



ALLIANZ MALAYSIA BERHAD (197201000819)

Q1 2025

FINANCIAL RESULTS

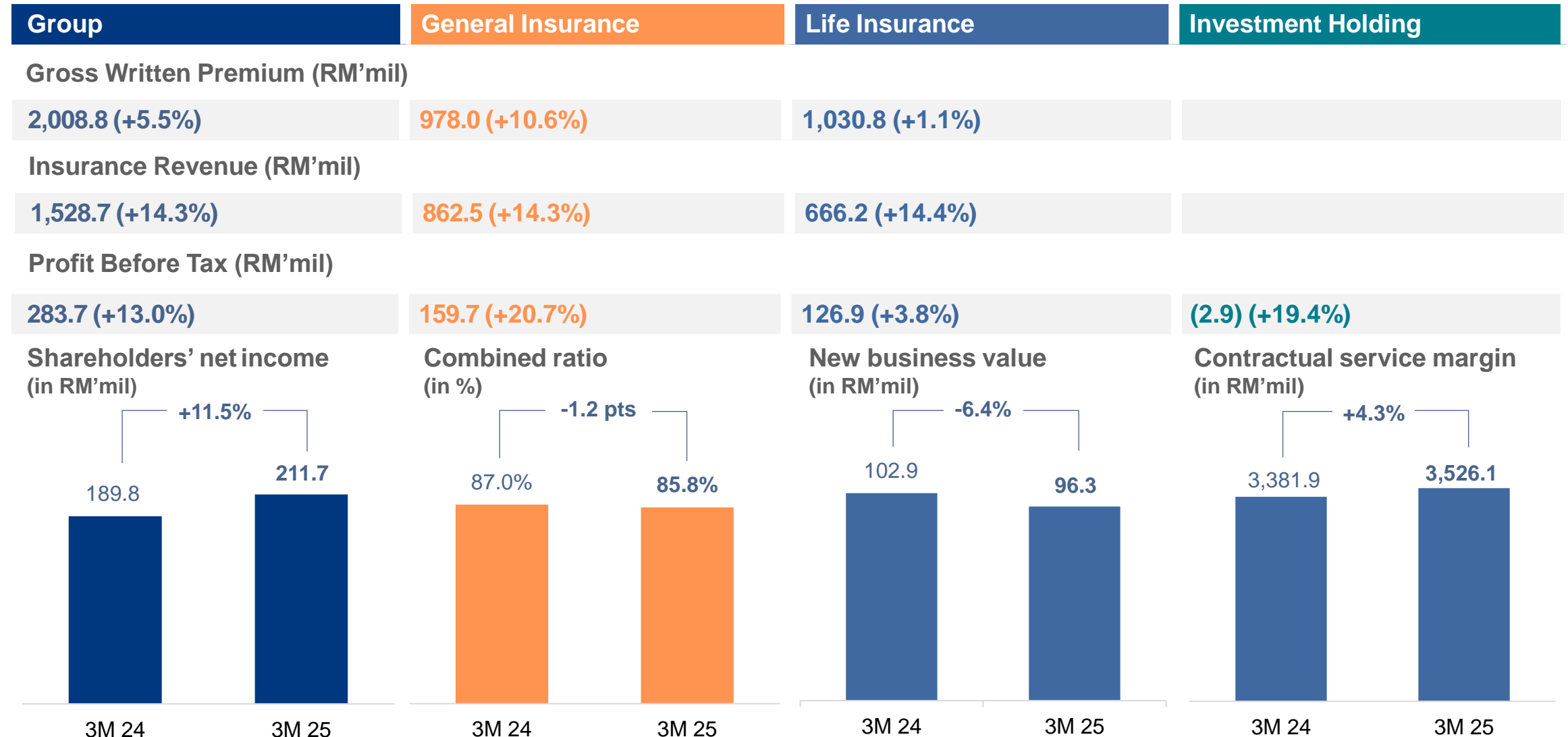
Analyst Briefing
3 June 2025

01

AMB GROUP FINANCIAL RESULTS



FINANCIAL HIGHLIGHTS 3M 2025



ROBUST TOP LINE GROWTH AND RESILIENT EARNINGS

Comments

Insurance revenue

- Group insurance revenue of RM1.53 billion, an increase of 14.3% from RM1.34 billion in 2024 due to strong insurance revenue from both insurance segments.
- General business recorded an insurance revenue of RM862.5 million, an increase of 14.3% compared to corresponding period of RM754.8 million mainly from increase in gross earned premium from motor and commercial business.
- Life business recorded an insurance revenue of RM666.2 million, an increase of 14.4% compared to corresponding period of RM582.1 million mainly attributed to higher insurance revenue from investment-linked protection and savings business.

Earnings per ordinary share

- Basic earnings per ordinary share at 117.79 sen (3M 2024: 106.66 sen).
- Diluted earnings per ordinary share at 61.26 sen (3M 2024: 54.83 sen).

