC Insurance Holdings, Inc. of the U.S. in October 2015. Further, in February 2020 it completed the acquisition of Privilege Underwriters, Inc., which specialises in the U.S. market for personal insurance and risk management services for high net worth individuals and families. At the same time, Tokio Marine Holdings sold its reinsurance subsidiary, Tokio Millennium Re AG and Tokio Millennium Re (UK) Limited in 2018 and reviewed its business portfolio.

Trends in Business Results of Non-Life Insurance Companies for Fiscal 2020

- The following is a summary of the main financial results (total) of 28 non-life GIAJ members in fiscal 2020.
- Net premium income in all lines of business increased by 83 billion yen from the previous fiscal year to 8,692 billion yen.
- Net claims paid (paid basis) decreased by 463 billion yen to 4,563 billion yen because the number of typhoons and other natural disasters in Japan decreased substantially compared to the previous fiscal year. As a result, the loss ratio for fiscal 2020 decreased by 5.9 percentage points to 58.0%.
- Expenses increased by 31 billion yen to 2,838 billion yen. The net expense ratio was unchanged from the previous fiscal year at 32.6%.
- Underwriting profit (earned/incurred basis) decreased by 1 billion yen to 92 billion yen year on year because of additional provision for catastrophe loss reserves despite the positive factors above.
- Ordinary profit, calculated as the sum of underwriting profit and investment profit, increased by 500 million yen to 597 billion yen. After deducting tax expense, net income decreased by 20 billion yen to 437 billion yen.

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10. RECENT NON-LIFE INSURANCE INDUSTRY TRENDS

Fiscal 2020 Trends in the Fire Insurance Market

Multiple large typhoons caused damage in fiscal 2018 and fiscal 2019, but no typhoons made landfall on the mainland in fiscal 2020. The impact of wind and flooding disaster losses on the non-life insurance market was therefore relatively minor. Non-life insurance companies estimated a certain amount of damage for the earthquake that occurred in February 2021 offshore of Fukushima Prefecture, but the impact of natural disaster losses was generally limited.

Table 1: Statistics for Recent Major Earthquakes

	Date	Magnitude	Number of Claims Paid (Personal)	Insurance Claims Paid (Million yen)
Fukushima Earthquake	2021/2/13	7.3	95,258	148,948*
Kumamoto Earthquake	2016/4/14,16	6.5, 7.3	212,316	388,308

* For the Fukushima Earthquake, as of March 31, 2021, including loss reserves

Source: General Insurance Association of Japan website, "Key figures related to the insurance claims paid for earthquakes in fiscal 2020 as of March 31, 2021," No. 21-01

However, fire insurance is expected to remain unprofitable in fiscal 2020 for the eleventh consecutive fiscal year. Even though there were fewer natural disasters, issues such as rising reinsurance premiums and more accidents resulting from aging factories made it clear that there have been latent structural profitability-related problems in the fire insurance market.

The reference loss cost rate of residential fire insurance (as calculated by the General Insurance Rating Organisation of Japan) was raised in Japan in October 2019 by 4.9% on a national average because of the major natural disasters in 2018. Direct non-life insurance companies then revised their premium rates in January 2021. The following table presents the fire insurance premium rate increases for reference.

Table 2: Recent Rate Increase Revisions

Dare of Revision	Rate Increase*	Comments
October 2019	+7% to +10%	Reflected the revision of the reference loss cost rate in May 2018 (5.5%: in consideration of the impact of natural disasters before 2017)
January 2021	+8% to +10%	Reflected the revision of the reference loss cost rate in October 2019 (4.9%: in consideration of the impact of Typhoon Jebi and Typhoon Trami in 2018)
2022	N/A	Reflected the revision of the reference loss cost rate in May 2021 (Approximately 10%: claims paid due to successive typhoons in 2019)

* The average rate increase for residential, general, and factory properties by the three largest non-life insurance companies, based on interviews by Toa Re

The reference loss cost rate will likely be reviewed in light of huge claims related to a series of natural disasters since 2019, the maximum policy period for fire insurance will shorten to five years from ten years, and direct non-life insurance companies will likely revise their rates. Results in Japan's fire insurance business are therefore expected to improve in the future. Direct non-life insurance companies have considered business conditions for policyholders during the COVID-19 pandemic and have not uniformly requested increases in fire insurance premiums, but instead have tightened other conditions for the insured, such as increasing deductibles and setting limits on claims payable.

In addition, several large-scale industrial fire losses occurred in fiscal 2020. Notably, the fire at an Asahi Kasei Microsystems Co., Ltd. semiconductor factory in October 2020 was estimated to become Japan's largest fire-related insured loss. Furthermore, at the end of the fiscal year, a fire occurred at a Renesas Electronics Corporation semiconductor factory. These fires are expected to incur losses from property damage, business interruption and contingent business interruption. These repeated large-scale fires have the potential to affect the performance of direct non-life insurance companies, and also to have a considerable impact on the reinsurance market.



COVID-19 and Silent Cyber-Related Risks

Reinsurance renewals in 2021 focused on heightened consciousness of the risk of infectious diseases, mainly due to the COVID-19 situation, and the underwriting conditions for silent cyber risks. Reinsurer positions differed depending on various issues including the characteristics of each business line, the insurance product and related conditions to be covered, and the reinsurance structure. In general, however, cedents such as direct non-life insurance companies that opened renewal negotiations at an early stage did well. Eventually, overseas reinsurers seemed to understand the renewal conditions sought by direct non-life insurance companies, while the markets generally accepted them.

In property lines, some reinsurers requested exclusion clauses for infectious diseases and silent cyber risks even for January 1 renewals, resulting in calls at an early stage of renewal from major direct non-life insurance companies for a modified version of the Lloyd's Market Association ("LMA") standard exclusion clause. In most cases, cedents gained the understanding of reinsurers largely by effectively explaining the collateral of direct policies with policyholders and the exposures to be ceded.

In accident lines, deals were done according to total exposed amount and probable maximum loss ("PML") scenarios. Non-proportional treaty reinsurance, for which excess point is higher compared to exposure, was renewed without any limitations on infectious diseases. In liability lines, the majority of reinsurers are concerned about the impact of COVID-19, and under some treaties an exclusion clause was introduced based on the potential exposure in relation to the level of the attachment points and the details of the underlying exposure.

In marine lines, although standard exclusion clauses have been introduced for silent cyber risks and infectious diseases, in some cases direct non-life insurance companies achieved cyber exclusion write-backs of fire/explosion, etc. by gaining reinsurers' understanding through their detailed demonstration of exposure.

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Industrywide SDGs Initiatives

Individual companies and entire industries, including the non-life insurance industry, have been implementing sustainability initiatives for several years in response to the Sustainable Development Goals ("SDGs") adopted by the United Nations General Assembly in September 2015.

The non-life insurance industry is working to become more resilient to fluctuations in external factors by promoting new solutions and innovations that offer society greater security, safety and health. Examples include changes in underwriting policy to encourage decarbonisation backed by the notion that global warming and climate change are key factors in the frequent natural disasters of recent years.

Initiatives within the industry are not limited to products and services in the insurance segment. Initiatives also extend to asset management, various systems related to employees and employment, improved governance and compliance, and added value such as community contribution programs. Further initiatives to improve corporate and industry value may be undertaken in the future.

Trends in Regulation by Regulatory Agencies

Given changes in the financial environment, over the past several years the FSA has recognised the importance of broadening its view of financial administration from "the Form" to "the Substance," from "the Past" to "the Future," and from "Element by element analysis" to "Holistic analysis" to achieve the goals of financial administration. Moreover, the FSA is making this a reality by inculcating principle based inspection and supervision that emphasises dialogue with financial institutions that has the requisite quality and depth.

A key priority for insurance companies is to meet customer needs as a means to prepare for various risks in the future given environmental changes such as frequent and intensifying natural disasters and the COVID-19 pandemic. Therefore, the FSA has indicated that insurance companies must reexamine their current business models from perspectives including product and service design, group governance, and risk management. With this mindset, the FSA has announced that it will hold in-depth dialogues with insurance companies concerning their issues, programs and progress in creating sound and sustainable business models.

In Japan, the FSA is examining evaluation and supervisory methods based on economic value in parallel with the introduction of the Insurance Capital Standard ("ICS") by the International Association of Insurance Supervisors ("IAIS"). Solvency assessment based on economic value is central to this regime, and will likely come into force in line with the ICS application schedule (to be introduced in fiscal 2025 as a full-fledged regulation after a five-year monitoring period).

The FSA has noted that introducing the economic value-based solvency ratio into the regulatory regime may bring unexpected consequences, such as excessively risk-averse behavior among insurance companies. Therefore, it is investigating unintended consequences and international trends while continuing its examination with emphasis on dialogue with relevant parties.



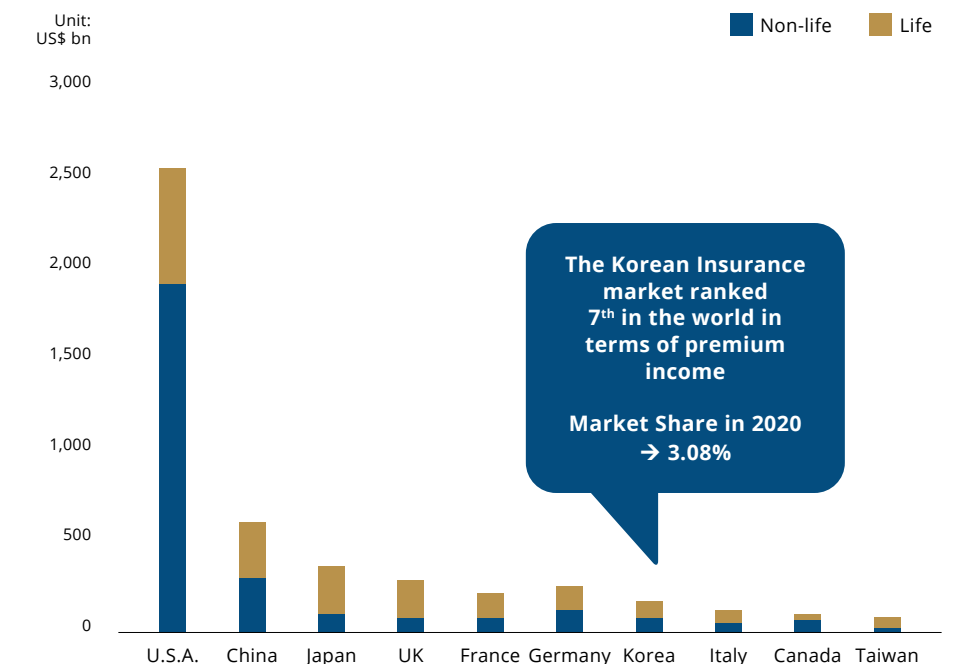
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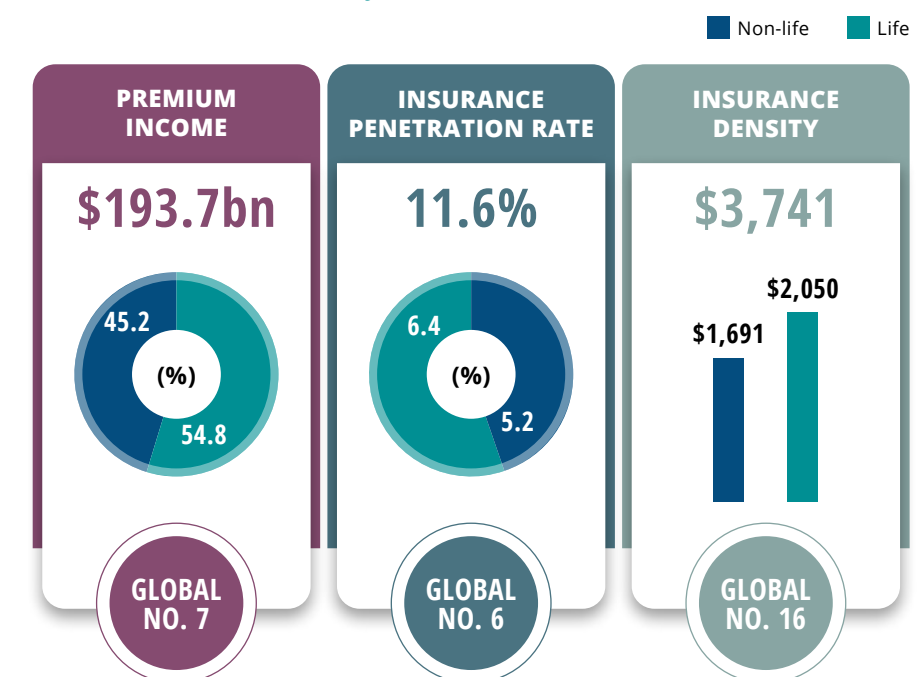
1. Insurance Market Overview
 - Korean Insurance Industry in the World
 - Korean Insurance Industry in 2020
 - Insurance Industry Growth Trends
 - Market Players
2. Non-Life Insurance
 - Market Structure
 - Market Portfolio
 - Insurance Business Growth
 - Prospects for 2021
3. Life Insurance
 - Market Structure & Portfolio
 - Insurance Business Growth
 - Prospects for 2021
4. Reinsurance
 - Reinsurance Market Overview
 - Domestic Market Size

1. INSURANCE MARKET OVERVIEW

Korean Insurance Industry in the World



Korean Insurance Industry in 2020



* Sources : Swiss Re Sigma, AXCO Global Statistics
 * If long-term business is excluded from the non-life total, insurance penetration falls to only 1.35% of GDP, which is close to mid-ranking countries.

