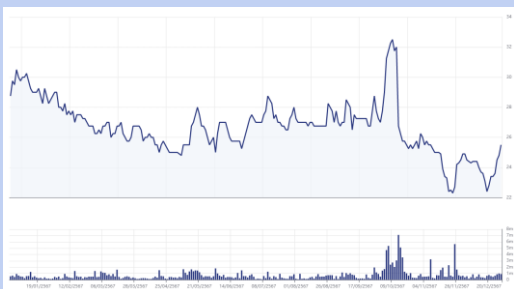


Stock Information

Stock price: 28 Dec 23 – 30 Dec 24



Last traded price	25.50	baht
52-week high	32.50	baht
52-week low	22.50	baht
Number of shares	600	M shares
Market capitalization	15,300	M baht
Free float	30.44	%
P/E	17.97	times
P/BV	5.63	times
12-month dividend yield	3.73	%

Source: SET Smart as of 30 Dec 24

Investor Relations

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9M24 Highlights



TQM's performance
grew from previous year



Total
revenue

3,043

Million baht

+8%

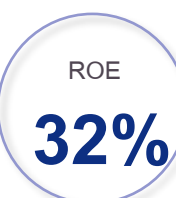
YoY



Highest financial ratios in
insurance sector



Net profit
margin
22%



ROE
32%



ROA
22%

Source: SET

Financial Highlights

Description (M baht)	9M24	9M23	Change
Service revenue	2,984.0	2,753.5	8.4%
Other revenue	59.2	75.7	(21.8%)
Total revenue	3,043.2	2,829.2	7.6%
Service costs	(1,452.1)	(1,317.9)	10.2%
Gross profit	1,531.9	1,435.6	6.7%
Administrative expenses	(715.3)	(721.6)	(0.9%)
Net profit	672.0	612.9	9.6%
Net profit – owners of parent	633.9	598.6	5.9%
Earnings per share (baht)	1.06	1.00	0.06

Total revenue of 9M24 grew from the increase of overall sales of insurance products, mainly from motor insurance, especially renewal customers.

Motor insurance grew through a strong policy renewal rate and the acquisition of new customer segments.

Accident and health insurance continued to attract interest and showed solid growth, partly driven by increased penetration in the group insurance market.

Service cost increased from the previous year, in line with revenue growth.

Administrative expenses decreased slightly.

Net profit increased, supported by strong revenue growth, enhanced sales efficiency across all channels, and effective cost management in both service operations and administration.

TQM News

TQM Life Hosts “FLEXIVERSE” Seminar

19 July 2024



TQM Life recently held the Flexiverse seminar, unveiling a new era of flexible group insurance benefits beyond fixed coverage. The event highlighted trends and facilitated knowledge sharing on how flexible plans can enhance organizational HR strategies. Experts in HR and corporate leadership from top companies shared insights and results from implementing these benefits. The seminar also featured contributions from Zennite, a platform tech expert, and BUZZEBEES Marketplace, who presented solutions for more diversity, accessibility, and ease of management.

TQM Invests in MyGroup to Strengthen Synergy; MyGroup’s Profit Expected to Exceed THB 70 Million

25 July 2024



TQM has completed a THB 300 million investment in MyGroup Intelligent Co., Ltd. (MyGroup), acquiring a 19.43% equity stake. MyGroup operates a fully integrated logistics brokerage business, both online and offline, under the MySave and Shippop brands. The company has performed well according to plan and is expected to post a profit of at least THB 70 million this year. Dr. Napassanun Punnipa, CEO of TQM, stated: “We’ve seen strong results, with service points expanding to over 6,600 through MyGroup. We’re confident this investment will strengthen TQM, boost competitiveness, and drive sustainable growth.”

TQM Scores Perfect 100 in AGM Checklist for 4th Consecutive Year, Rated “Excellent and Exemplary”

3 September 2024



TQM received a perfect score of 100 in the 2024 AGM Checklist assessment for listed companies by the Stock Exchange of Thailand. The Company was rated “Excellent and Exemplary” for the fourth consecutive year by the Thai Investors Association and the Thai Capital Market Business Council.

TQM Products

TQM Partners with PADi to Enter Pet Insurance Market

9 September 2024



TQM has partnered with Pet Animal Data and Innovation Co., Ltd. (PADi), a subsidiary of Bioscience Animal Health PCL (BIS), to offer pet insurance via PADi—an all-in-one platform for pet owners featuring shops, vet hospitals, food, products, and now insurance. Through this collaboration, TQM offers comprehensive pet insurance coverage via PADi, including accident and illness treatment costs, as well as vaccination expenses—designed to fully meet the needs of pet lovers. This marks a significant step in expanding TQM’s customer base into the fast-growing pet owner segment.