



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

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Taiming Assurance Broker Co., Ltd

Investor Conference

2022 Q3 Review

2022-12-27



最專業的退休品牌
台名保險經紀人



Disclaimer

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





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Company Profile

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About Taiming

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



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Taiming Advantages

1

The first OTC listed insurance broker co.

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

2

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

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

3

The Cross-Strait Developments

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

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



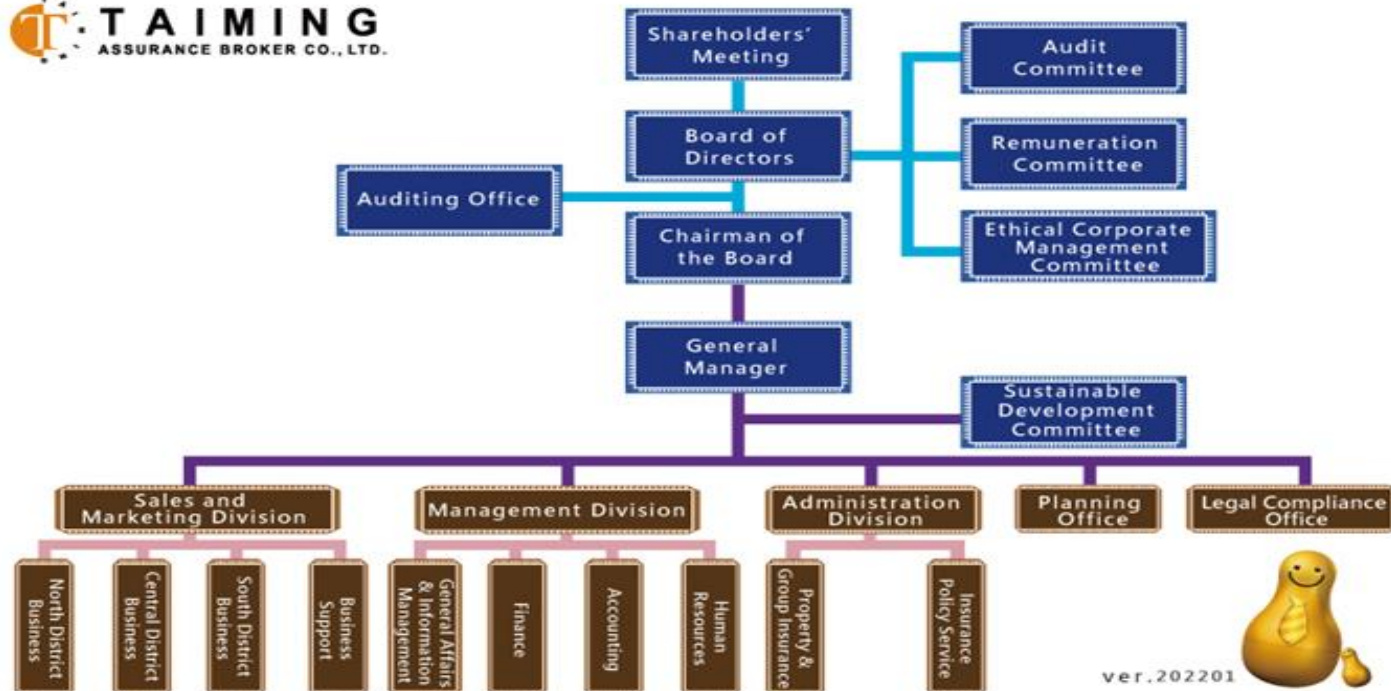
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Taiming Advantages

4

Integrated organizational structure

Provide the salespersons the thoughtful and expedited administrative services.



ver.202201



Milestones

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



2022

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



2021

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



2020

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



2019

Obtained **100% equity of Link-Aim Life Insurance Broker Co., Ltd.**
Launched the **mobile insurance platform**



2018年

Won the “**Outstanding Sustainability Award**” from BSI Taiwan



2010~2011

Purchase **Taipei and Taichung assets**



2012

Purchase **Taoyuan asset**



2013

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



2014

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



2015

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



2016

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



2017

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



國家品牌玉山獎
2022



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Taiming Assurance Broker Co., Ltd.