KOREA

KOREA

1. INSURANCE MARKET OVERVIEW (CONT'D.)

Insurance Industry Growth Trends

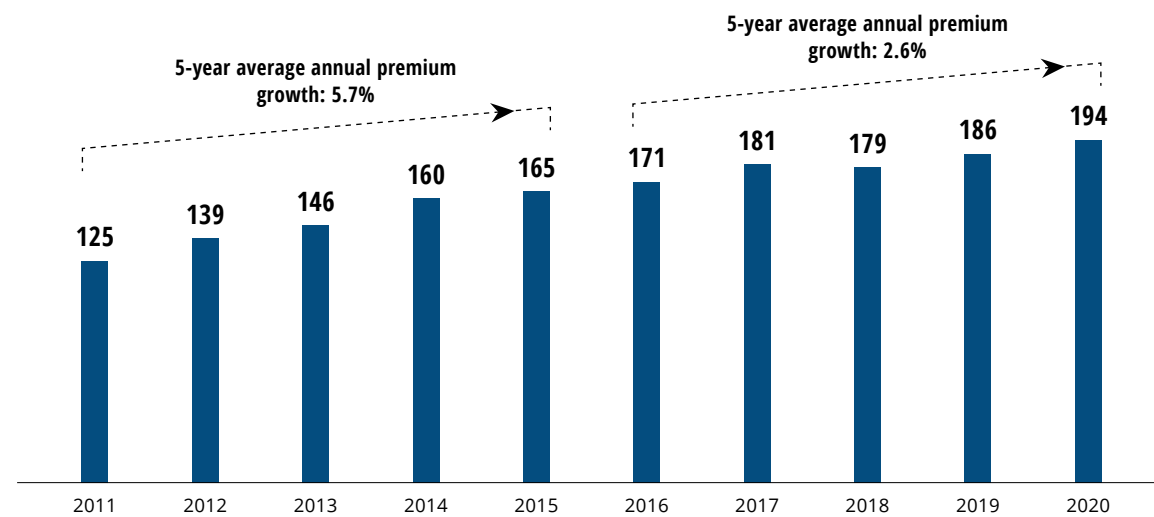
Premium Growth

55% increase in direct premium from 2011

- The growth of the Korean insurance industry has slowed over the past decade.
 - mainly due to negative growth of life insurance
- 5-year average annual premium growth
 - 2011-2015 : 5.7% vs 2016-2020 : 2.6%

Premium Growth Trends
(Unit: \$bn)

Currency basis: US\$ 1 = 1,180.1 (Dec 2020)



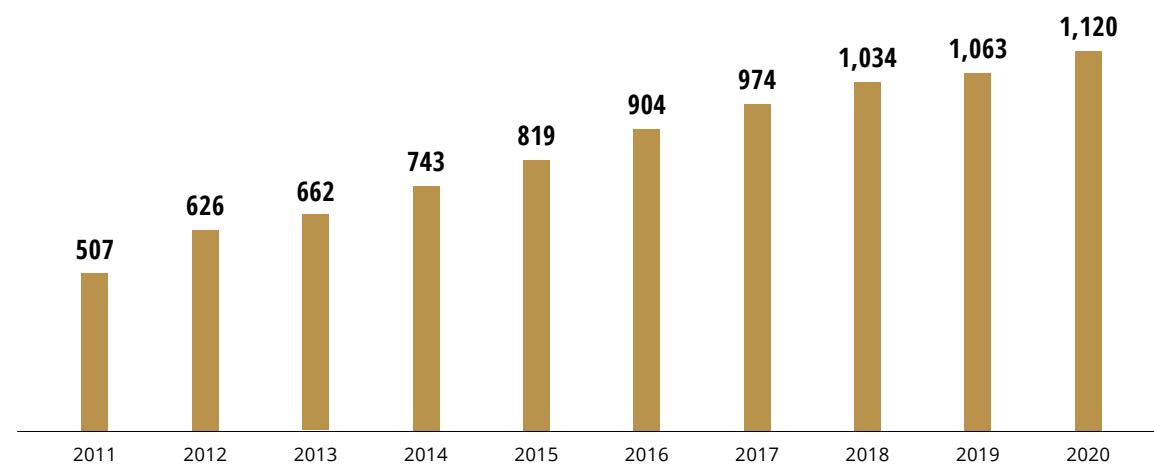
Total Assets

US\$ 1,120bn in 2020

- 2.2 times increase compared to 10 years before

Total Asset Growth Trends
(Unit: \$bn)

Currency basis: US\$ 1 = 1,180.1 (Dec 2020)



1. INSURANCE MARKET OVERVIEW (CONT'D.)

Market Players

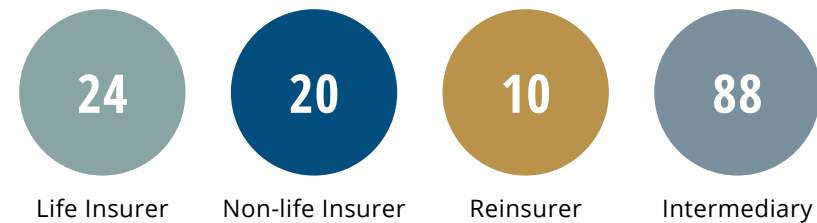
Classification		Domestic	Foreign	Total
Life insurance		15	9	24
Non-Life Insurance	Primary	12	8	20
	Reinsurer	1	9	10
	Sub total	13	17	30
Total		28	26	54

* Note: All figures are as of Dec 31, 2019

* Sources: Financial Supervisory Service(FSS), Korea Insurance Development Institute(KIDI)

* 88 intermediaries on the right side include local brokers as well as global brokers

Number of Insurance Companies in Korea

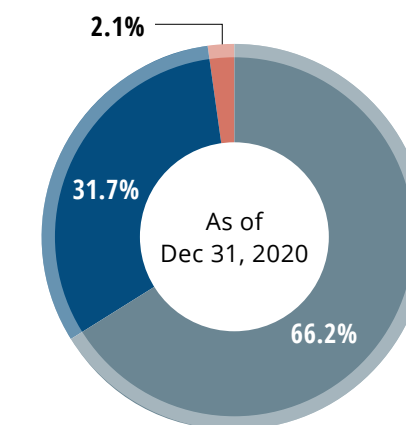


2. NON-LIFE INSURANCE

Market Structure

- The Korean non-life insurance market is dominated by the "big four" companies, which had an aggregate market share of 66.2% in 2020. Samsung alone had a market share of 21.9%.
- The market share of "big four" has decreased for the past 4 years.

Market Share by Company



Small & Medium Big 4 Foreign

Market Concentration (%)

Company	2017	2018	2019	2020
Samsung	25.5	22.7	22.5	21.9
Hyundai	16.2	16.2	16.0	16.2
DB	14.9	15.5	15.5	15.8
KB	12.2	12.3	12.3	12.3
Big 4	68.8	66.7	66.3	66.2

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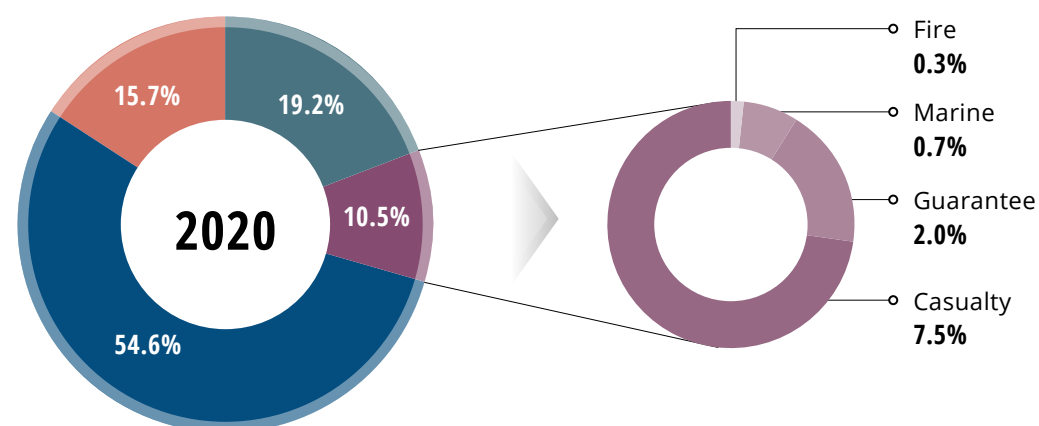
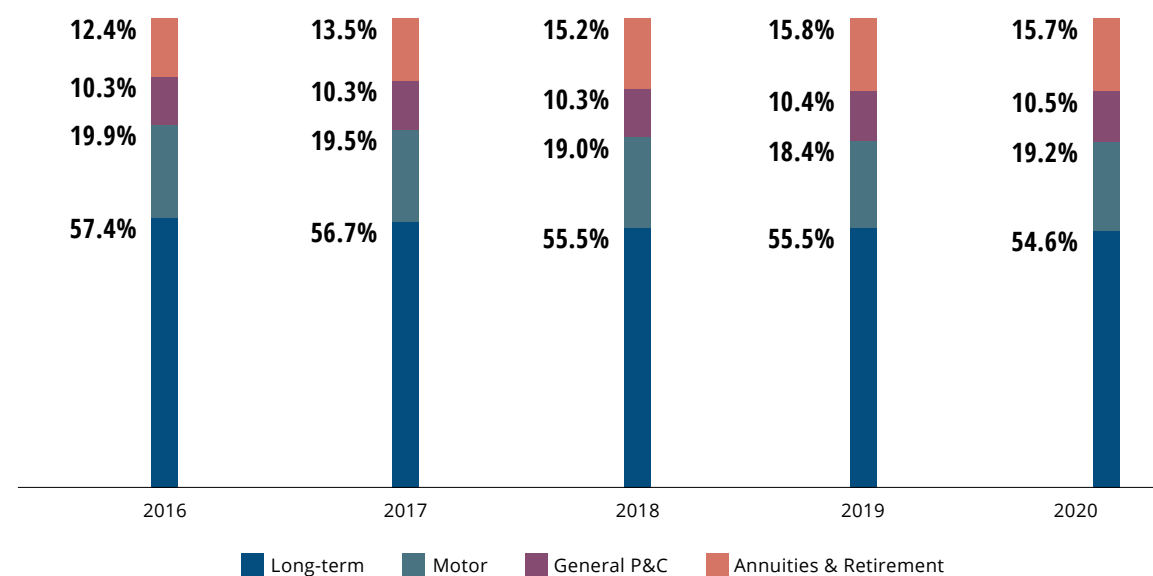
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2. NON-LIFE INSURANCE (CONT'D.)

Market Portfolio

- The share of long-term insurance has decreased over the past 5 years.
- The share of general P&C insurance in 2020 accounted for 10.5%, which is the similar to the previous year.