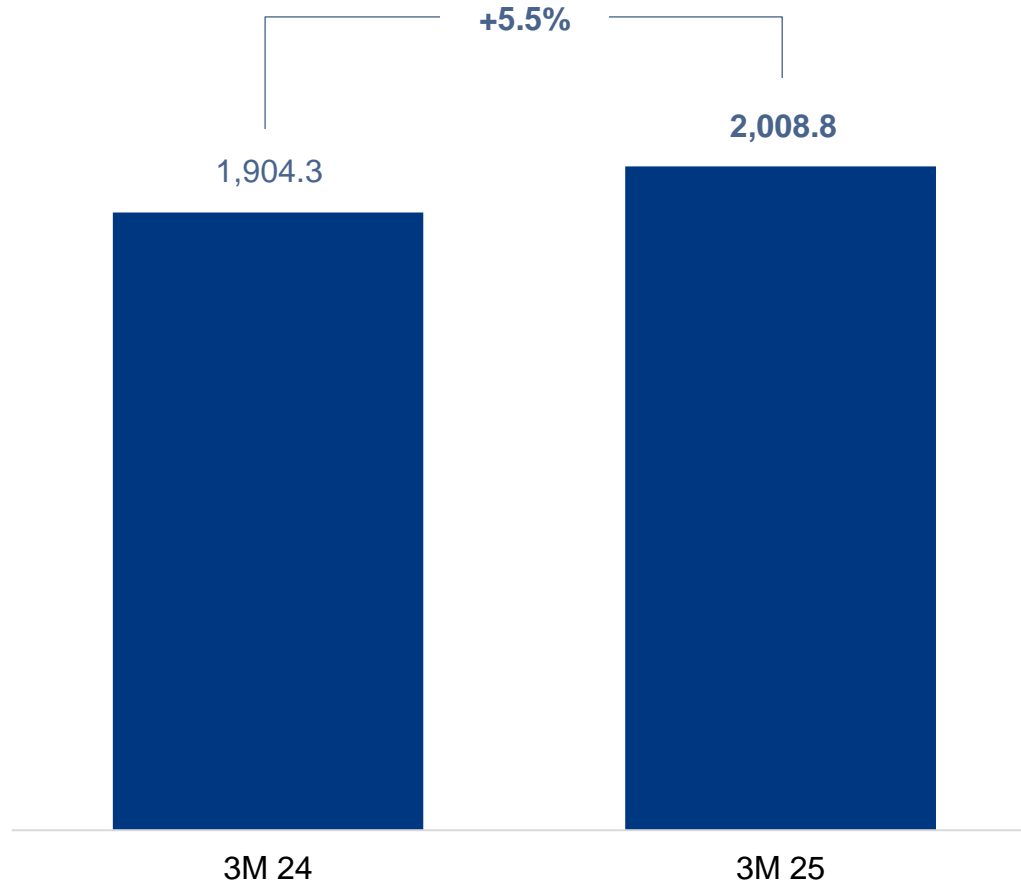
Profitability

- Group profit before tax of RM283.7 million, increased by 13.0% (3M 2024: RM251.0 million) due to higher profit contribution from both insurance segments.
- General business contributed a profit before tax of RM159.7 million, an increase of 20.7% (3M 2024: RM132.3 million). The increase was mainly contributed by higher net insurance and investment results for the period. Net combined ratio improved to 85.8% as at 3M 2025 which remain at a strong level below market average.
- Life insurance business recorded a profit before tax of RM126.9 million, an increase of 3.8% (3M 2024: RM122.3 million) due to higher net insurance and investment results offset by lower other operating income from investment-linked protection and employee benefit business.

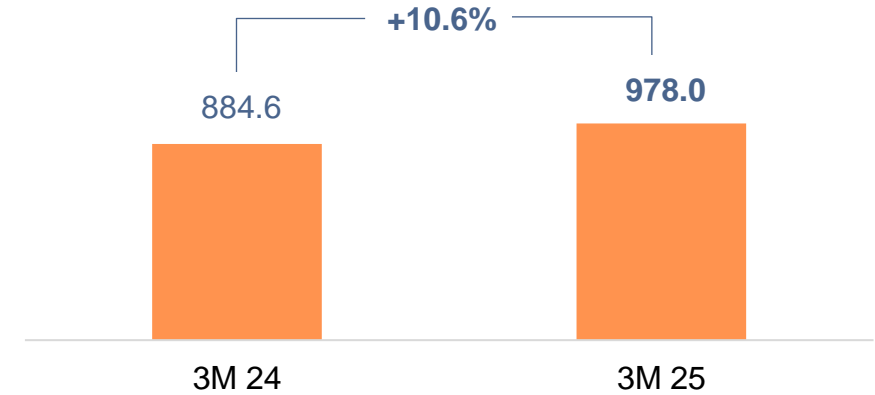
FINANCIAL HIGHLIGHTS 3M 2025

Group

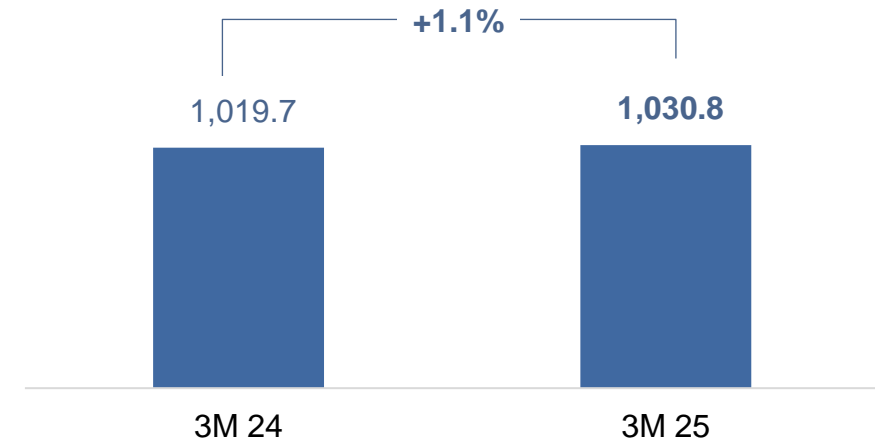
Gross Written Premium (“GWP”) (RM’mil)