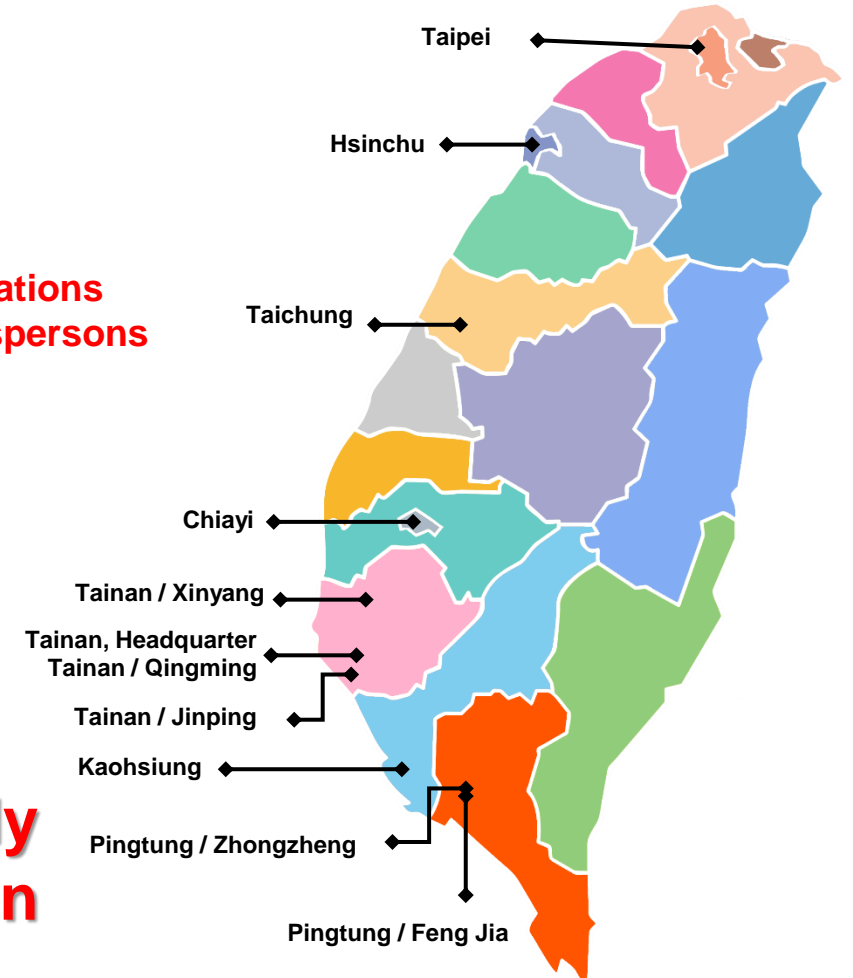
13 Locations
3,500 Salespersons



Domestic Location

Link-Aim Life Insurance Broker Co., Ltd.

11 Locations
430 Salespersons



24 Locations & nearly
4,000 salespersons in
total

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Overseas Expansion

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

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





Market Overview

Source: Taiwan Insurance Institute

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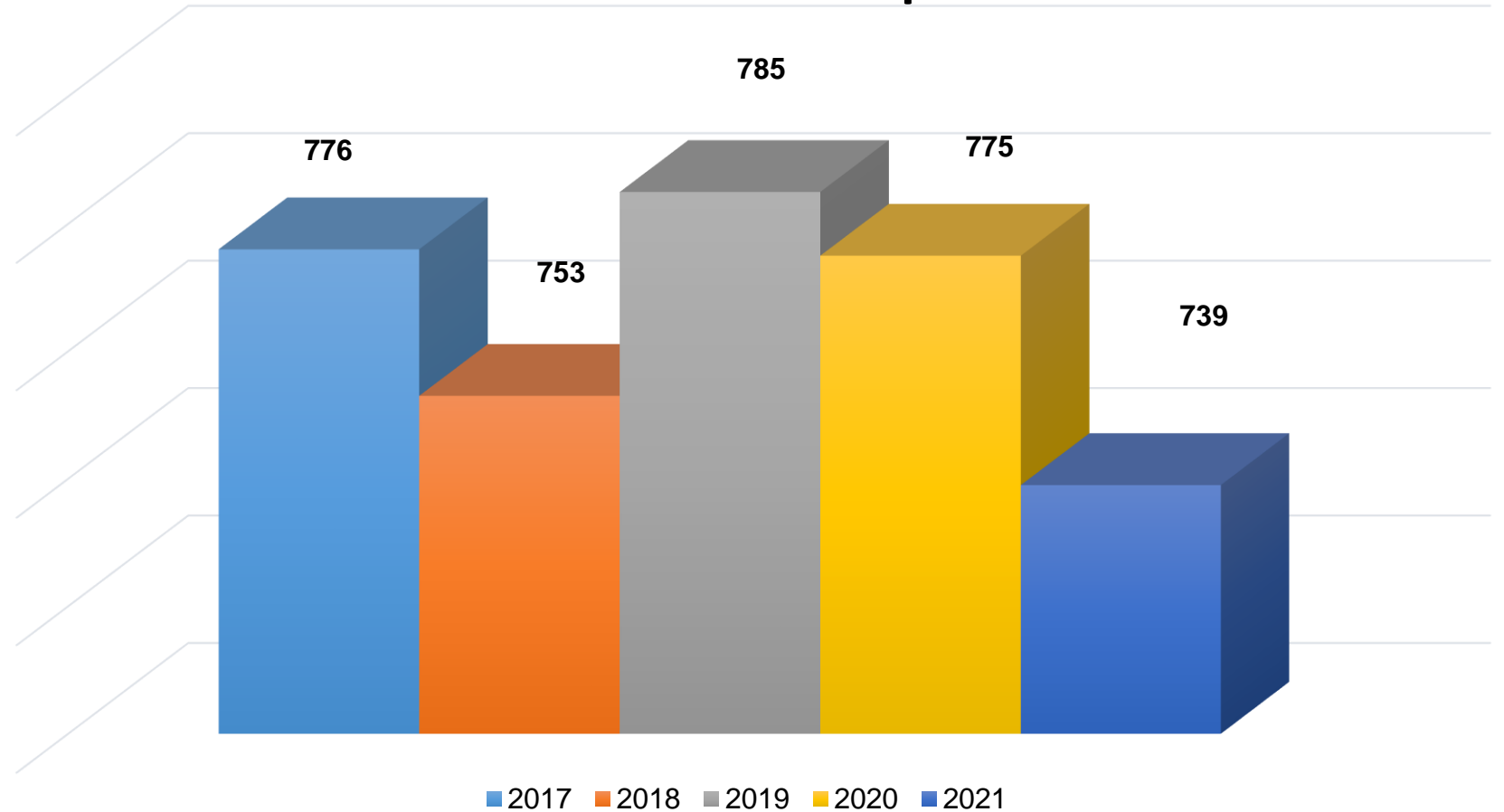
The number of companies includes both personal and organizational company types of institutes.