Trends in Market Share by Line



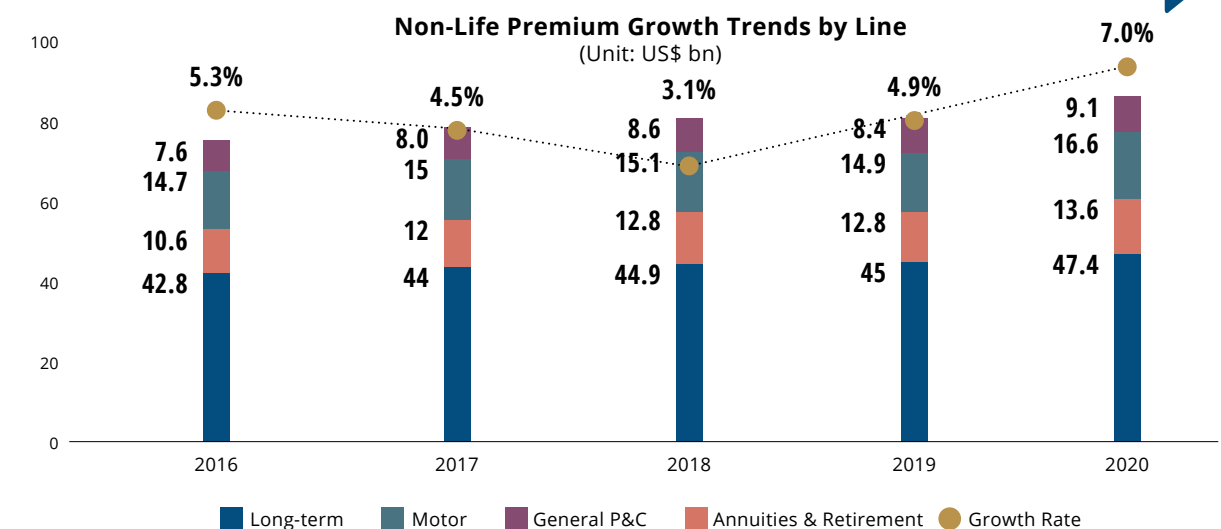
- In General P&C, Casualty, Guarantee, Marine and Fire insurance make up 7.5%, 2.0%, 0.7%, and 0.3% each.
- Long-term insurance makes up 54.6% of the entire non-life insurance market in Korea.
 - Long-term insurance has a policy period of 3 years or more as opposed to general P&C insurance, which provides coverage for 1 year or shorter.
 - It is also different from general P&C insurance in that it offers a savings feature with a refund at maturity.
 - By type of coverage, it is divided into different classes such as fire, personal accident and disease.
- Long-term insurance is introduced in 1969, and had a dramatic growth in late 1990s.

2. NON-LIFE INSURANCE (CONT'D.)

Insurance Business Growth

- Steady growth in long-term (5.3%†) and general P&C insurance (8.3%†)
- Premium growth in motor insurance due to price hikes and an increase in the number of car registrations following a temporary tax cut on purchases of passenger cars (11.6%†)

Gross written premium in 2020: US\$ 87.6bn (YoY: 7.0%†)



Sources: Financial Supervisory Service, Korea Insurance Research Institute

Prospects for 2021

Class	Growth Rate		Prospect 2021
General P&C	2019	3.9%	General P&C insurance will likely continue to maintain its growth momentum thanks to the expansion of the casualty sector driven by liability, crop and mobile phone insurance.
	2020	8.3%	
	2021 (F)	5.6%	
Long-term	2019	5.0%	Steady growth on the back of accident and health insurance. Continued inflows of in-force premiums are boosting the accident and health insurance sector.
	2020	5.3%	
	2021 (F)	5.1%	
Motor	2019	5.1%	A sharp slowdown is expected because the positive effect of price hikes mostly faded. The ongoing rise of online distribution channels usually offering lower prices is also putting downward pressure on premium income growth.
	2020	11.6%	
	2021 (F)	3.1%	

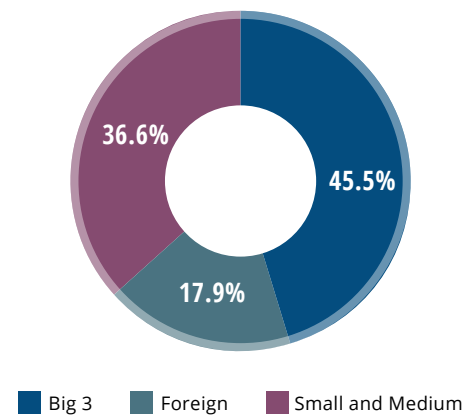
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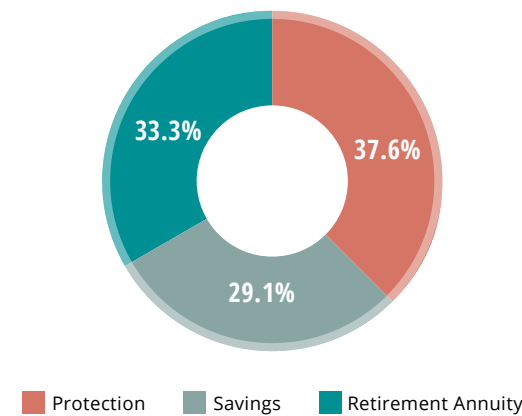
3. LIFE INSURANCE

Market Structure & Portfolio

Market Share by Company

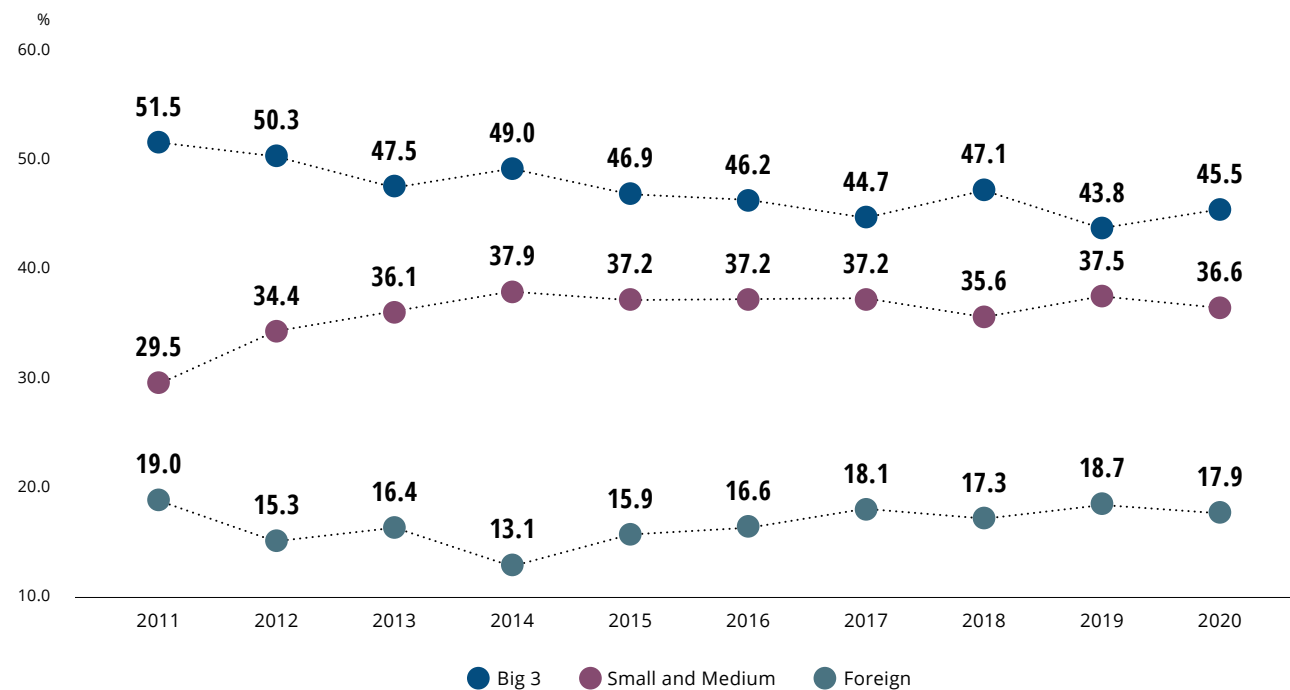


Market Share by Product Type



* Big 3: Samsung Life, Hanwha Life, Kyobo Life

Trend of Market Share of Life Insurance Companies since 2011
(Unit: %)



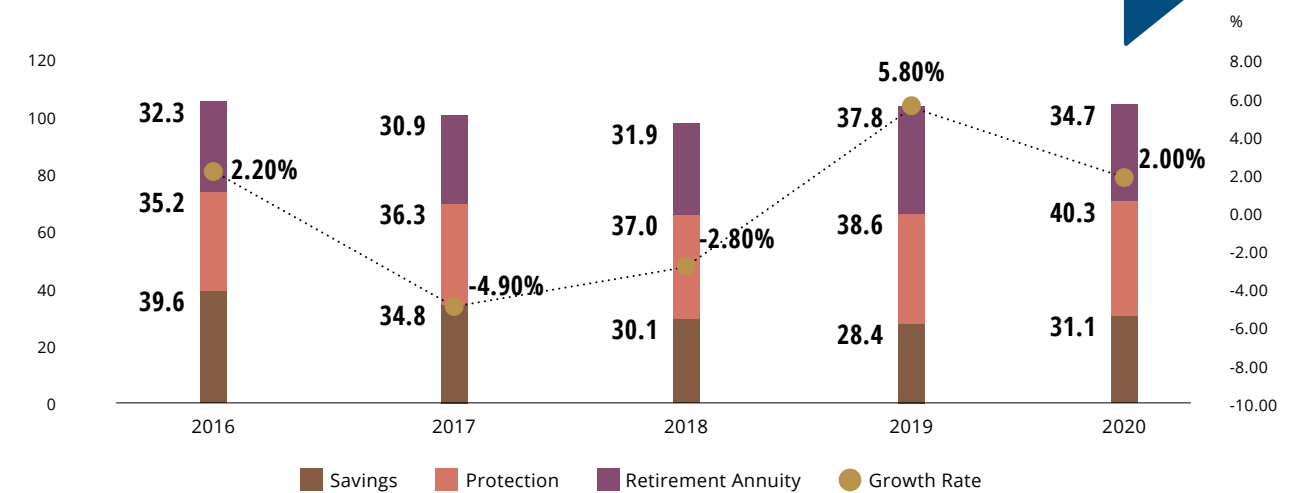
- The change in market share mostly resulted from mergers and acquisitions as well as competition.

3. LIFE INSURANCE (CONT'D.)

Insurance Business Growth

- Life insurance premiums increased by 2% on the back of savings insurance (9.8%†)

Life Premium Growth Trends by Line
(Unit: US\$ bn)



Sources: Financial Supervisory Service, Korea Insurance Research Institute

Prospects for 2021

Class	Growth Rate		Prospect 2021
Protection	2019	4.2%	<ul style="list-style-type: none"> Sales of death covers will likely slow down due to declining demand and stronger supervision of mis-selling practices. As the COVID-19 crisis evolves, depressed economic activity is reducing new business in the whole life segment.
	2020	4.1%	
	2021 (F)	2.9%	
Savings	2019	-5.7%	<ul style="list-style-type: none"> General savings insurance is projected to decline as downside factors such as persistently low interest rates continue to weigh on premium growth.
	2020	9.8%	
	2021 (F)	-2.7%	