General Insurance



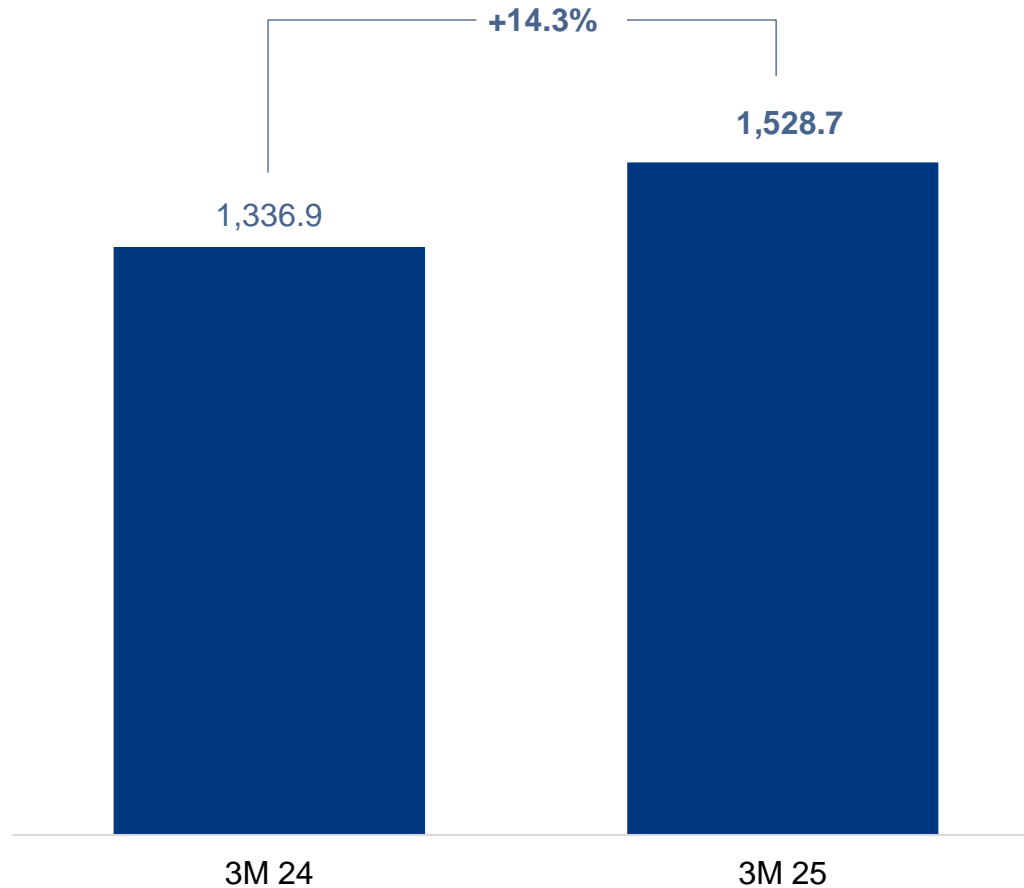
Life Insurance



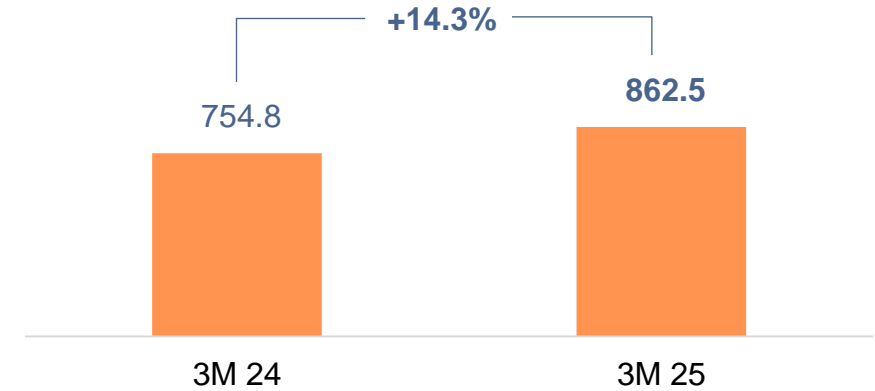
FINANCIAL HIGHLIGHTS 3M 2025

Group

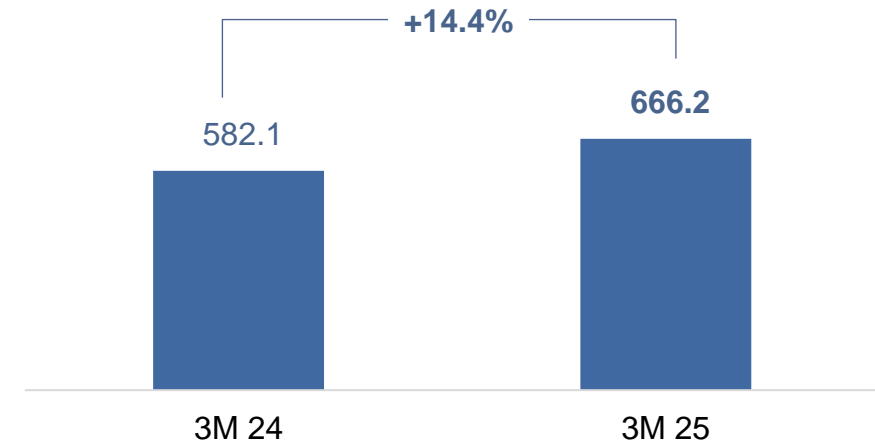
Insurance Revenue (RM'mil)



General Insurance



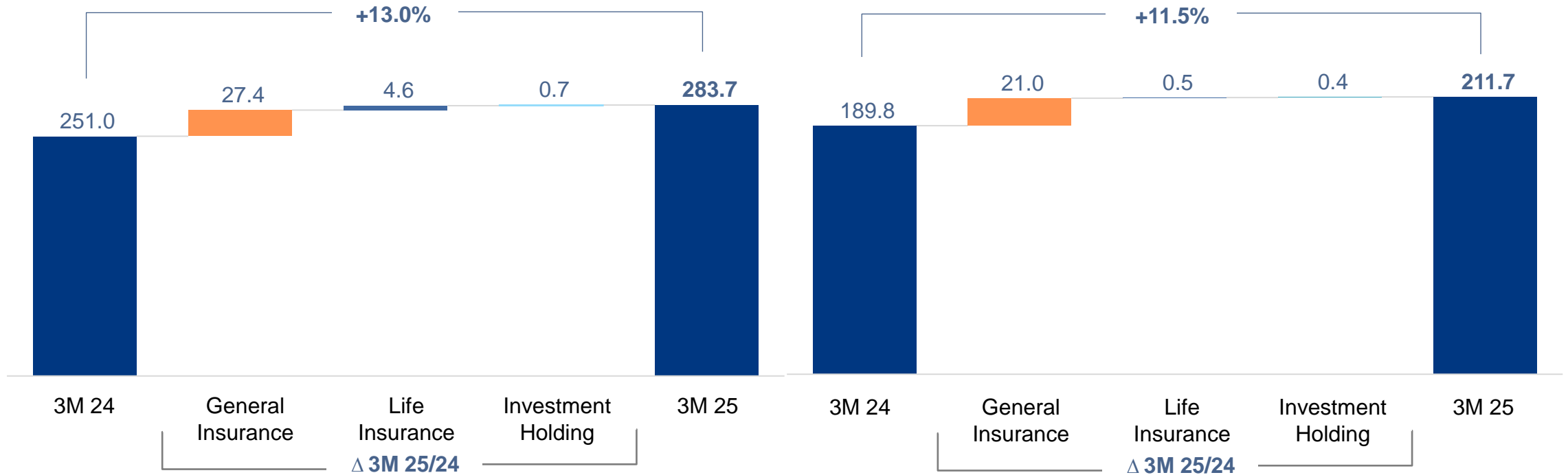
Life Insurance



FINANCIAL HIGHLIGHTS 3M 2025

Profit Before Tax drivers (RM'mil)

Profit After Tax drivers (RM'mil)

