

Stock Information

Stock price: 7 Dec 22 – 7 Dec 23



Last traded price	28.50	baht
52-week high	44.00	baht
52-week low	24.70	baht
Number of shares	600	M shares
Market capitalization	17,100	M baht
Free float	35.91	%
P/E	21.15	times
P/BV	6.74	times
12-month dividend yield	3.51	%

Source: SET Smart as of 7 Dec 2023

Investor Relations

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9M2023 Highlights



TQM's performance grew from 2022



Total
revenue

2,829

Million baht



+3%

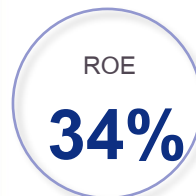
YoY



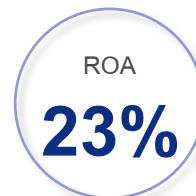
Highest financial ratios in
insurance sector



Net profit
margin
22%



ROE
34%



ROA
23%

Source: SET Smart

ข้อมูลทางการเงิน

Description (M baht)	9M2023	9M2022	% YoY change
Service revenue	2,753.5	2,667.6	3.2%
Other revenue	75.7	80.2	(5.6%)
Total revenue	2,829.2	2,747.8	3.0%
Service costs	(1,317.9)	(1,251.6)	5.3%
Gross profit	1,435.6	1,416.0	1.4%
Administrative expenses	(721.6)	(687.0)	5.0%
Net profit	612.9	643.3	(4.7%)
Net profit – owners of parent	598.6	599.4	(0.1%)
Earnings per share (baht)	1.00	1.00	-

Total revenue of 9 month of 2023 grew from the overall sales of insurance products.

Motor insurance grew from the increasing trend of car usage.

Accident and health insurance grew from increased customer awareness and understanding of the importance and coverage of the product, especially after COVID-19 pandemic.

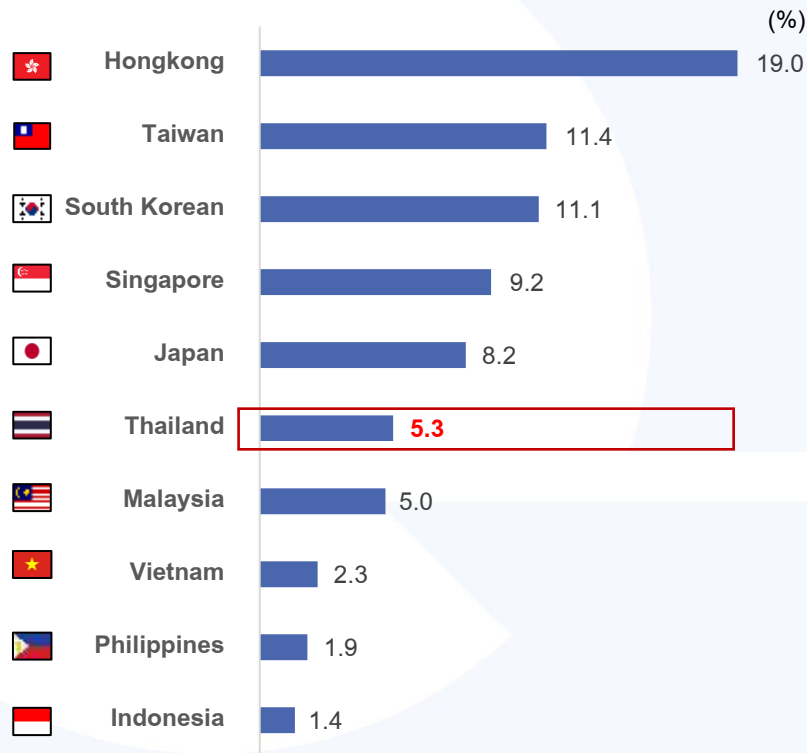
Service cost increased YoY from the investment in personnel for sales expansion.

Administrative expenses increased to support business growth and align with revenue growth.