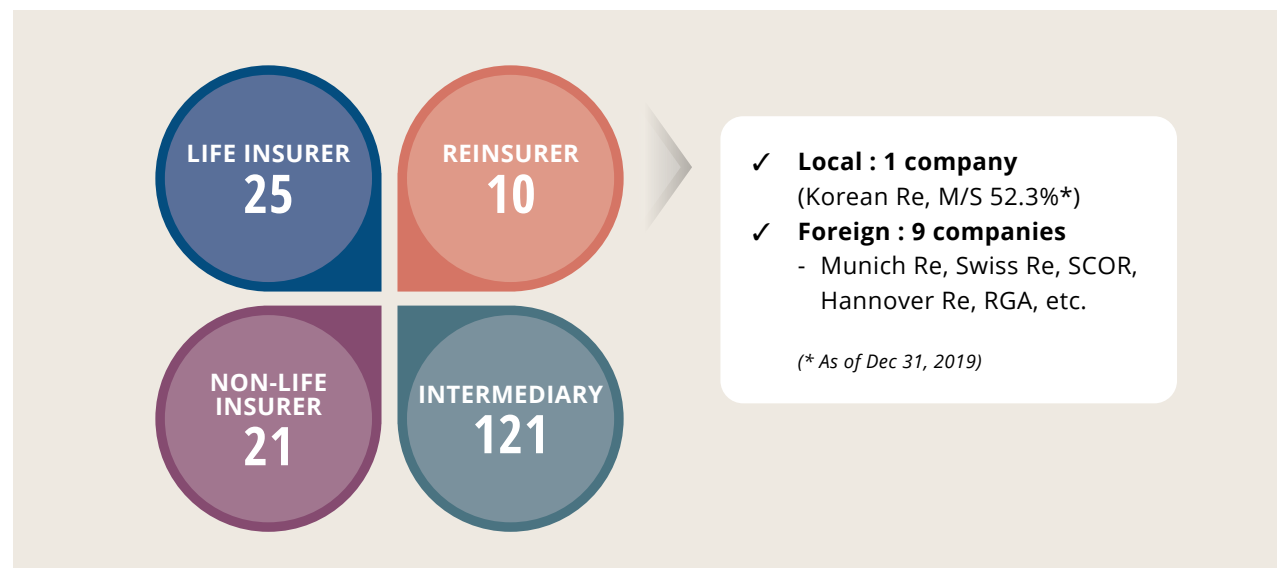
KOREA

4. REINSURANCE

Reinsurance Market Overview

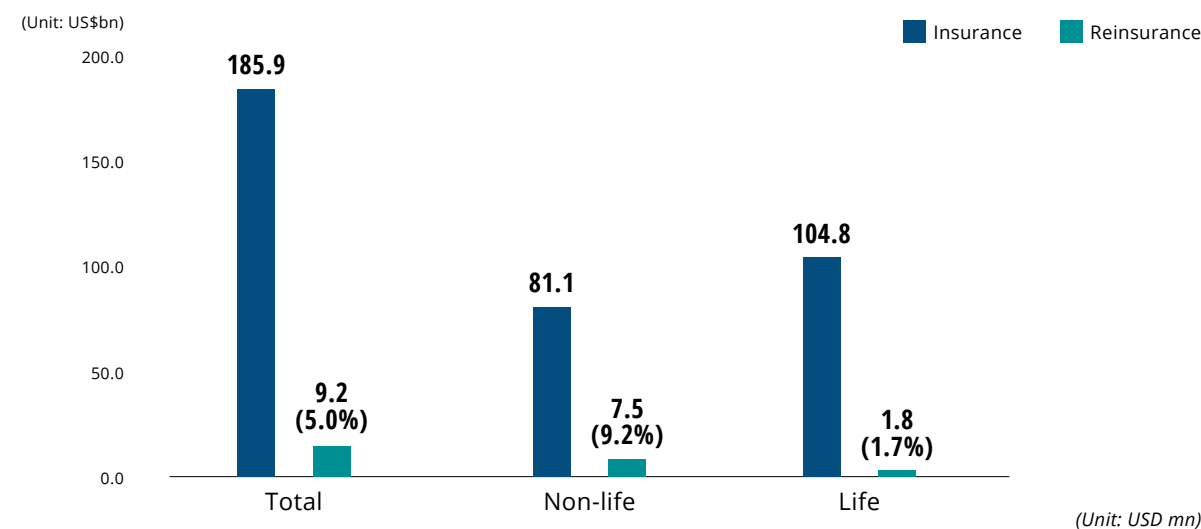
The Korean reinsurance market was liberalised in 1997

- Free competition
- Licensed foreign branch offices and foreign reinsurers can freely conduct business in Korea



Domestic Market Size

Total reinsurance premium = 5% of total direct written premium



	2011	2012	2013	2014	2015	2016	2017	2018	2019
Non-life R/I Premium	4,393	4,855	5,326	5,461	5,967	5,986	6,465	6,771	7,463
Life R/I Premium	1,060	1,051	1,076	1,146	1,252	1,411	1,522	1,657	1,764
Total R/I Premium	5,453	5,906	6,403	6,607	7,219	7,397	7,987	8,428	9,228



PHILIPPINES

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1. GDP (billion USD) and population data as at end of 2020
2. Gross premium including premium of non-life and life insurance, health insurance premium shall be under life insurance
3. Number of insurance entities including non-life, life, captive, reinsurance, Lloyd's scheme and other insurance operation organisations
4. Market share of motor insurance premium under the total non-life insurance premium
5. Unique and useful information
6. Outlook of the insurance market in the coming year
7. Non-Life/Life Protection Gap (underinsurance) amount
8. Non-Life/Life Equity (Asset-Liability) data including capital stock and capital surplus data
9. Non-Life and Life Reinsurance Premium data

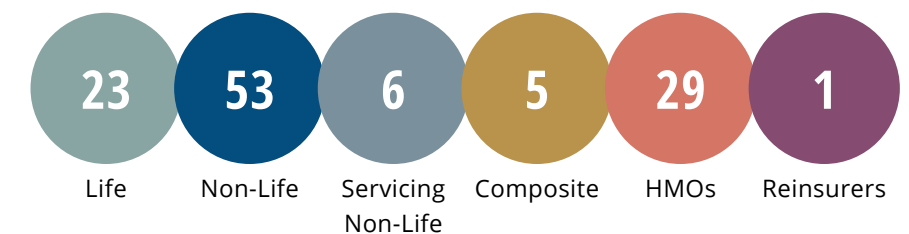
1. GDP AND POPULATION DATA AS AT END OF 2020

GDP	Population
\$361,489,354.35 (World Bank)	109,035,343 as of May 2021 (Philippine Statistics Authority)
Exchange rate between local currency and USD at the end of 2020	

2. GROSS PREMIUM INCLUDING PREMIUM OF NON-LIFE AND LIFE INSURANCE, HEALTH INSURANCE PREMIUM

		Growth Rate
Life		6%
2020	247,715,262,639	
2019	234,212,808,680	
HMO		1%
2020	52,289,300,000	
2019	51,563,000,000	
Non-Life		-7%
2020	97,841,966,046	
2019	105,302,312,413	

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS

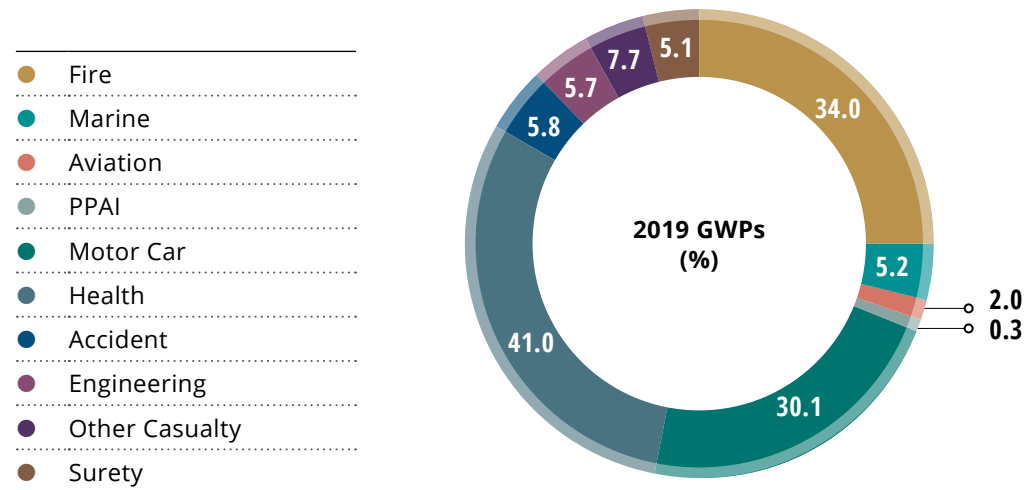


* as of end 2020, no YoY change from end 2019

PHILIPPINES

PHILIPPINES

4. MARKET SHARE OF MOTOR INSURANCE PREMIUM UNDER THE TOTAL NON-LIFE INSURANCE PREMIUM



5. UNIQUE AND USEFUL INFORMATION



1.4 million
Confirmed cases

26,314
Deaths

12 million
Vaccinations

Practices with respect to excluding pandemics in Non-Life insurance coverages

- Fire** - Policies require material damage for losses to be covered
- Casualty** - Event cancellation cover is not a developed line. Travel insurance generally exclude pandemics.
- Medical** - Most companies have covered COVID-19 related treatment on ex gratia basis
- Surety** - Pandemics fall under force majeure

Regulatory relief measures for insurers as a result of COVID-19?

- Regulatory Submissions** - Deadlines for filing various regulatory reports were extended
- Capital and Solvency** - The minimum net worth requirement for insurance companies was suspended
 - The RBC thresholds were lowered by 25 basis points
 - The basis for admitting premium receivables was lengthened from 90 days to 180 days from the premium due date

Regulatory Changes

- Minimum Net Worth - Increased from PhP 550m (USD 11m) to PhP 900m (USD 18m) on Dec 31, 2019
 - Will be increased to PhP 1.3 billion (USD 26m) on Dec 31, 2022 Corporate Recovery and Tax Incentives for Enterprises ("CREATE") Act - Reduces the corporate income tax ("CIT") rate from 30% to 25% for large corporations, and 20% for small and medium corporations effective July 1, 2020 IC CL 2020-73;
- Regulatory Sandbox - Establishes the guidelines on the adoption of a regulatory sandbox framework for insurance technology ("InsurTech") innovations
- Passive Income and Financial Intermediary Taxation Act ("PIFITA") - Pending in the Senate/Congress
 - Reduces the Documentary Stamp Tax on NL policies from 12.5% to 7.5% over a period of 5 years.

6. OUTLOOK OF THE INSURANCE MARKET IN THE COMING YEAR

Per the Asian Development Bank, Philippine 2021 GDP growth is expected at 4.5%. The country's insurance premiums growth is expected to outpace this rate as it has done so in previous years.

7. NON-LIFE/LIFE PROTECTION GAP (UNDERINSURANCE) AMOUNT

Insurance
Penetration 2019

GDP at Current Prices
1.59%

GDP at Constant Prices
3.04%

8. NON-LIFE/LIFE EQUITY (ASSET-LIABILITY) DATA INCLUDING CAPITAL STOCK AND CAPITAL SURPLUS DATA

2020					
Segment	Asset	Liability	Equity	Capital Stock	Capital Surplus
Life	1,534,92	1,320,822	214,101	25,877	n.a.
Non-Life	264,360	164,449	99,912	36,010	n.a.
Reinsurance	15,879	10,133	5,746	2,182	3,019
Total	1,815,162	1,495,403	319,759	64,069	3,019

2019					
Segment	Asset	Liability	Equity	Capital Stock	Capital Surplus
Life	1,424,092	1,182,098	241,995	23,477	n.a.
Non-Life	244,593	151,772	92,821	32,794	n.a.
Reinsurance	14,983	9,663	5,320	2,182	3,019
Total	1,683,668	1,343,533	340,135	58,453	3,019

9. NON-LIFE AND LIFE REINSURANCE PREMIUM DATA

Non-Life Reinsurance Premiums (based on PIRA Fact Book 2021)

Ceded to Authorised Companies/Local
PHP 17,617,113,391

Ceded to Unauthorised/Foreign
PHP 24,810,424,520



SINGAPORE

SINGAPORE

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1. GDP (billion USD) and population data as at end of 2020
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6. Outlook of the insurance market in the coming year
7. Non-Life Protection Gap (underinsurance) amount
8. Non-Life Equity (Asset-Liability) data including capital stock and capital surplus data
9. Non-Life Reinsurance Premium data

1. GDP AND POPULATION DATA AS AT END OF 2020

Type	FY2019	Population
Domestic General	S\$ 510,737,800,000	5.69 million
	US\$ 375,059,886,176	
Dec 2019 Rate: 1.36175		

Note: 2020 figures not available yet.

2. GROSS PREMIUM INCLUDING PREMIUM OF NON-LIFE INSURANCE, HEALTH INSURANCE PREMIUM

Fund	FY	Non-Life Premium in S\$	Non-Life Premium in US\$	% Increase/ (Decrease)
SIF	2019	4,355,100,000	3,198,164,127	6.7
OIF	2019	14,494,800,000	10,644,244,538	13.7
Total	2019	18,849,900,000	13,842,408,665	12.0

Fund	FY	Health Ins Premium in S\$	Health Ins Premium in US\$	% Increase/ (Decrease)
SIF	2019	586,100,000	430,402,056	13.8
OIF	2019	-	-	0
Total	2019	586,100,000	430,402,056	13.8

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS

Entity*	Number
Direct Insurer (Life)	17
Direct Insurer (General)	52
Direct Insurer (Composite)	9
Reinsurance (Life)	4
Reinsurance (General)	33
Reinsurance (Composite)	9

3. NUMBER OF INSURANCE ENTITIES INCLUDING NON-LIFE, LIFE, CAPTIVE, REINSURANCE, LLOYD'S SCHEME AND OTHER INSURANCE OPERATION ORGANISATIONS (CONT'D.)