Source: Taiwan Insurance Institute



Number of Insurance Brokers & Agencies

Number of Companies

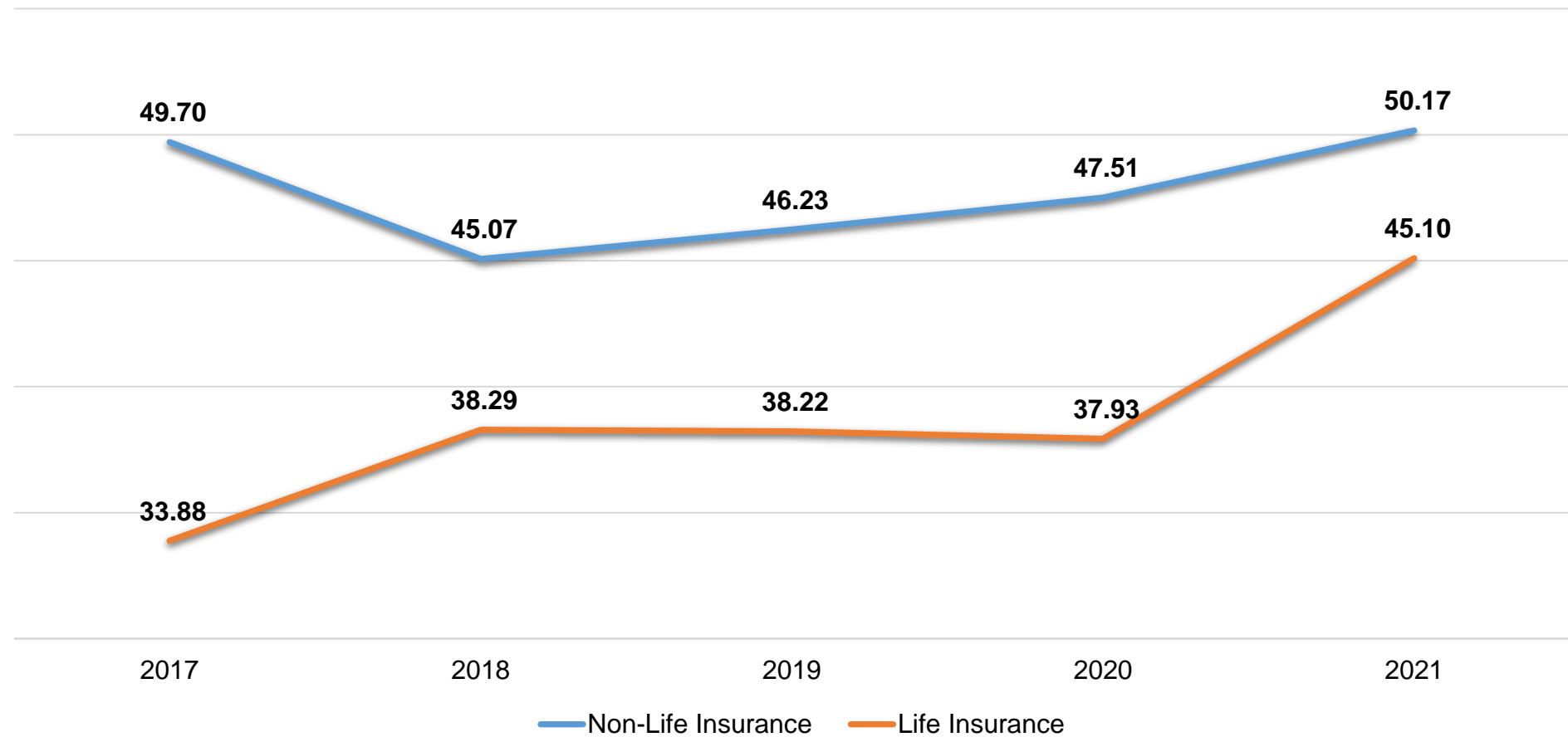


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Market Shares of Insurance Brokers & Agencies