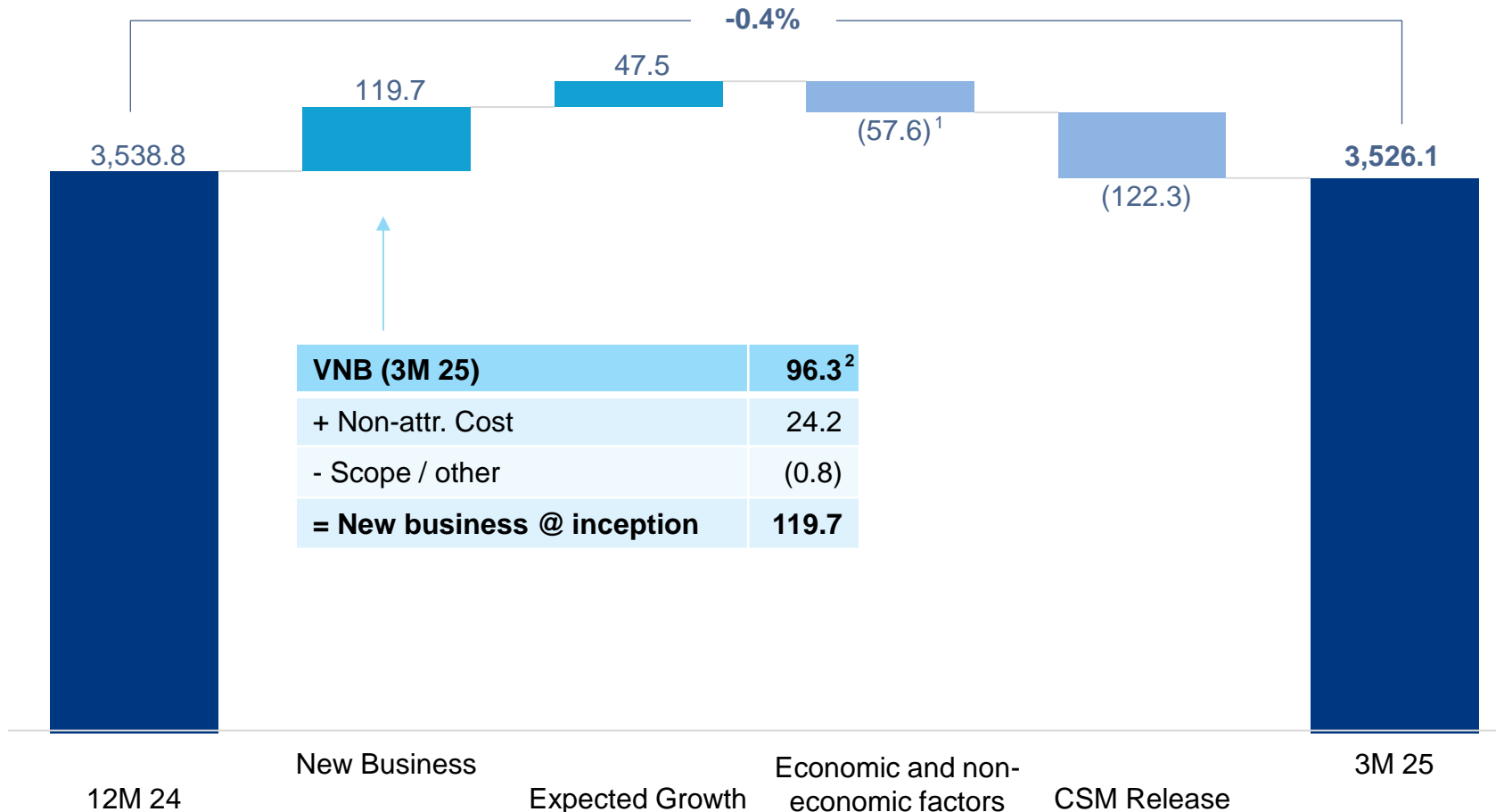


3M 2024	132.3	122.3	(3.6)	251.0
3M 2025	159.7	126.9	(2.9)	283.7
Change	27.4	4.6	0.7	32.7
Change (%)	20.7%	3.8%	19.4%	13.0%

3M 2024	99.7	94.1	(4.0)	189.8
3M 2025	120.7	94.6	(3.6)	211.7
Change	21.0	0.5	0.4	21.9
Change (%)	21.1%	0.5%	10.0%	11.5%

LIFE BUSINESS: CSM GROWTH LARGELY MODERATED BY INVESTMENT MARKET RETURN

Contractual Service Margin (RM'mil)



CSM (net)	2,298.1
Reinsurance	151.5
Non-attributable cost	350.8
Tax	725.7
CSM (gross)	3,526.1

Note 1: Decline in economic factors is mainly driven by weaker unit fund performance for investment-linked and universal life portfolios, as a result of underperformance/fair value losses due to adverse market movements.

Note 2: New business value was RM96.3 million, decreased by 6.4% compared to the period ended 31 March 2024 due to lower sales partially offset by lower expense overrun. Local regulatory interim measure has posed negative market sentiment and sales challenges to medical plans in the market.

FINANCIAL OVERVIEW

RM'mil	2022	2023	2024	2 Year CAGR (2022 – 2024)	3M 2024	3M 2025
Gross Written Premiums	6,023.0	6,546.5	7,244.8	9.7%	1,904.3	2,008.8
CSM Release	368.6	433.1	487.1	15.0%	115.6	122.3
Expense Ratio (Non Life) ¹	26.6%	26.3%	25.4%	(1.2 pts)	24.1%	22.8%
Expense Ratio (Life) ²	9.8%	12.1%	11.2%	1.4 pts	11.1%	11.3%
Local Consolidated PBT	873.7	956.9	1,005.4	7.3%	251.0	283.7
Total Assets	23,989.7	25,921.9	28,488.4	9.0%	26,794.2	28,586.1
Shareholders' Equity	4,677.2	5,140.6	5,828.1	11.6%	5,336.3	6,074.9
Dividends declared (for financial year)	322.88	381.75	339.67 ³	2.6%	-	-
Diluted earnings per ordinary share (sen)	177.29	211.12	223.21	12.2%	54.83	61.26
Return on equity	13.3%	14.8%	14.1%	0.8 pts	-	-
Return on equity (Non Life)	14.9%	18.1%	15.4%	0.5 pts	-	-
Return on equity (Life)	14.2%	14.8%	14.8%	0.6 pts	-	-

Note 1 : Expense ratio for Non Life insurance segment consists of both attributable and non attributable acquisition and administration expenses.

Note 2 : Expense ratio for Life insurance segment weighted for 10% of Single Premium.

Note 3 : Inclusive of proposed final dividend of 63.0 sen per ordinary share and 75.6 sen per irredeemable convertible preference share ("ICPS") for the financial year ended 31 December 2024, subject to the shareholders' approval at the Company's 51st Annual General Meeting.

SUMMARY OF UNAUDITED FINANCIAL RESULTS

RM'mil	3M 2024	3M 2025	△25/24 %
Insurance revenue	1,336.9	1,528.7	14.3%
Claims and benefits	(684.4)	(774.3)	(13.1%)
Acquisition and administrative expenses (net)	(319.5)	(339.3)	(6.2%)
Losses on onerous contracts	(3.7)	(5.3)	(43.2%)
Insurance service expenses	(1,007.6)	(1,118.9)	(11.0%)
Net expenses from reinsurance contracts held	(75.0)	(94.1)	(25.5%)
Insurance service results	254.3	315.7	24.1%
Net investment income/(expenses)	524.3	(113.2)	(>100%)
Net insurance finance (expenses)/income	(498.6)	126.1	>100%
Net financial and investment results	280.0	328.6	17.4%
Other operating income	11.3	0.5	(95.6%)
Other operating expenses	(40.0)	(45.1)	(12.8%)
Other finance expenses	(0.3)	(0.3)	0.0%
Profit before tax	251.0	283.7	13.0%
Tax expense	(61.2)	(72.0)	(17.6%)
Profit after tax	189.8	211.7	11.5%

02

GENERAL BUSINESS



GENERAL BUSINESS

Comments

Gross written premiums

- Continued growth momentum in the first quarter with gross written premium increased by 10.6% as compared to prior year. Higher premium stemming from motor business (+ 11.7%).