Entity*	Number
Captive Insurer (Life)	1
Captive Insurer (General)	78
Captive Insurer (Composite)	4
Lloyd's Asia Scheme	25
Authorised Reinsurer (General)	3
Authorised Reinsurer (Composite)	2
Registered Insurance Broker	96
Exempt Insurance Broker	41
Financial Holding Co (Insurance)	3

4. MARKET SHARE OF MOTOR INSURANCE PREMIUM UNDER THE TOTAL NON-LIFE INSURANCE PREMIUM

Non-Life FY2019	Total	Market share (%)
Motor Insurance Premium S\$		
SIF 1,117,100,000	2,768,400,000	25.6%
OIF 1,651,300,000		
Motor Insurance Premium US\$		
SIF 820,341,472	2,032,972,278	11.4%
OIF 1,212,630,806		

5. UNIQUE AND USEFUL INFORMATION

- MAS had issued Guidelines on Individual Accountability and Conduct for Directors and Senior Officers of insurers and reinsurers.
- MAS working on a comprehensive, long-term strategy to make sustainable finance a defining feature of Singapore's role as an international financial centre.
- Insurers are no longer allowed to issue Work Injury Compensation ("WIC") insurance policies on multi-year basis and this applies to construction-related WIC as well. WIC Act does not allow any form of exclusions (including communicable diseases).
- Impact of COVID-19 pandemic on the Singapore economy and the government's response and/or action plans (e.g. financial aid to affected entities/individuals, vaccination for the whole population, close contact monitoring, travel bubble initiative, etc).
- MAS is closely monitoring the progress of the insurers and reinsurers in respect of IFRS17 implementation.
- MAS is concerned about cyber risk breaches and continually send market circulars to insurers and reinsurers on vulnerability concerns.

SINGAPORE

6. OUTLOOK OF THE INSURANCE MARKET IN THE COMING YEAR

- Continue to focus on profitability as the covid situation is putting a strain on both growth and profitability of the market.
- More competition expected in the reinsurance broking space with AJG acquisition of Willis and various personnel movement on the broker side.
- Engineering business still not growing due to interruptions in projects and construction due to covid.
- MAS is also advocating into (re)insurers to address ESG issues in their underwriting consideration.

7. NON-LIFE PROTECTION GAP (UNDERINSURANCE) AMOUNT

Penetration rate of Non-Life Insurance Premium (2019): 0.85%

8. NON-LIFE EQUITY (ASSET-LIABILITY) DATA INCLUDING CAPITAL STOCK AND CAPITAL SURPLUS DATA

Fund	FY2019			
	Assets		Liabilities	
	S\$	US\$	S\$	US\$
SIF	11,244,000,000	8,257,022,214	6,144,000,000	4,511,841,381
OIF	29,691,700,000	21,804,075,638	17,877,100,000	13,128,033,780
SIF & OIF	40,935,700,000	30,061,097,852	24,021,100,000	17,639,875,161

9. NON-LIFE REINSURANCE PREMIUM DATA

Fund	(Re)insurers	FY2019			
		Ceded in Singapore		Ceded outside Singapore	
		S\$	US\$	S\$	US\$
SIF	Direct Insurers	390,687,000	286,900,679	1,378,947,000	1,012,628,603
SIF	Reinsurers	18,608,000	13,664,770	47,947,000	35,209,840
SIF	Total	409,295,000	300,565,449	1,426,894,000	1,047,838,443
OIF	Direct Insurers	281,229,000	206,520,286	2,013,476,000	1,478,594,456
OIF	Reinsurers	66,120,000	48,555,168	2,334,844,000	1,714,590,784
OIF	Total	347,349,000	255,075,454	4,348,320,000	3,193,185,240
SIF & OIF	Direct Insurers	671,916,000	493,420,966	3,392,423,000	2,491,223,059
SIF & OIF	Reinsurers	84,728,000	62,219,938	2,382,791,000	1,749,800,624
SIF & OIF	Total	756,644,000	555,640,903	5,775,214,000	4,241,023,683



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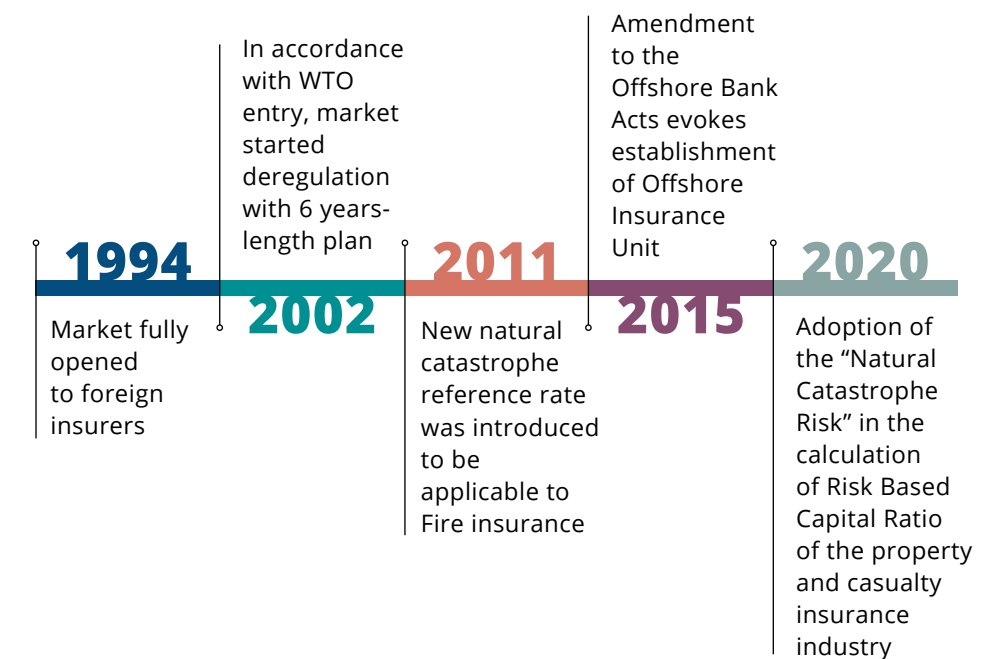
- Key Figures of Taiwan Economy
- Taiwan Non-life Insurance Market
- R/I Cession to Overseas Markets
- Taiwan Residential EQ Pool
- Taiwan EQ Pool - TREIF

1. KEY FIGURES OF TAIWAN ECONOMY

	2018	2019	2020
Population (million)	23.58	23.60	23.58
GNI (US\$ billion)	600.1	625.8	689.2
GNI Per Capita (US\$)	25,753	25,909	28,383
GDP (US\$ billion)	595.2	611.2	669.3
Economic Growth Rate (%)	2.60	2.73	3.11
Annual Changes in CPI (%)	1.35	0.56	1.33
Motor Vehicles (thousand)	8,035	8,118	8,193

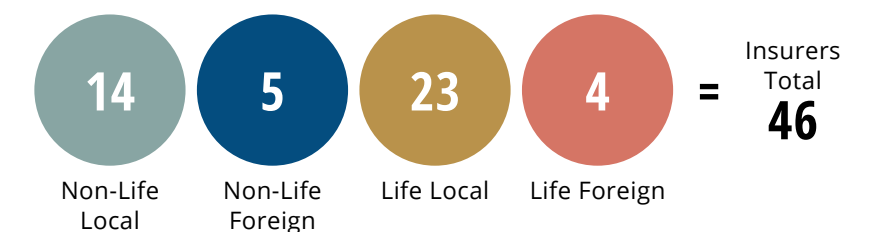
2. TAIWAN NON-LIFE INSURANCE MARKET

Brief history of Taiwanese Insurance Market



Market Players and Premium Income

1. Market players as at 2020



TAIWAN

TAIWAN

2. TAIWAN NON-LIFE INSURANCE MARKET (CONT'D.)

Market Players and Premium Income

2. Direct premium written in 2020

	NT\$ billion	Increase (+/-%) from 2019
Non-Life	188.1	+6.20%
Life	3,164.0	-8.73%
Market Total	3,352.1	-8.01%

3. Market Features

i. Highly cat exposed country

The biggest EQ in past 30 years: Meinong EQ in 2016	The biggest Typhoon in past: Nari in 2001	No significant CAT loss incurred in 2020
Insurance loss: NT\$ 18.0 billion (US\$ 600.0 million)	Insurance loss: NT\$ 9.1 billion (US\$ 303.3 million)	

ii. Extremely high-valued risks and accumulation by IT and semi-conductors industries at one location - the peak zone located in Hsinchu district with total EQ exposures in 2020 at NT\$ 5,817 billion (US\$ 193.9 billion) = 23% of countrywide total EQ exposures.

iii. Good result performance despite of high cat exposures. L/R of the past 15 years are below 59%.

4. 2020 Non-life Market in General

i. Direct Premium in 2020

- 2020 Direct premium written expanded from NT\$ 177,130 million to NT\$ 188,110 million, a 6.20% increase from 2019 mainly caused by the higher growth rate of fire insurance and automobile insurance. The increase of automobile insurance premium was mainly due to the growth of domestic and imported car sales as the pandemic of COVID-19 was well-controlled in Taiwan.
- New products inclusive of Pandemics and COVID-19 cover were launched in 2020 and the direct written premium was NT\$ 95 million. However, the Taiwanese epidemic prevention was well controlled at the time and there was no significant increase in health insurance premium.

ii. Average L/R decreased from 49.69% (2019) to 47.78% (2020). No major cat and/or large risk losses incurred in 2020.

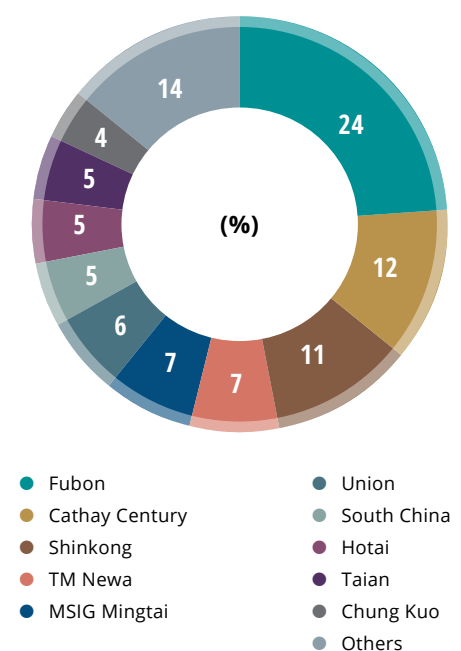
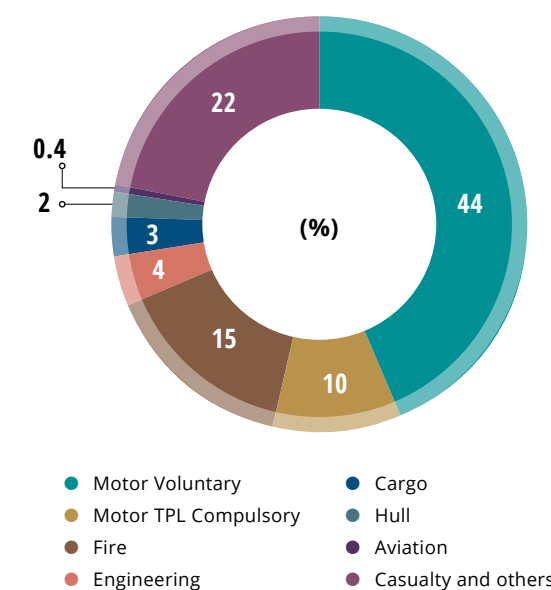
2. TAIWAN NON-LIFE INSURANCE MARKET (CONT'D.)