Market Shares

Unit : %



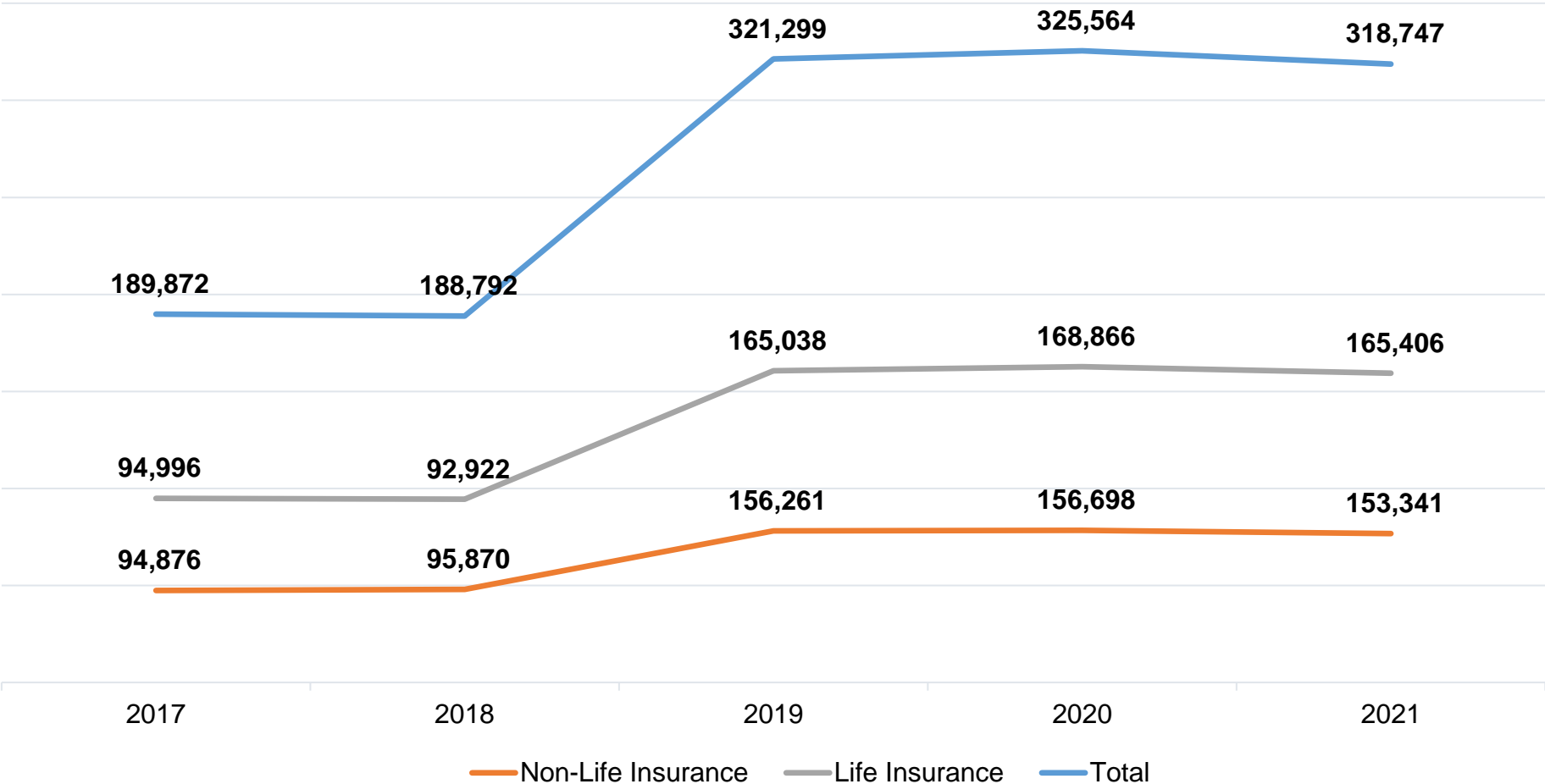
Source: Taiwan Insurance Institute





Number of Salespersons

Unit : Person

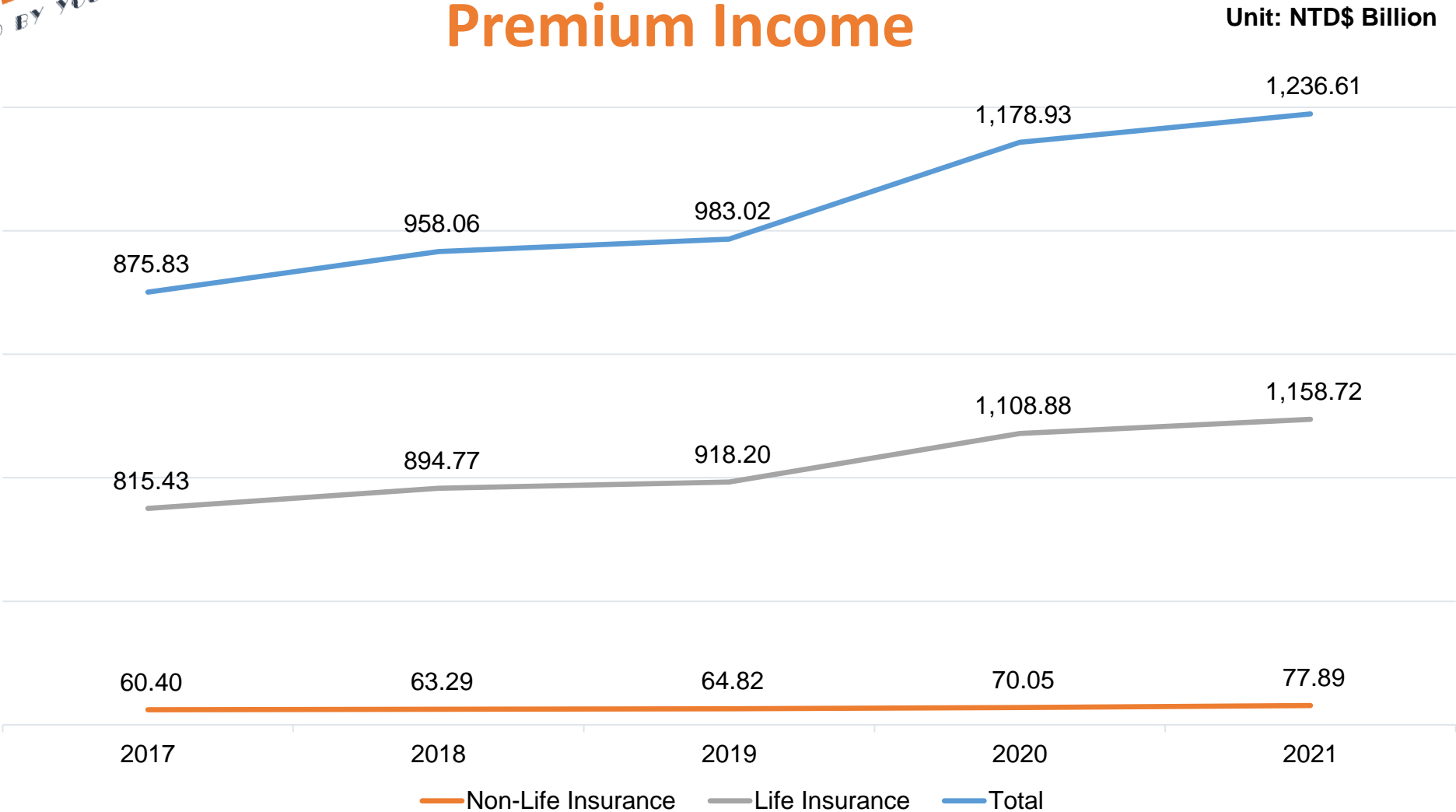


Source: Taiwan Insurance Institute





Source: Taiwan Insurance Institute





Statistics of Sources of Life Insurance Premium Income January to October in 2021

Unit:NT\$ Million

Source	Insurance Company	Bank Brokers & Agencies	Traditional Brokers & Agencies	Total
Premium income	207,441	333,366	68,250	609,058
Percentage (%)	34.06	54.73	11.21	100.00
Life (Individual)	96,576	171,246	24,304	292,125
Annuity (Individual)	14,761	30,741	1,385	46,887
Investment (Individual)	61,804	130,738	33,417	225,959
Health & Accident (Individual)	24,367	281	5,568	30,216

Source: Life Insurance Association of the Republic of China





Statistics of Sources of Life Insurance Premium Income January to October in 2022

Unit:NT\$ Million

Source	Insurance Company	Bank Brokers & Agencies	Traditional Brokers & Agencies	Total
Premium income	170,738	233,911	69,716	474,364
Percentage (%)	35.99	49.31	14.70	100.00
Life (Individual)	91,092	190,002	26,019	307,113
Annuity (Individual)	7,372	6,646	611	14,630
Investment (Individual)	38,305	36,711	35,160	110,176
Health & Accident (Individual)	23,700	285	3,883	27,868



Source: Life Insurance Association of the Republic of China



Statistics of Life Insurance Premium Income January to October in 2022

Unit : NT\$ Million

ITEM	ITEM2	January to October in 2022	January to October in 2021	YoY (%)