Profitability

- Higher profit before tax mainly contributed by higher net insurance and investment results for the period.

Distribution and Portfolio

- 58.5% (3M 2024: 57.1%) of GWP from Agency and 27.8% (3M 2024: 29.0%) from Franchise.
- Both distribution channels remained as the main growth contributors, with growth mainly coming from Motor class.

Combined ratio

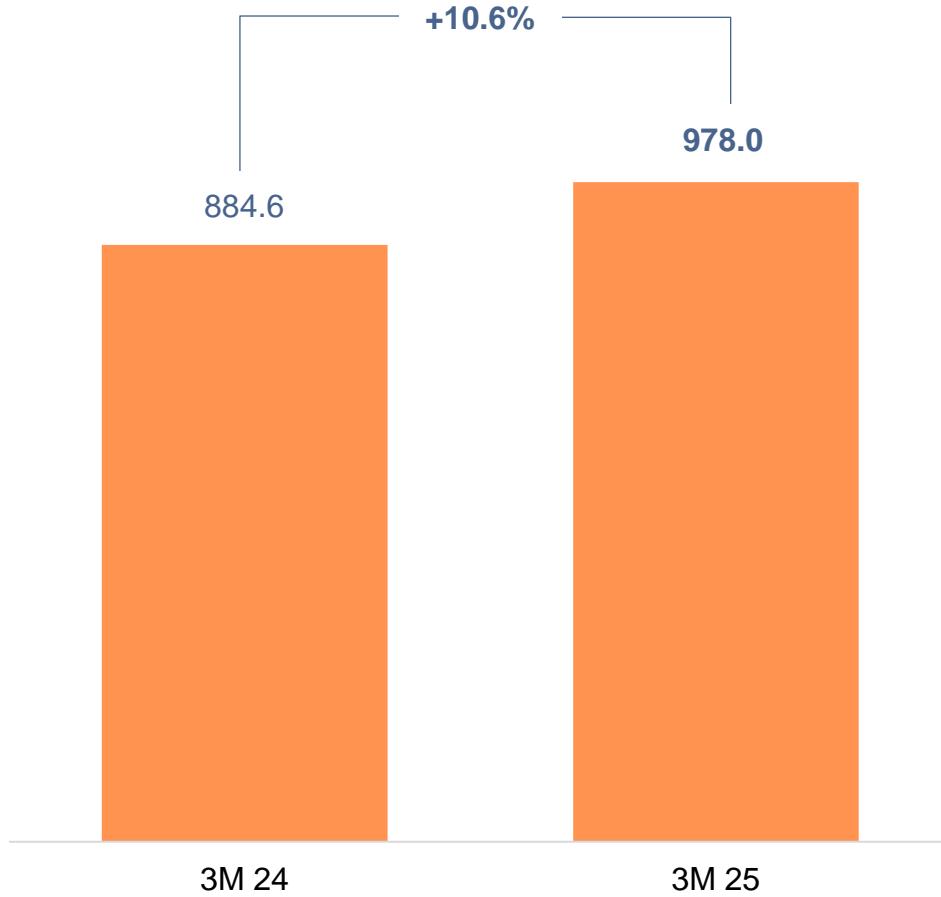
- Better combined ratio of 1.2 pts mainly contributed by lower expense ratio. This is attributed to lower acquisition cost ratio from higher motor mix for the period.

Market growth

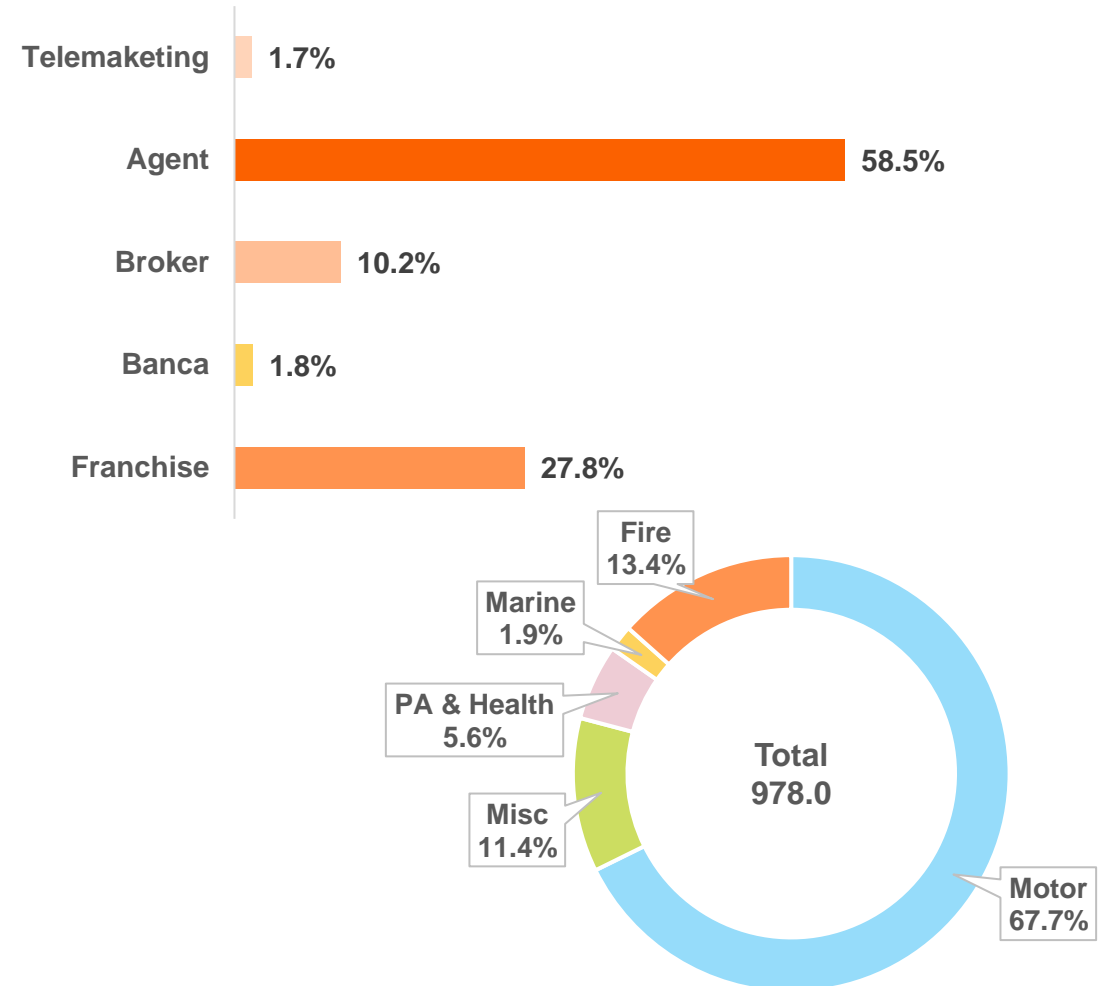
- Market share stood at 14.9% in 3M 2025 as compared to 12M 2024 of 14.8%.