2020 Market Direct Premium

2020 EPI: NT\$ 188,110 million (US\$ 6,270 million) +6.20% from 2019	2019 EPI: NT\$ 177,130 million (US\$ 5,904 million)
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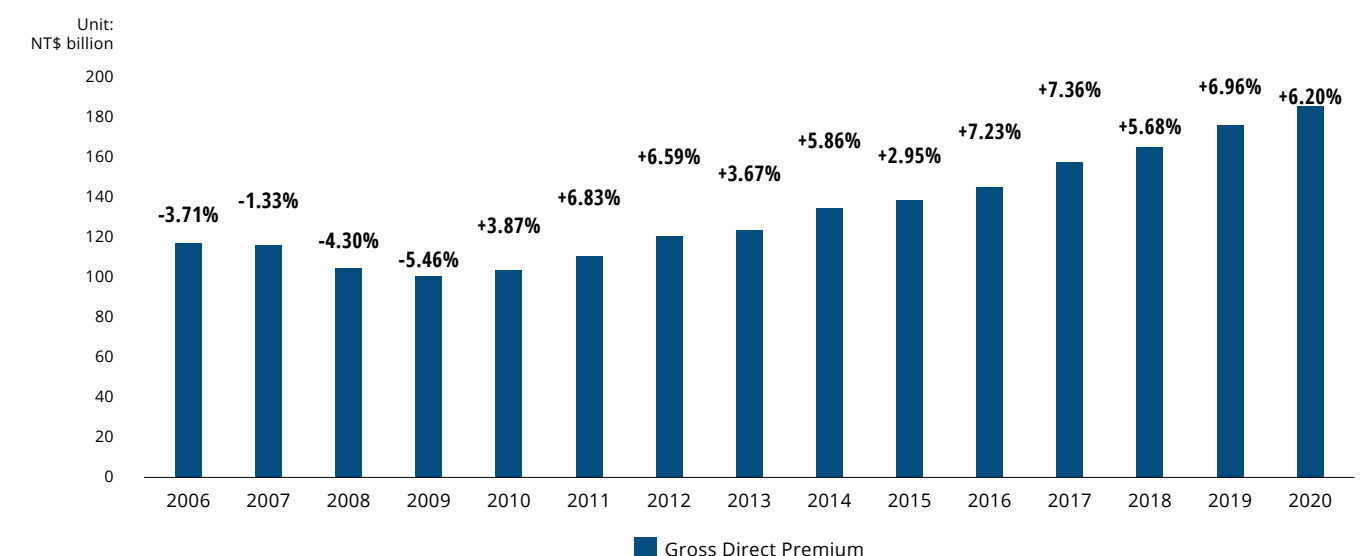
2020 Major Insurers' Direct Premium Share

2020 EPI No.1 insurer: Fubon Insurance
NT\$ 45 billion (US\$ 1,502 million)
24% of market direct premium



15 Years Direct Premium Growth

2020 EPI: NT\$ 188.11 billion (US\$ 6,270 million)

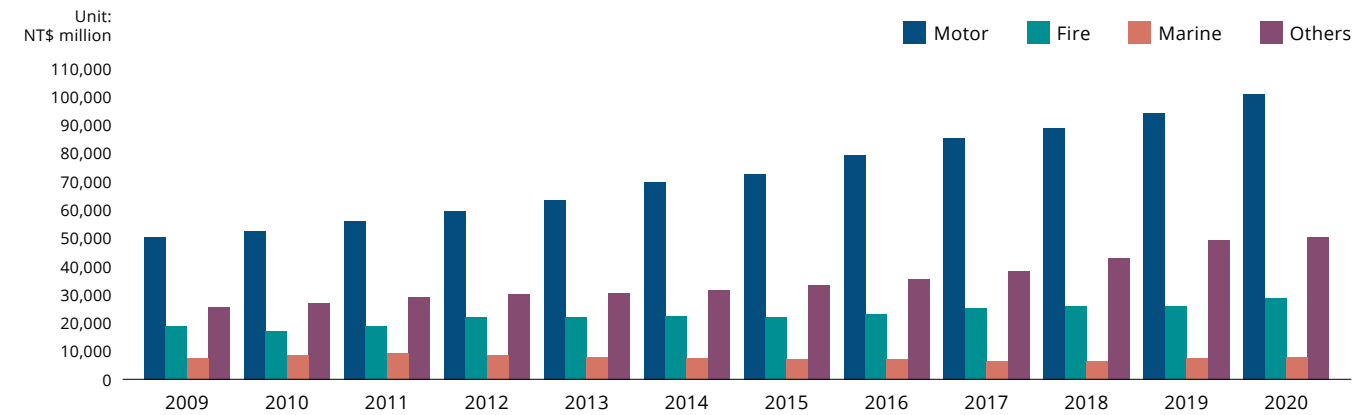


TAIWAN

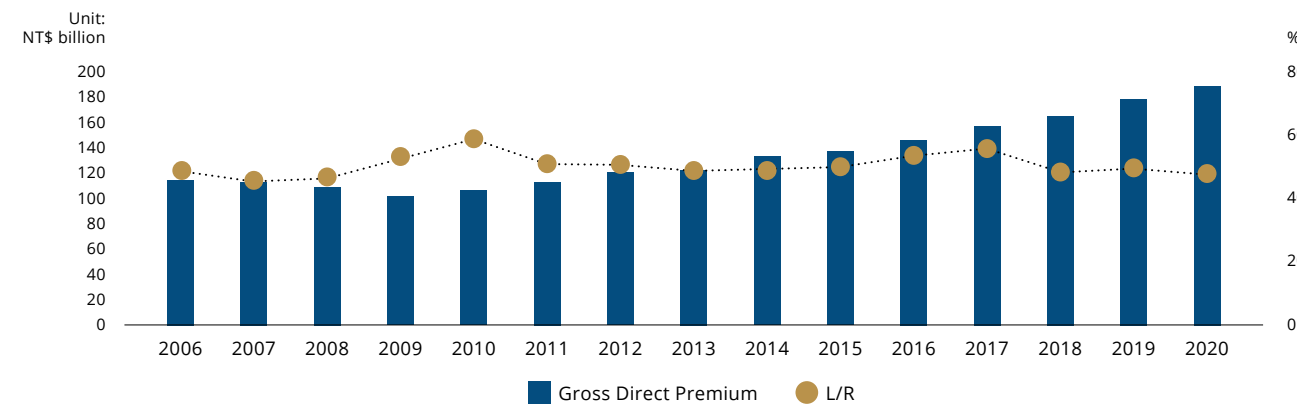
TAIWAN

2. TAIWAN NON-LIFE INSURANCE MARKET (CONT'D.)

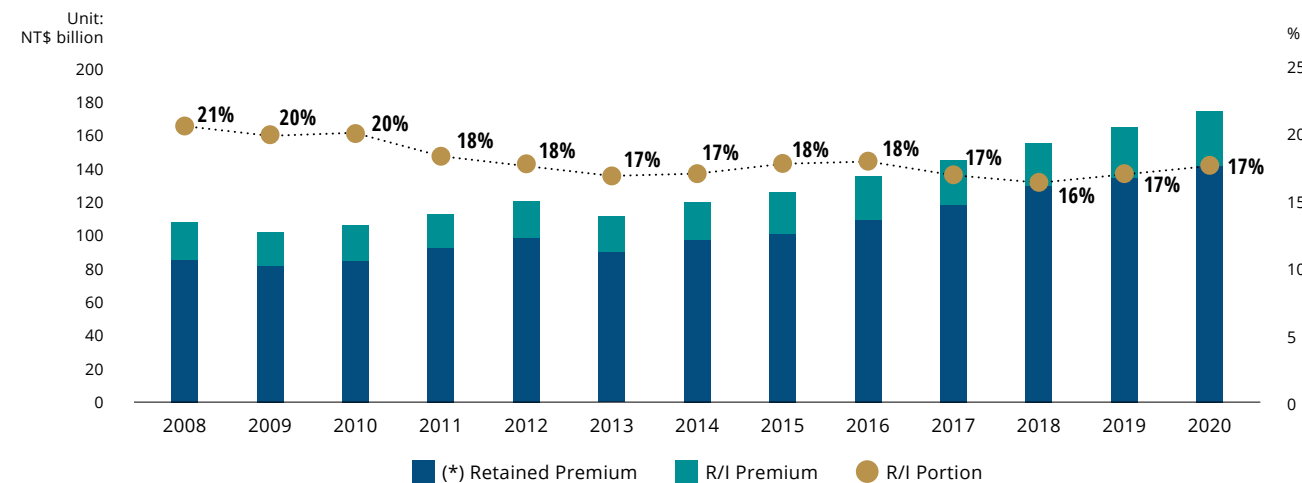
Direct Premium Growth Per Class



Premium and L/R in Past 15 Years



3. R/I CESSION TO OVERSEAS MARKETS



* Retained premium = Direct premium - overseas outward R/I premium

4. TAIWAN RESIDENTIAL EQ POOL

1. Taiwan Residential Earthquake Policy

After Chi-Chi EQ in 1999, a national earthquake insurance scheme for residential risks was implemented on 1st April 2002 and all residential fire insurances policies shall automatically include basic EQ cover for residential buildings and the take-up rate has reached 36.04% by the end of Year 2020.

On 1st January 2012, the max EQ insured amount was adjusted from NT\$ 1.2 million to NT\$ 1.5 million per policy on basis of replacement cost valuation plus NT\$ 200,000 for temporary rental.

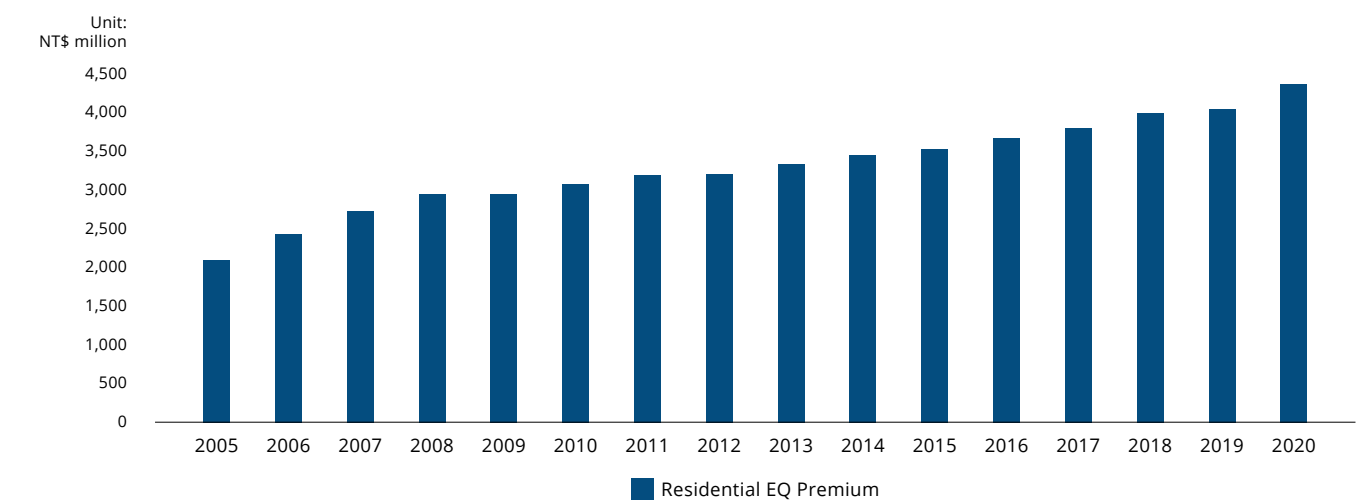
2. Taiwan Residential Earthquake Insurance Fund ("TREIF")

TREIF is the manager of residential EQ insurance business and also arranges pool reinsurances of this residential EQ risks.