FIRST YEAR	Traditon	364,188	383,099	-4.9%
	Investment	110,176	225,959	-51.2%
	Total	474,364	609,058	-22.1%
Continuation YEAR	Traditon	1,182,353	1,478,503	-20.0%
	Investment	68,510	64,882	5.6%
	Total	1,250,862	1,543,385	-19.0%
TOTAL	Traditon	1,546,541	1,861,602	-16.9%
	Investment	178,686	290,841	-38.6%
	Total	1,725,226	2,152,443	-19.8%

Source: Life Insurance Association of the Republic of China





Statistics of Non-Life Insurance from January to October in 2022

Unit : NT\$ Million

ITEM	ITEM2	January to October in 2022	January to October in 2021	YoY (%)
Fire & Transportation	Fire and marine insurance	37,652	32,773	14.9%
	Automobile and aviation	95,248	89,259	6.7%
	Subtotal	132,900	122,032	8.9%
Miscellaneous	Engineering liability and credit insurance	22,331	18,461	21.0%
	Accident health & others	30,533	31,968	-4.5%
	Subtotal	52,864	50,429	4.8%
Total		185,764	172,461	7.7%

Source: Taiwan Insurance Institute



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Business Performance



Business Performance

Financial Report

Consolidated Statements of Comprehensive Income

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

ITEM	2022 Q1-Q3	2021 Q1-Q3	YoY
Operating Revenue	\$531,233	\$595,317	-10.8%
Operating Costs	486,575	541,211	-10.1%
Gross Profit	44,658	54,106	-17.5%
Profit from Operations	\$12,495	\$6,499	92.3%
Net Profit Attributable to:	\$47,701	\$49,088	-2.8%
Owners of the Company			
Earnings Per Share	\$1.91	\$1.96	-2.6%

Diluted weighted average outstanding shares were 25,024 thousand shares in 3Q22.