GENERAL BUSINESS: GOOD SALES MOMENTUM WITH DOUBLE DIGIT GWP GROWTH

Gross Written Premium (RM'mil)



Distribution Channel & Portfolio Mix

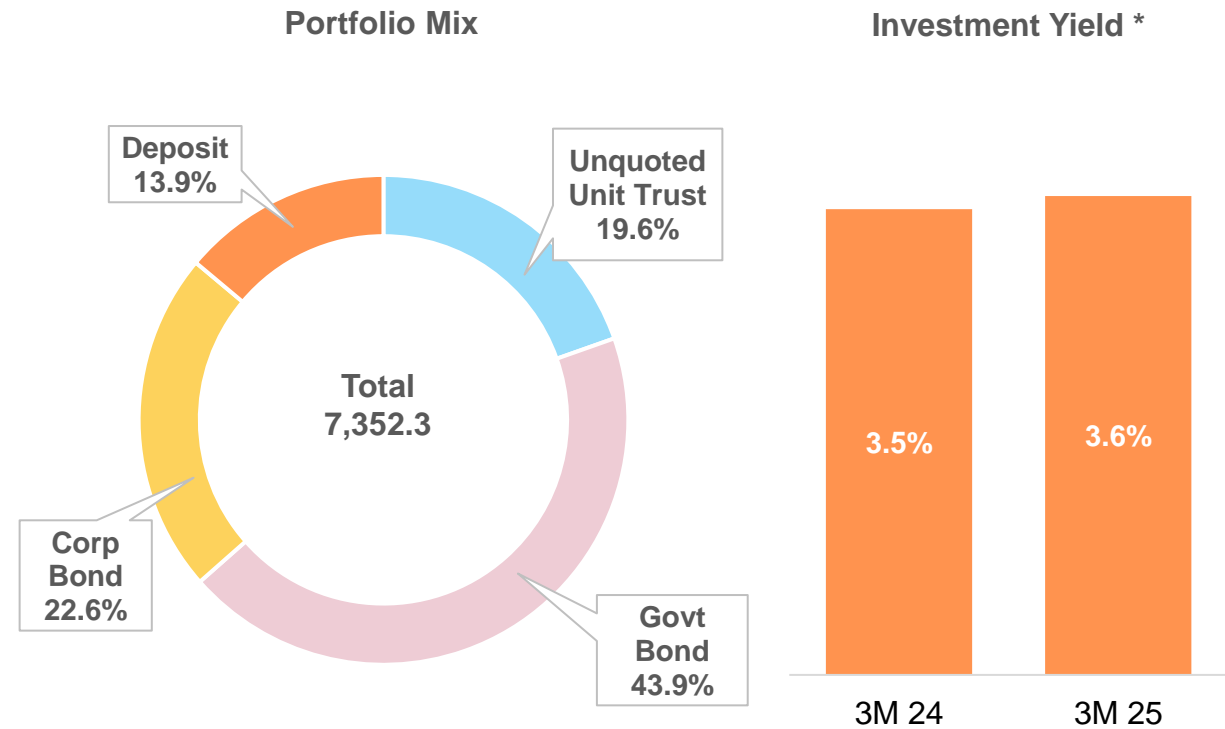


GENERAL BUSINESS: GROWTH IN INVESTMENT INCOME IN LINE WITH HIGHER YIELD AND GROWTH IN INVESTMENT ASSETS

Net investment income/
Net (re-)insurance finance expenses
(RM'mil)



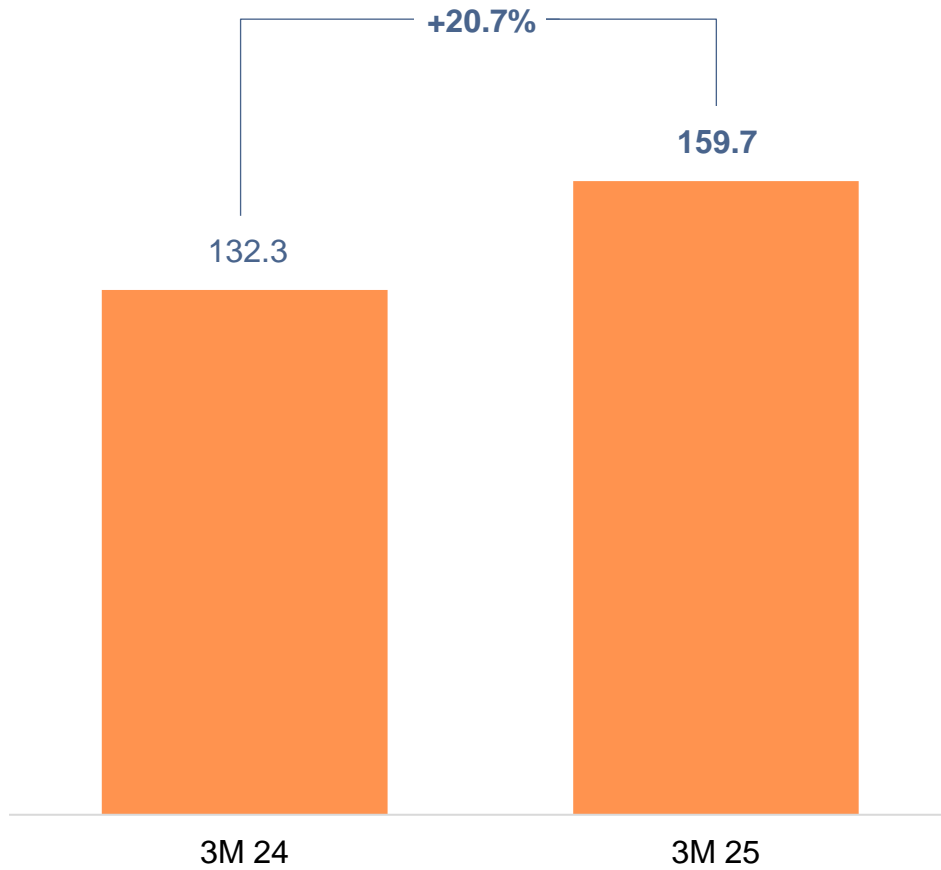
Portfolio Mix and Investment Yield (Annualised)