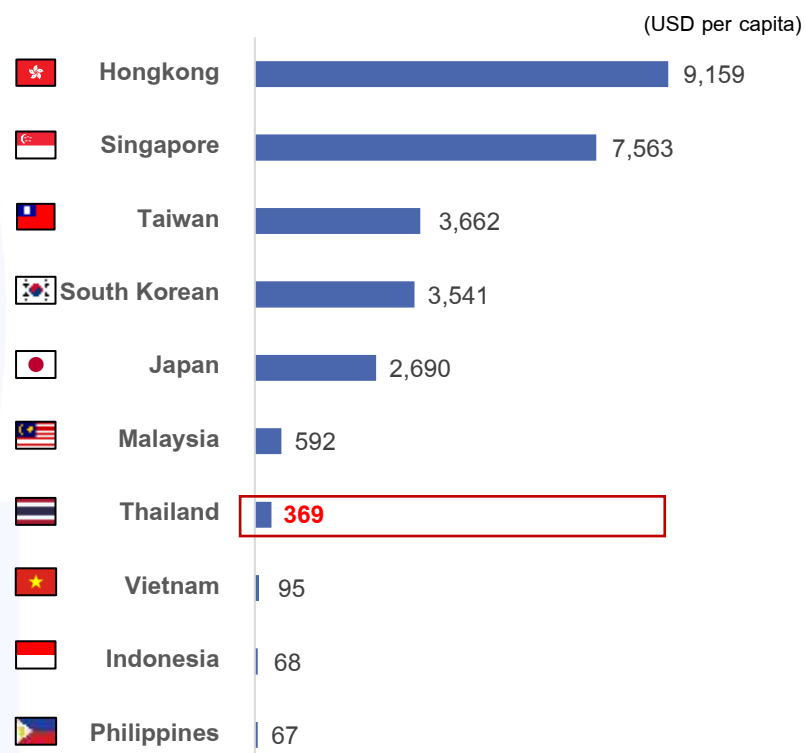
Net profit-owner of parent was flat from previous year.

Industry Insights – Insurance premium in Thailand compared to regional peers

% Insurance Premium to GDP (2022)



Total Insurance Premium per Capita (2022)



Source: Swiss Re as of 10 July 2023

TQM News

TQMalpha's CEO receives 'Large Company's CEO Econmass Awards 2023'

25 October 2023



Dr. Napassanun Punnipa, CEO of TQMalpha received 'CEO Econmass Awards 2023' in the category of large company, in financial business from Best CEO Project 2023 organized by the Economic News Association in collaboration with the Joint Private Sector Committee of the 3 Institutions (JCCI), and the University of the Thai Chamber of Commerce. Honored by the Prime Minister, Mr. Srettha Thavisin, the awards were presented on October 25, 2023.

TQM News

TQMalpha Achieves 5-Star CGR Rating from IOD for the Fourth Consecutive Year

10 November 2023



TQMalpha has achieved 5-star Excellent CG Scoring for the fourth year in a row in the Corporate Governance Report of Thai Listed Companies 2023 (CGR) by the Institute of Directors (IOD). Out of 782 companies evaluated, TQMalpha stood out in the financial business sector, securing a spot in the Top Quartile and an impressive 102% score.

TQM Donates to Support 'Siriraj for the Elderly' Fund at Siriraj Hospital

20 October 2023



Dr. Unchalin Punnipa, Chairman & President and Dr. Napassanun Punnipa, CEO of TQMalpha donated 500,000 Baht to Contribute to the 'Siriraj for the Elderly' Fund, aiming to establish a Center for Geriatric Medicine at Siriraj Hospital, Faculty of Medicine Siriraj Hospital, Mahidol University. The donation was presented by Prof. Apichat Asavamongkolkul, MD, the Dean of the Faculty of Medicine Siriraj Hospital, Mahidol University, and Prof. Thawatchai Akaraviput, M.D., the Vice Dean, as well as the Director of Siriraj Medical School, at the Siriraj Centennial Hall, Siriraj Hospital.

TQM Products

TQM Partners with LINE SHOPPING to Venture into E-Commerce, Facilitating Easier Access to Insurance for Consumers

6 November 2023



TQM collaborates with LINE SHOPPING, expanding new channels to its platform, which reaches over 54 million LINE users. As the platform's sole insurance broker currently, TQM enhances accessibility, addressing Thailand's low insurance penetration. Customers purchasing insurance through LINE SHOPPING enjoy a special promotion, earning 5% LINE POINTS on their purchase from today until January 31, 2024, usable as discounts on future LINE SHOPPING transactions.

TQMalpha Launches "Mee Ngern" Credit With Special Home Delivery Service

27 November 2023



Easy Lending Co. Ltd. a subsidiary of TQMalpha, launches a car title loan service called "Mee Ngern" or "Money Bear." Building on the success of insurance premium financing to TQM's customers, "Mee Ngern" enhances financial services for over 4 million customers in the TQMalpha network. Accessible through multiple channels, including 95 TQM branches across the country, with over 3,500 individuals served through Telesales, the service extends nationwide. Delivery options are also available for customers. For inquiries, reach out to 1737, available around the clock.