Business Performance

Financial Report

Consolidated Balance Sheets

Unit : NTD\$ Thousand

CONSOLIDATED BALANCE	2022 Q3	2021 Q3	YoY
Total assets	\$720,122	\$736,705	-2.3%
Current assets	344,156	356,176	-3.4%
Non-current assets	375,966	380,529	-1.2%
Total liabilities	\$205,801	\$195,766	5.1%
Current liabilities	\$129,978	\$145,860	-10.9%
Non-current liabilities	\$75,823	\$49,906	51.9%
Total equity	\$514,321	\$540,939	-4.9%

Note: In Q3 of 2022, due to the signing of a new office lease contract, the amount of rent for more than one year will increase





Business Performance

Financial Report

Consolidated Statements of Cash Flows

Unit : NTD\$ Thousand

CASH FLOWS FROM OPERATING ACTIVITIES	2022 Q1-Q3	2021 Q1-Q3
Net cash inflows from operating activities	\$58,966	\$76,717
Net cash outflow from investing activities	37,478	-277
Net cash outflow from financing activities (Note)	-\$90,822	-\$96,317
Balance of cash and cash equivalents, at beginning of year	\$85,354	\$94,490
Balance of cash and cash equivalents at end of year	\$90,976	\$74,613
Note: Distribution of cash dividends and payment of business office rental expenses, etc.		



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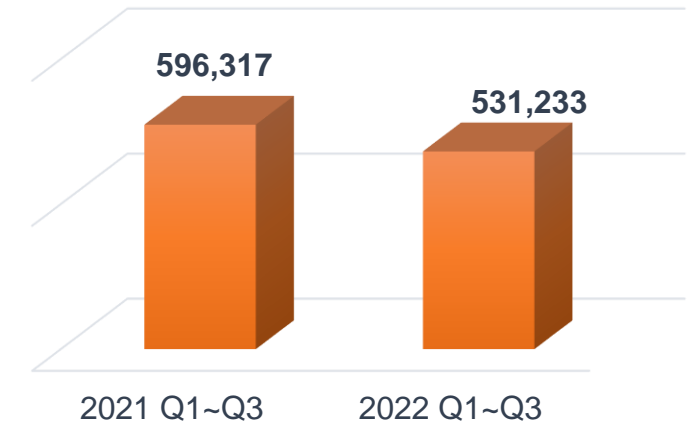
Revenue

2018-2022 Q1~Q3



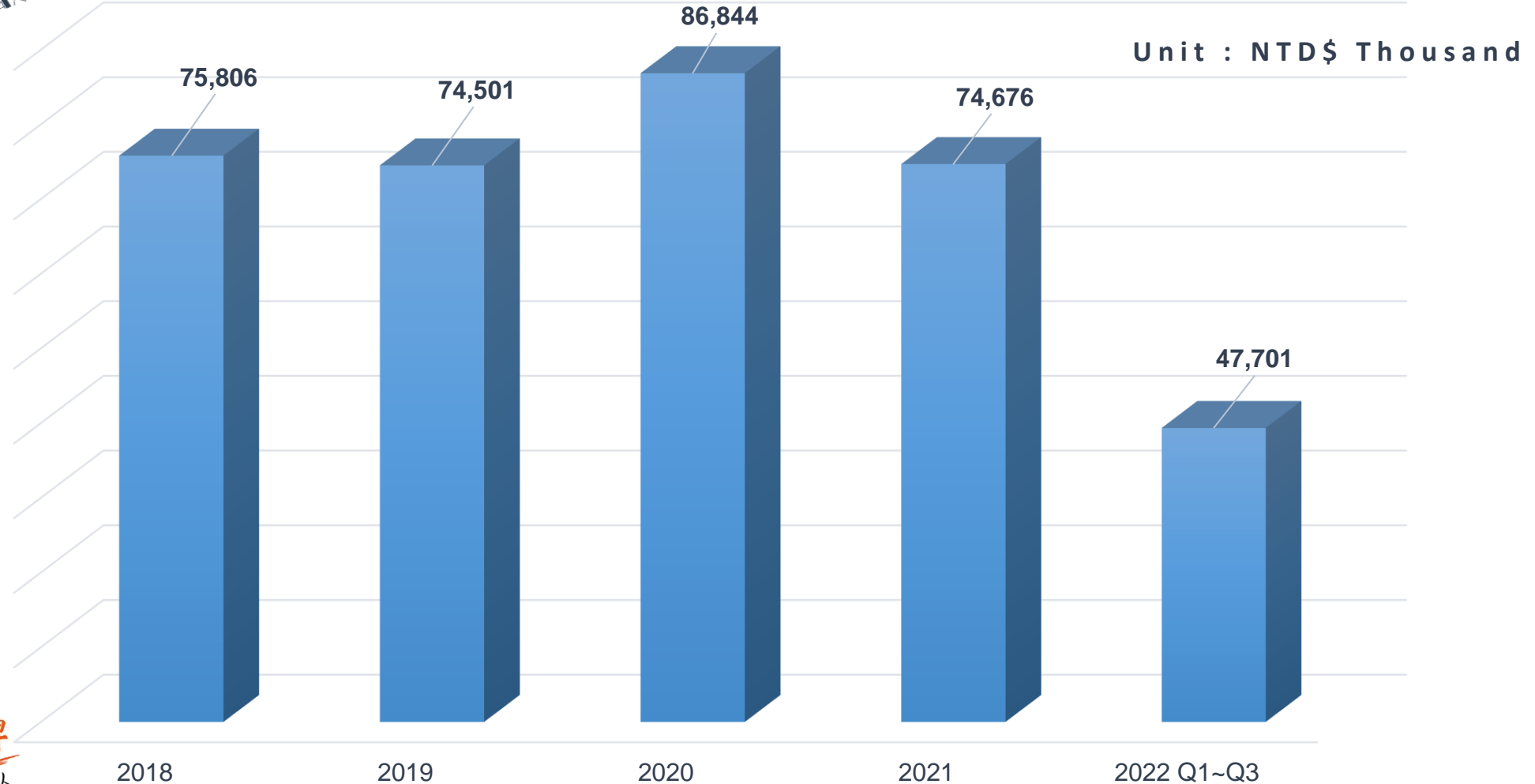
Unit : NTD\$ Thousand

Revenue 2021vs2022 Q1~Q3



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Net Profit Attributable to Owners 2018-2022 Q1~Q3