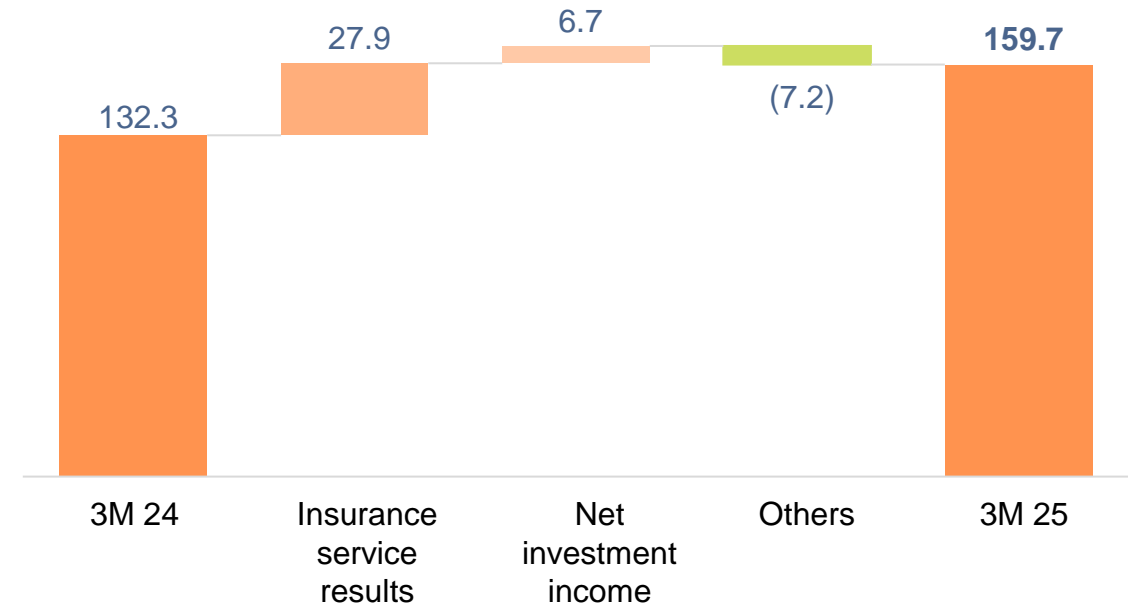
* Investment yield is excluding fair value gains/losses

GENERAL BUSINESS: HIGHER PBT DUE TO HIGHER NET INSURANCE AND INVESTMENT RESULTS

Profit Before Tax (RM'mil)



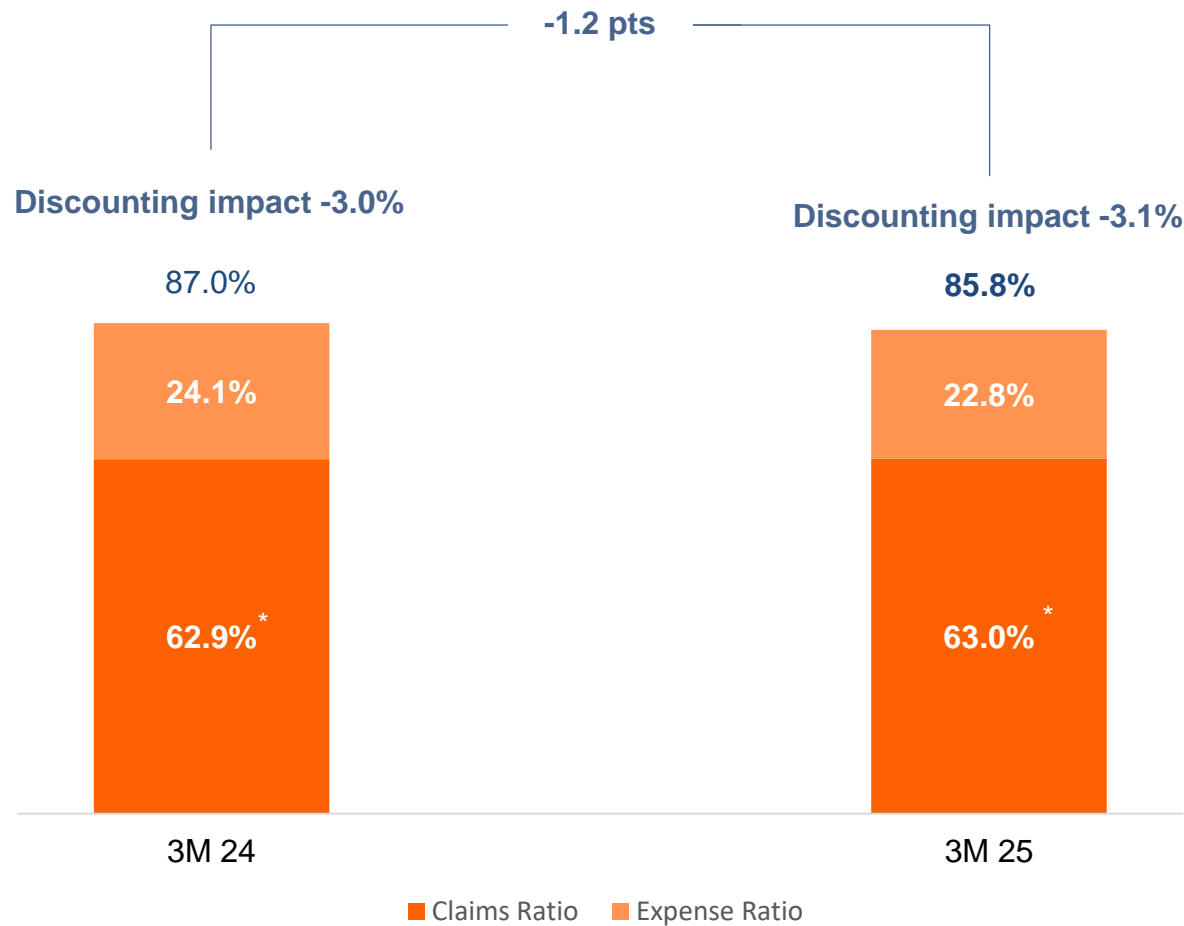
PBT Drivers (RM'mil)



3M 2024	104.2	59.8	(31.7)	132.3
3M 2025	132.1	66.5	(38.9)	159.7
Change	27.9	6.7	(7.2)	27.4

GENERAL BUSINESS: BETTER COMBINED RATIO DUE TO LOWER EXPENSE RATIO

Combined Ratio



* Include reinsurance results - reinsurance ratio 7.9% in 3M 24, 9.1% in 3M 25.