5. TAIWAN EQ POOL - TREIF

Residential EQ Direct Premium

2020 Direct Premium : NT\$ 4,370 Million (US\$ 146 Million)





THAILAND

THAILAND

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1. Thailand Economic and Social
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3. Life Insurance
4. Non-Life Insurance
5. Insurance Outlook in 2021

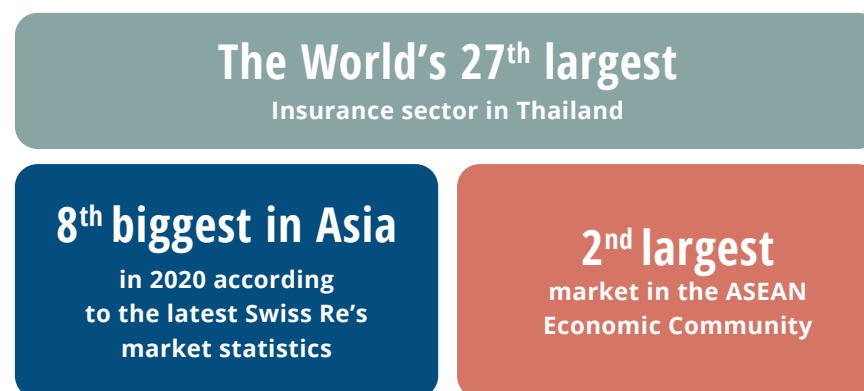
1. THAILAND ECONOMIC AND SOCIAL

Thai economy in 2020 declined by 6.1%, compared with a growth of 2.3% in 2019. The lockdown measures to contain the COVID-19 outbreak have severely affected domestic demand. Tourism has also been hit particularly severely. The pandemic has resulted in a contraction of export of goods, private consumption expenditure, and total investments by 6.6%, 1.0%, and 4.8%, respectively.

Despite the uncertainty arising from the new wave of COVID-19 pandemic, Thai economy in 2021 is projected to expand by 1.3%, supported by:

(i) the recovery of the world economy and the global trade volume;	(iii) the rebound of domestic demand; and
(ii) the government spending and stimulus measures;	(iv) the unusually low base effect in 2020.

2. INSURANCE SECTOR OVERVIEW



Insurance sector in Thailand was the world's 27th largest and the 8th biggest in Asia in 2020, according to the latest Swiss Re's market statistics. In 2020, the industry declined by 0.1% compared to a fall of 0.6% in the previous year. The sector's direct premium income remained roughly at US\$27.3 billion in 2020.

As the 2nd largest market in the ASEAN Economic Community, a size of Thailand's insurance industry continued to be about 5.3% of GDP in 2020, relative to 5.0% in 2019. In terms of insurance density, Thai people spent roughly US\$383 on insurance a head on average in 2020 relative to US\$389 in 2019.

3. LIFE INSURANCE

Thailand's life insurance sector has been ranked as the world's top 30 and Asia's top 10 in terms of premium income over the recent years based on the latest sigma study. The sector's direct premiums in 2020 were down 1.8% to US\$19.2 billion (US\$19.7 billion in 2019) and the total number of life insurance policies in force dropped up by 0.8% to 26.3 million policies (26.6 million policies in 2019), according to the latest market statistics published by the Office of Insurance Commission ("OIC"). In 2021, life insurance sector is expected to grow between -1% to 1%, given the various challenging factors, such as lower consumers purchasing power, the low market interest rate trend, the slower lending growth from bank sector.

In 2020, there were 22 active life insurers in the market but only top 4 major providers held more than 60% of total market share.

The latest market statistics suggests that more than 90% of total direct premiums and total number of policies were generated through two major distribution channels, agent and bancassurance in 2020. This pattern has remained unchanged for many years.

4. NON-LIFE INSURANCE

As the world's 27th largest non-life market in 2020 (Swiss Re, Sigma No. 3/2021), Thailand non-life sector's growth boosted by 3.9% to US\$8.1 billion (US\$7.9 billion in 2019). Despite a COVID-19-driven economic contraction in 2020 in Thailand, the non-life segment has greatly benefited from a strong growth in the health insurance, especially from the COVID-19 insurance policies. The overall industry loss ratio also dropped to 55.3% (57.7% in 2019).

The sector has heavily relied on two "engines of growth," which include motor and miscellaneous insurance. The two businesses together accounted for a combined premium share in excess of 90% (94% to be exact – 58% Motor and 36% Miscellaneous). Their premiums totaled of US\$7.6 billion in 2020, a rise of 3.4% over the previous year.

Thai Re anticipates that the new wave of COVID-19 will have far-reaching adverse impacts on various industries continuously until there is broad-based vaccination in all countries throughout the world. Therefore, the non-life insurance business will carry on in such an uncertain environment. The COVID-19 situation continue to be a major factor in higher demand for health insurance policies as people are significantly more health-conscious since the outbreak. The Company further predicts that the overall non-life insurance business will likely steady or grow slightly in 2021 between 1.4% to 5%. An increase in daily new infections and emerging clusters is expected to increase in claims on COVID-19 insurance policies. While claims from motor, health and personal accident insurance (excluding COVID-19) could drop as people continue to work remotely and practice social distancing.

Thai non-life market is highly competitive given the number of providers of 56 companies. However, the industry become less fragmented as the top 6 insurers occupied 50% of total market share.

In terms of distribution channel, 59.7% or US\$4.8 billion of total non-life direct premiums were generated through broker in 2020. This key channel also sold up to 42.9 million policies (59.1%) in 2017. The second and third largest sale channels were agent and bancassurance, which produced US\$1.1 billion (13.5%) and US\$0.9 billion (11.5%), respectively. The total number of policies distributed by these two channels decreased from 18.0 million policies in 2019 to 20.6 million policies in 2020. It is worth noting that consumers tended to purchase more insurance policy directly from an insurance company, as many of these purchased the COVID-19 policies directly. It could make consumers more familiar with this channel especially via digital channel.

Combined ratio for the non-life sector down from 98.8% in 2019 to 94.0% in 2020. Thai non-life sector was proven to be an underwriting profitable business.

THAILAND

5. INSURANCE OUTLOOK IN 2021

The ongoing impact of the COVID-19 pandemic continues to cause a devastating socio-economic impacts such as income loss, business impacts and health concerns. The pandemic has also gradually changed consumer behaviour e.g. reconsider how to spend their money amid an uncertain economic outlook or forced to buy more goods online and to use more digital services.

Therefore, insurers should be capitalising on the innovations and operational flexibility adopted during the pandemic to accelerate their transformation to a more agile, customer-centric business. They also have to focus on development and design of their products to fulfill consumer demand and stay in sync with the situation. Many insurers may seek to identify and target promising microsegments for different business lines, such as a particular demography, industry, or geographic area e.g. health insurance for high-net-worth individuals, the elderly and children, specific health insurance, etc.

Technology also continued to change nature of risk and enable the insurers to develop the new products, services and channels. It is a gateway for new entrants either from the insurance industry or from other sectors. Insurers need to be well-prepared either for technology adoption or partner with the technology expert. This leads to a quicker service delivery model and improve operational efficiency in a cost-effective manner.

Development of Thai Insurance Market during 2018 – 2020

Business Types	2018			2019			2020		
	THB bn.	USD bn.	Growth (%)	THB bn.	USD bn.	Growth (%)	THB bn.	USD bn.	Growth (%)
Life Sector	627.6	19.4	5	610.5	19.7	-2.7	599.8	19.2	-1.8
First Year	95.5	3.0	-7	108.6	3.5	13.7	100.9	3.2	-7.1
Single	84.7	2.6	34	70.0	2.3	-17.4	57.3	1.8	-18.0
Renewal	447.4	13.8	3	432.0	13.9	-3.5	441.5	14.1	2.2
Non-Life Sector	233.1	7.2	6	244.8	7.9	5.0	254.4	8.1	3.9
Fire	10.2	0.3	1	10.1	0.3	-0.9	10.1	0.3	0.5
Marine & Transportation	5.5	0.2	7	5.5	0.2	-0.8	5.3	0.2	-3.6
Motor	136.9	4.2	8	144.4	4.7	5.4	146.4	4.7	1.4
Miscellaneous	80.5	2.5	5	84.8	2.7	5.4	92.6	3.0	9.2
TOTAL	860.7	26.6	5	855.3	27.5	-0.6	854.2	27.3	-0.1

* Growth (%) in THB currency

References

- Office of the National Economic and Social Development Council, www.nesdc.go.th
- Office of Insurance Commission, www.oic.or.th
- Thai Life Assurance Association, www.tlaa.org
- Swiss Re, Sigma No 3/2021



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- Economic Situation 2020
- Insurance Market Structure
- Insurance Market Size
- Insurance Market 2020
- Non-Life Insurance
- Life Insurance
- Outlook 2021

1. ECONOMIC SITUATION 2020

Vietnam GDP 2020	
GDP: VND 5,535.3 trillion (i.e. USD238 billion)	GDP growth rate: 2.91% (as the consequence of Covid-19's negative impact globally, this is the lowest growth level recorded in the decade but still among world's highest)
Foreign Direct Investment (FDI)	
The total of newly registered capital and additional capital in 2020 reached USD 28.53 billion, down 25% from 2019.	Disbursed FDI capital in 2020 reached USD 19.98 billion, increasing by 6.7% over 2019.
Export Turnover	
Export turnover reached USD 281.5 billion, rising by 6.5% compared with 2019.	Import turnover moved up by USD 262.4 billion, an increase of 3.6% compared with the number in 2019.
Average CPI	
Average CPI in 2020 increased by 3.23% compared to the number in 2019.	
Newly Registered Enterprises	
The number of newly registered enterprises in 2020 was 134,900 enterprises, down by 2.3 % compared with the figure in 2019.	
Population	
Total population of Vietnam was estimated at 97.58 million people in 2020.	

Source: General Statistics Office of Vietnam

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2. INSURANCE MARKET STRUCTURE

	2014	2015	2016	2017	2018	2019	2020
Number of enterprises	61	61	63	64	64	67	71
Non-life insurers	30	30	30	30	31	31	32
Life insurers	17	17	18	18	18	18	18
Reinsurers	2	2	2	2	2	2	2
Insurance brokers	12	12	13	14	13	16	19

Note: Data source for this country report
Annual Report of Vietnam Insurance Market 2014 - 2020 – Insurance Supervisory Authority – Ministry of Finance
Market Review 2020 – Insurance Supervisory Authority – Ministry of Finance
Insurance Fact Book 2020 – Insurance Association of Vietnam

3. INSURANCE MARKET SIZE

	2014	2015	2016	2017	2018	2019	2020
Insurance premium (VND billion)	55,877	70,165	87,361	107,555	133,141	160,184	185,960
Non-life business	27,522	31,894	36,864	41,320	46,653	53,366	56,669
Life business	28,355	38,271	50,497	66,235	86,488	106,819	129,291
Insurance penetration (%)	1.42	1.67	1.94	2.15	2.40	2.65	2.99
Non-life business	0.70	0.76	0.82	0.83	0.84	0.88	0.91
Life business	0.72	0.91	1.12	1.32	1.56	1.77	2.08

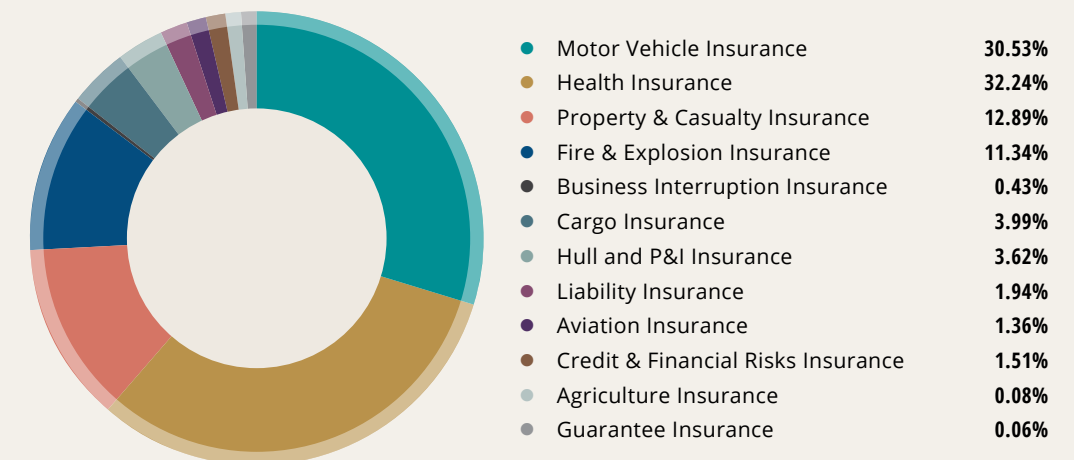
4. INSURANCE MARKET 2020

Owner's Equity VND556,669 bn	Market Direct Premium Volume VND185,960 bn (+16.09%)	Non-Life Claim Payments	Reinsurance Premium
(billion)	(billion)	(billion)	(billion)
VND100,215	VND56,669 (+6.19%)	VND20,709	VND18,596
VND456,454	VND129,291 (+21.04%)	VND13,292	VND3,023
Non-life	Non-life	Gross	Non-life
Life	Life	Net	Life