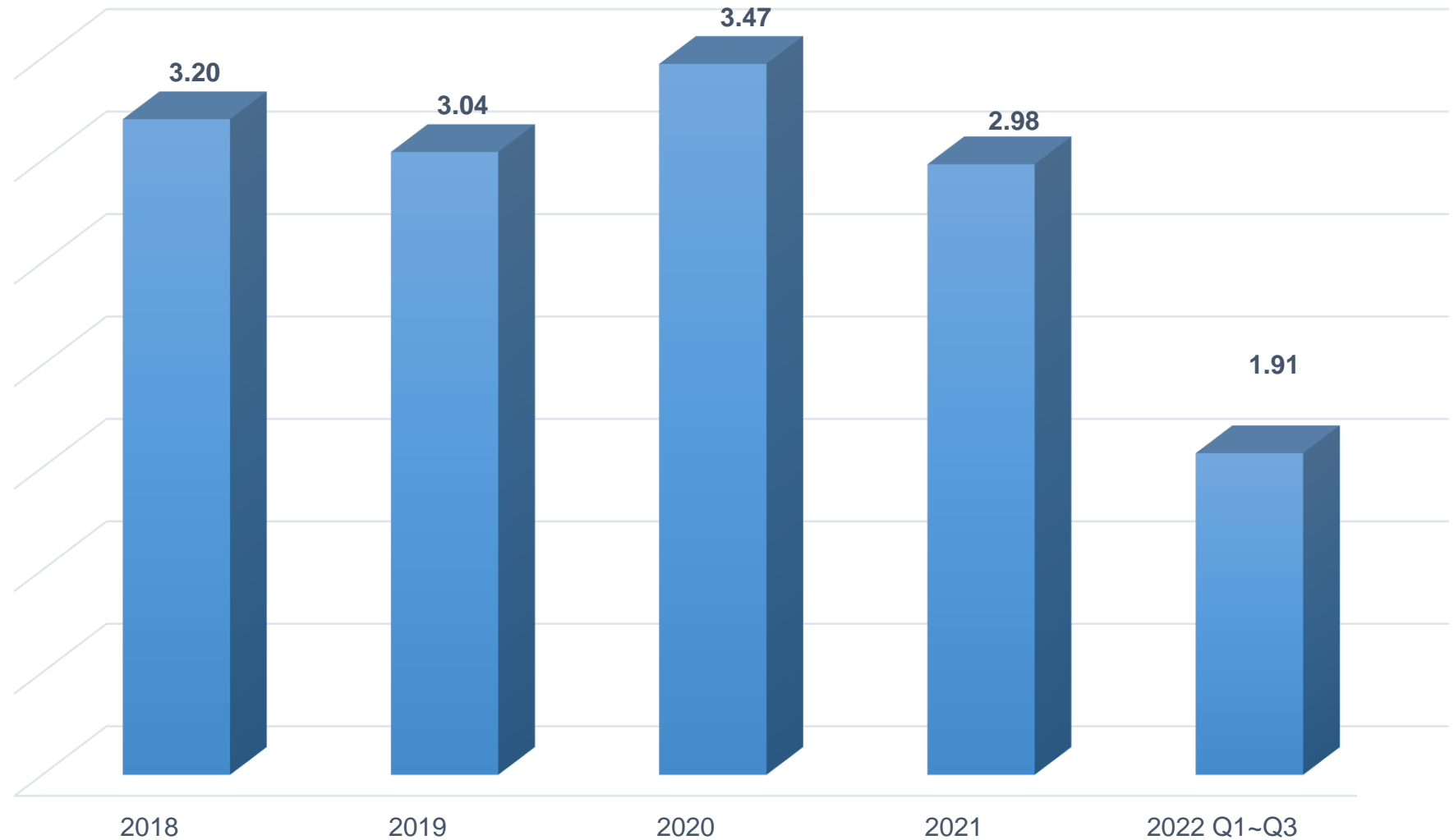


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Business Performance

Earning Per Share 2018-2022 Q1~Q3

Unit: NTD\$

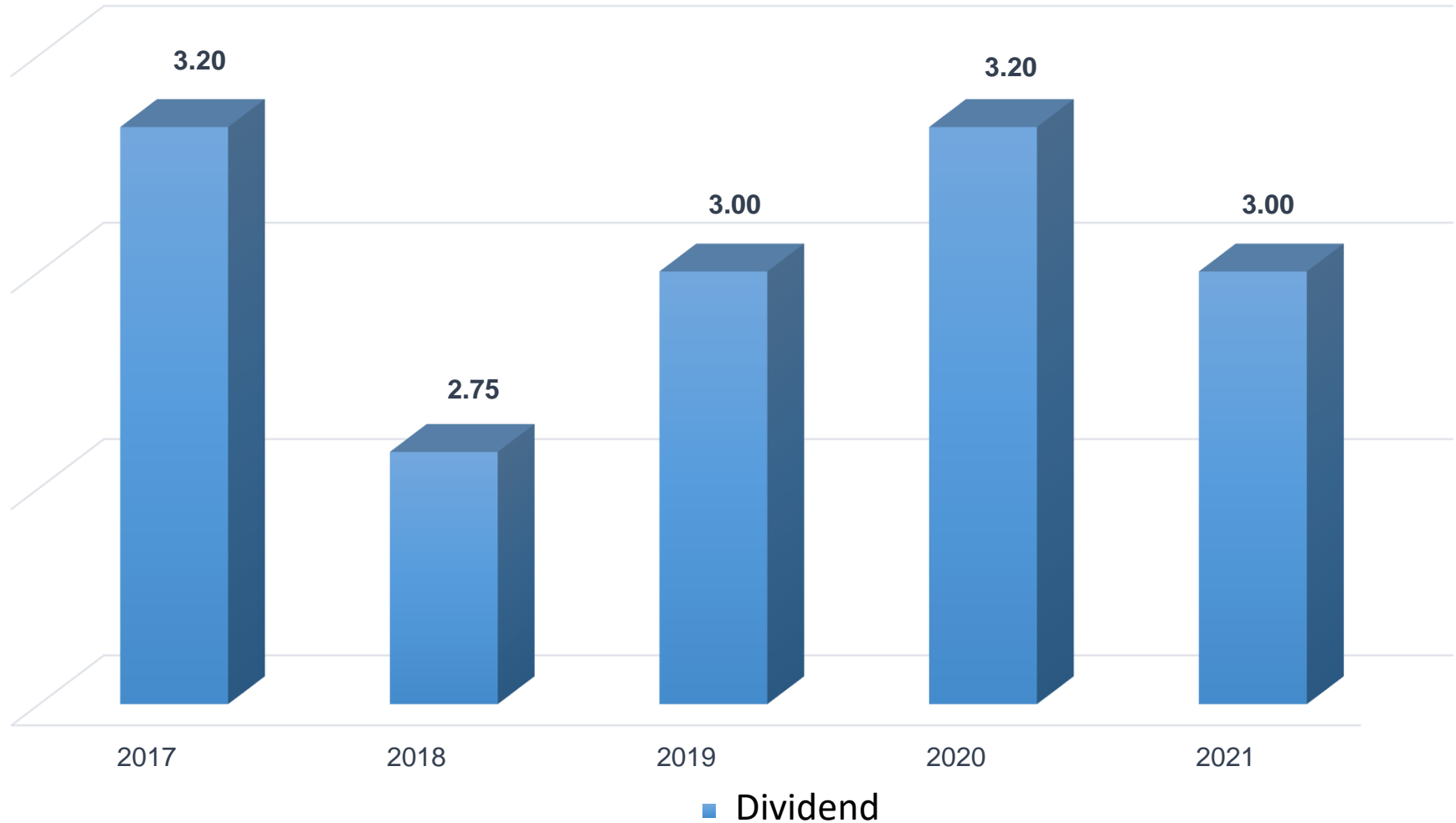


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Business Performance

Dividend Per Share 2017-2021

Unit: NTD\$



最專業的退休品牌
台名保險經紀人



Important Events

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On the occasion of the 20th anniversary of TABC (5878), The 19th National Brand Yunshan Award in 2022 was held on October 19 at the Guoguang Hall of CNPC. TABC won the "Outstanding Enterprise" for the first time participating in the award "The honor of the award.

國家品牌玉山獎
THE NATIONAL BRAND YUSHAN AWARD
2022

台名保經
TAIMING ASSURANCE BROKER CO., LTD.

榮獲

2022第19屆國家品牌玉山獎
THE 19th NATIONAL BRAND YUSHAN AWARD

傑出企業類
Outstanding Entrepreneurs

第19屆
國家品牌玉山獎
類別：傑出企業類
得獎：台名保險經紀人股份有限公司
國家品牌玉山獎
主辦：中華民國國家企業競爭力發展協會
國家品牌玉山獎甄選活動委員會
中華民國一一一年六月十六日

得獎類別：傑出企業類
得獎廠商：台名保險經紀人股份有限公司

主辦：中華民國國家企業競爭力發展協會
國家品牌玉山獎甄選活動委員會
中華民國一一一年六月十六日

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TABC's 2021 ESG Report won the TCSA Taiwan Corporate Sustainability Award [2022 15th TCSA Sustainability Report Award - Silver Award in Finance and Insurance Industry]. This is the third time the report has won the award, and this time it was promoted to Silver Award. This is the first and only award-winning insurance broker company in Taiwan.



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TABC was established on October 18, 2002. On the 20th anniversary of Taiwan name Held the "Blood Support, Let Love Continue" blood donation activity.

The whole Taiwan is in series  to do charity together.





Mobile Insurance business

Break through technological changes

Create a win-win insurance policy

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ESG Development & Outlook

Digital Development

The Trend of Insurance



Sales 1.0(Paper)

**Paper document
Face to Face**



Sales 2.0(Mobile)

**One iPad
Face to Face**



Sales 3.0(Video)

**One iPad
One iPhone
Video Conference**



最專業的退休品牌
台名保險經紀人



Mobile Insurance Business grows rapidly

Nearly 40% more than
the number of
partners cooperate
the mobile insurance
business.

The number of mobile insurance
applications increased by 2.24 times
compared with the previous year
The number of users increased by
about 50%



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Q & A



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



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**THANK
YOU**