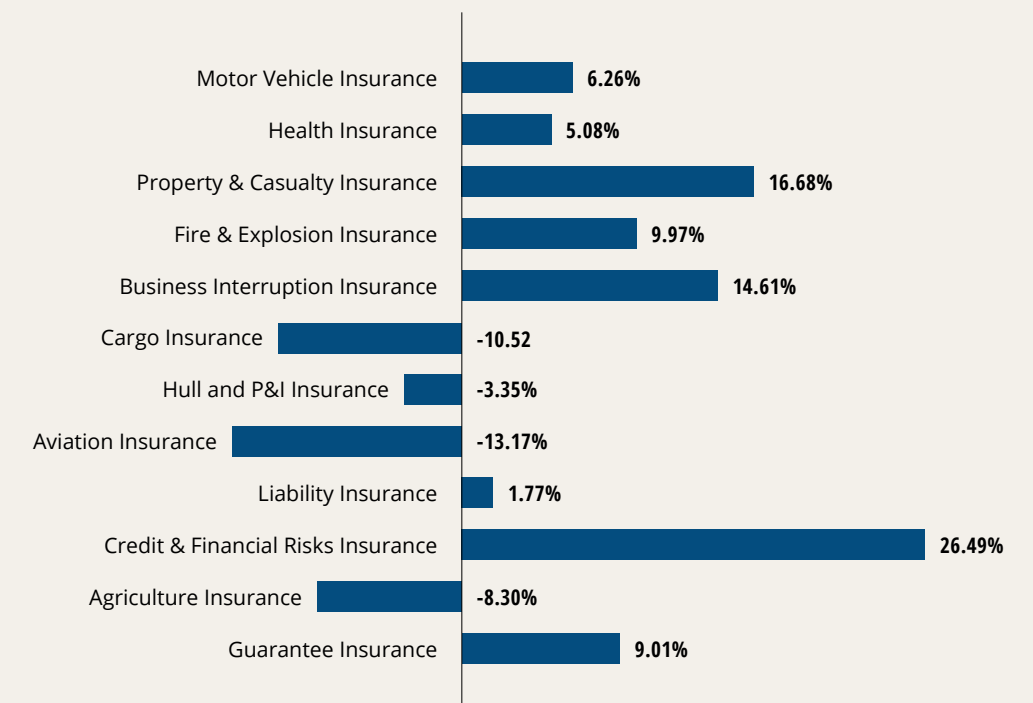
- Life insurance payouts: VND28,059 billion
- Bancassurance, which accounts for 40% of premium through all distribution channel, continued to be dominant with more exclusive deals signed between life insurers and banks, while online sales is also a fast growing channel especially when social distancing due to COVID-19 is in place.

5. NON-LIFE INSURANCE

Distribution of Gross Insurance Premium by Line of Business 2020



Growth by Line of Business 2020



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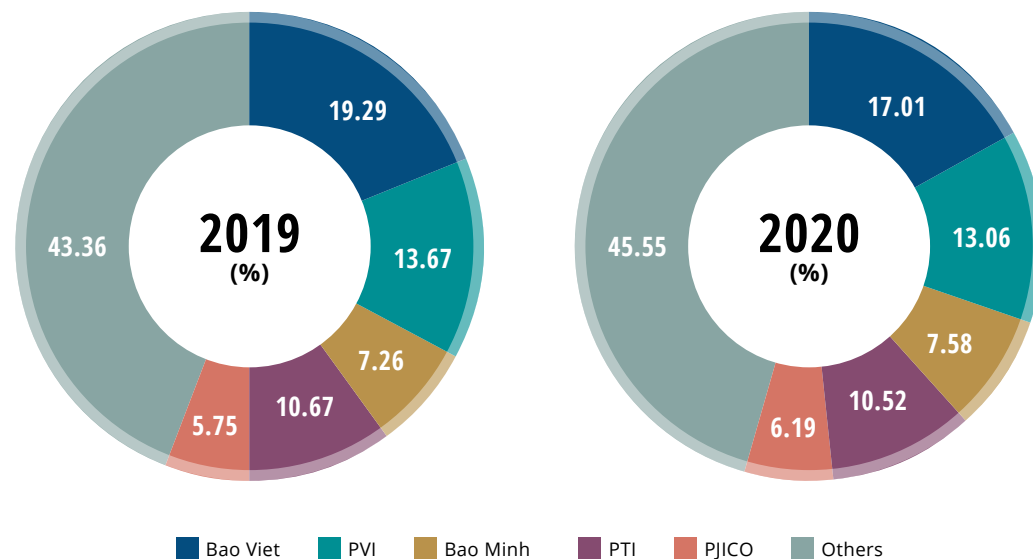
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5. NON-LIFE INSURANCE (CONT'D.)

List of Non-life insurers 2020

1	Bao Viet Insurance Corp. (Bao Viet)	16	QBE Insurance Co. Vietnam (QBE)
2	Bao Minh Insurance Corp. (Bao Minh)	17	Agriculture Bank Insurance JS Corp. (ABIC)
3	Petrolimex JS Insurance Co. (PJICO)	18	Global Insurance Co. (GIC)
4	Bao Long JS Insurance Co. (Bao Long)	19	Phu Hung JS Insurance Co. (PAC)
5	PVI Insurance Corp. (PVI)	20	Liberty Co., Ltd. (Liberty)
6	Bao Viet Tokio Marine Insurance JV Co. (BVTM)	21	Chubb Insurance Vietnam Co. Ltd
7	United Insurance Co. (UIC)	22	Military JS Insurance Co. (MIC)
8	Post and Telecommunication JS Insurance Corp. (PTI)	23	Vietnam National Aviation Insurance Co. (VNI)
9	Groupama Vietnam General Insurance Co. (Groupama)	24	Saigon - Hanoi JS Insurance Co. (BSH)
10	Vietinbank Insurance Co. (VBI)	25	Hung Vuong JS Insurance Co. (BHV)
11	Samsung Vina Insurance Co. (Samsung Vina)	26	MSIG Insurance Co., Ltd. (Vietnam) (MSIG)
12	Vien Dong JS Insurance Co. (VASS)	27	Fubon Insurance Co., Ltd. (Vietnam) (Fubon)
13	BIDV Insurance Corp. (BIC)	28	Xuan Thanh JS Insurance Co. (Xuan Thanh)
14	AAA JS Insurance Co. (AAA)	29	Cathay Vietnam Co., Ltd. (Cathay)
15	AIG Insurance Vietnam (AIG)	30	Seoul Guarantee Insurance Co. - Hanoi Branch Office (SGI Hanoi)
		31	OPES Insurance Company (OPES)
		32	HD Insurance Company Limited (HDI)

Market Share by Insurance Premium

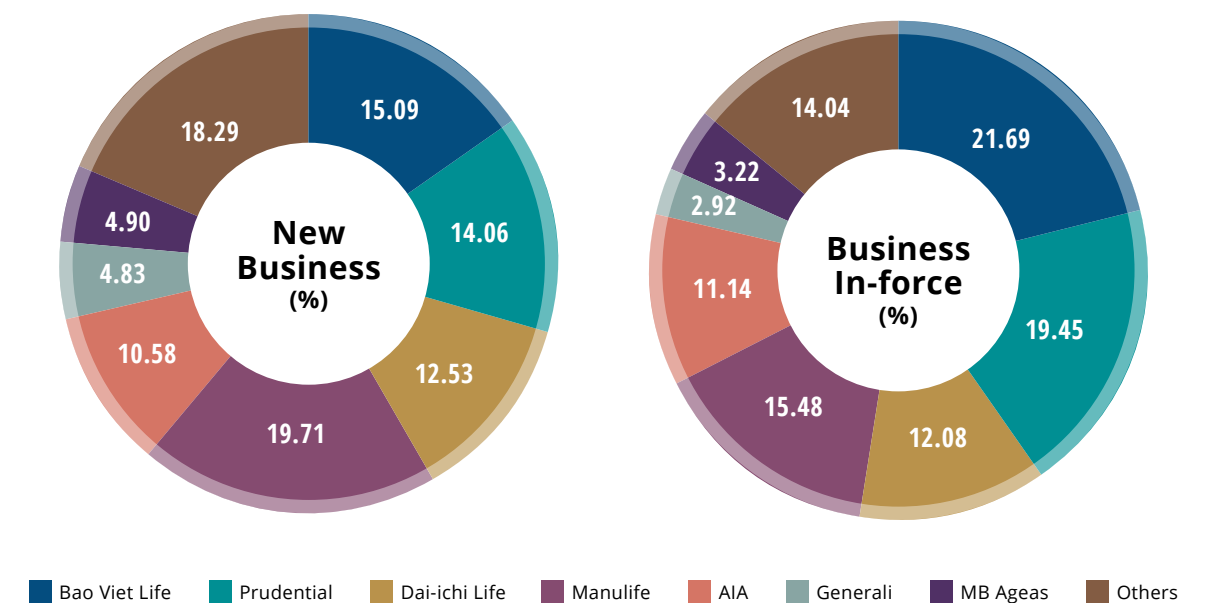


6. LIFE INSURANCE

List of Life insurers 2020

1	Bao Viet Life Corp. (Bao Viet Life)	10	Hanwha Life Insurance Co., Ltd. (Hanwha)
2	Prudential Vietnam Assurance Private Ltd. (Prudential)	11	Vietcombank - Cardif Life Insurance Co., Ltd. (VCLI)
3	Manulife Vietnam Limited (Manulife)	12	Fubon Life Insurance Co., Ltd. (Vietnam) (Fubon Life)
4	American International Assurance (Vietnam) Life Insurance Co. Ltd. (AIA)	13	Generali Vietnam Life Insurance LLC (Generali)
5	Chubb Life Vietnam	14	Aviva Vietnam Life Insurance Co Ltd
6	Prévoir Vietnam Life Insurance Co., Ltd. (Prévoir)	15	Sun Life Vietnam Insurance Company Limited
7	Dai-ichi Life Insurance Co. of Vietnam Ltd. (Dai-ichi)	16	Phu Hung Life Insurance JS Co. (Phu Hung Life)
8	Cathay Life Insurance Vietnam Co., Ltd. (Cathay Life)	17	BIDV Metlife Life Insurance LLC (BIDV Metlife)
9	FWD Vietnam Life Insurance Company Limited	18	MB Ageas Life Insurance Company Limited

Market Share 2020 by Premium Income



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6. LIFE INSURANCE (CONT'D.)

New Business and Business In-force by Insurance Type in 2020

Classification	Number of policies		Premium income (VND billion)	
	New Business	Business In-force	New Business	Business In-force
Total	3,180,110	11,631,790	37,065	117,349
Endowment	7.22%	32.18%	7.59%	28.32%
Investment-linked*	61.55%	54.12%	87.98%	69.43%
Term life	26.51%	11.33%	2.41%	1.11%
Pension	0.03%	0.25%	0.11%	0.40%
Annuity, Whole life insurance, Pure Endowment and Health	4.69%	2.12%	1.91%	0.74%

* Investment-linked includes Unit linked and Universal linked

7. OUTLOOK 2021

Economic Outlook	
World economy is forecast to grow by 5.6%* in 2021	Vietnam's GDP growth target in 2021: 6.5%, inflation: 2.9%**
Insurance market growth forecast: 17%***	

- Insurance industry has bounced back quickly from a rough 2020 which was heavily impacted by COVID-19 and continued to benefit from the recovering economy as well as Government strong support on both regulatory frameworks (updated Law on Insurance Business, improvement in guidance to Corporate Governments, etc.) and various support schemes to the Insurers and Insureds amidst time of economic difficulties (tax relaxation, simplified procedures, extended Government Agriculture insurance subsidy, etc.)
- In light of the 'new-normal' environment, Insurtech has become a major trend in local player's development strategies with enhanced client service (from policy issuance to claim handling), creative product offerings and business efficiency. This also includes more diverse distribution channels such as e-wallets (Momo, VNPAY, etc.), e-commerce platforms (Lazada, Shopee, Tiki, etc.) and other multifunctional apps (such as Grab).

Source: * World Bank press release – 8 June 2021

** VnEconomy

*** Insurance Supervisory Authority – Ministry of Finance



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