GENERAL BUSINESS: FINANCIAL RESULTS AT A GLANCE

RM'mil	3M 2024	3M 2025	△25/24 %
Insurance revenue	754.8	862.5	14.3%
Claims	(413.0)	(463.3)	(12.2%)
Acquisition and administrative expenses (net)	(175.9)	(186.9)	(6.3%)
Losses on onerous contracts	(2.1)	(1.5)	28.6%
Net expenses from reinsurance contracts held	(59.6)	(78.7)	(32.0%)
Insurance service result	104.2	132.1	26.8%
Net investment income	59.8	66.5	11.2%
Net insurance finance expenses	(21.6)	(25.7)	(19.0%)
Other operating income	0.3	0.5	66.7%
Other operating expenses	(10.2)	(13.5)	(32.4%)
Other finance expenses	(0.2)	(0.2)	0.0%
Profit before tax (after consolidation adjustment)	132.3	159.7	20.7%
Tax expense	(32.6)	(39.0)	(19.6%)
Profit after tax (after consolidation adjustment)	99.7	120.7	21.1%
Claims ratio	62.9%	63.0%	0.1 pts
Expense ratio*	24.1%	22.8%	(1.3 pts)
Combined ratio	87.0%	85.8%	(1.2 pts)

* Expense ratio consists of both attributable and non attributable acquisition and administration expenses.

GENERAL BUSINESS: PERFORMANCE COMPARED TO INDUSTRY (JAN-MAR 2025)

KPIs	AGIC ¹ 3M 2025	Industry ¹ 3M 2025	Takaful ¹ 3M 2025
GWP growth	11.1%	2.6%	6.4%

Market Share (3M 2025) ²	14.9%
Market Ranking (12M 2024) ³	No. 1

Notes:

- 1) Source: ISM Market Performance Report Jan-Mar 2025 (General Insurance & General Takaful) – GWP growth is different as ISM statistic exclude business outside of Malaysia.
- 2) Source: AGIC Revenue Account and ISM Market Performance Report Jan-Mar 2025
- 3) Source: ISM Market Performance Report Jan-Dec 2024

03

LIFE BUSINESS



LIFE BUSINESS

Comments

Gross written premiums

- Gross written premiums grew by 1.1% with growth from Bancassurance (+9.0%) and Employee Benefit (+1.8%).

Market growth

- ANP declined by 9.1% while industry detracted further by 9.6%.¹
- Market share for 3M 2025 increased to 11.8% (12M 2024: 10.4%).

Distribution

- Employee benefit ANP increased by 1.6%.
- Agency remained the main contributor of ANP (49.3%). Continue to focus on strategy to intensify agency recruitment and uplift agency productivity.

Product mix

- Remain focused on sales of investment-linked products with protection rider which provides higher margins but to also cater for demand for saving products.
- Investment-linked ANP declined by 11.7% while GWP grew by 3.7%.

Profitability

- Profit before tax of RM126.9 million (3M 2024: RM122.3 million) due to higher net insurance and investment results offset by lower other operating income from investment-linked protection and employee benefit business.

CSM

- CSM of RM3.53 billion as at 31 March 2025, a decrease of RM12.7 million as compared to 31 December 2024. The movement in CSM is primary driven by weaker unit fund performance and release in CSM, partially offset by new business generated and interest accretion for the period.

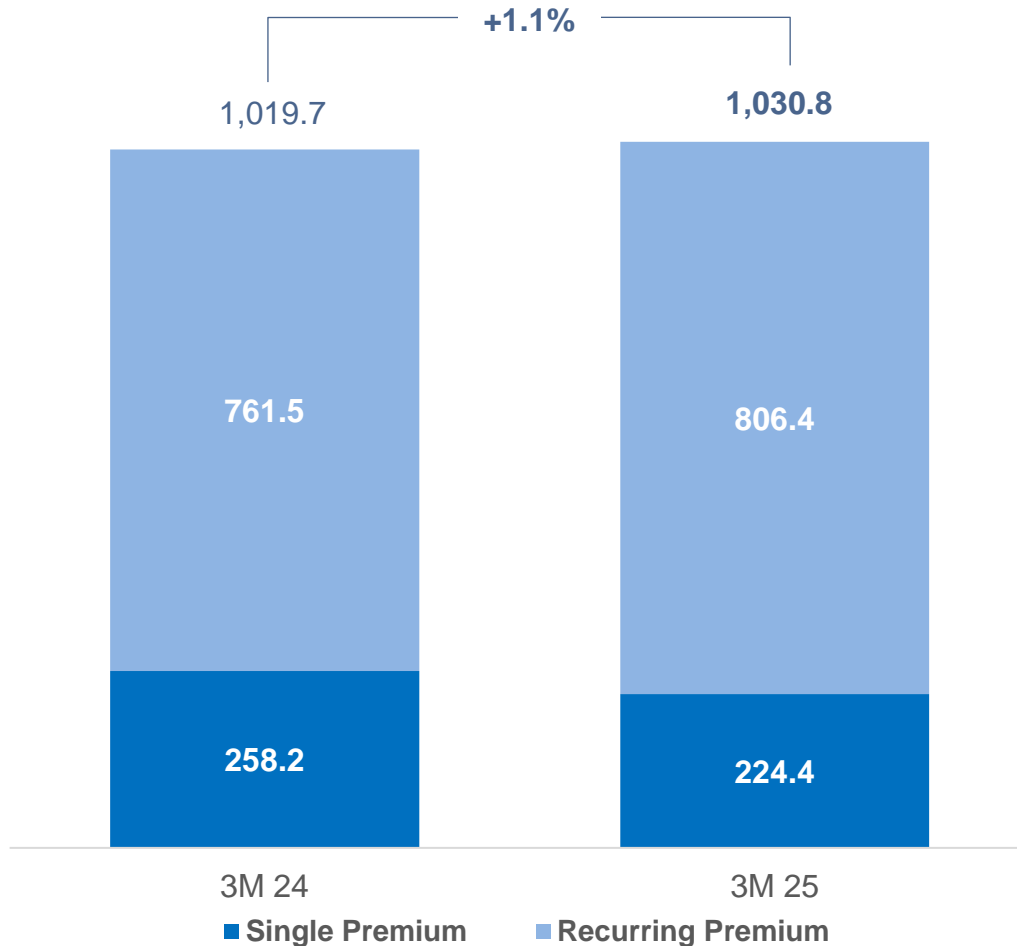
Value of new business

- New business value was RM96.3 million, decreased by 6.4% due to lower sales partially offset by lower expense overrun. Lower sales mainly from Agency and Bancassurance channels. Local regulatory interim measure has posed negative market sentiment and sales challenges to medical plans in the market.

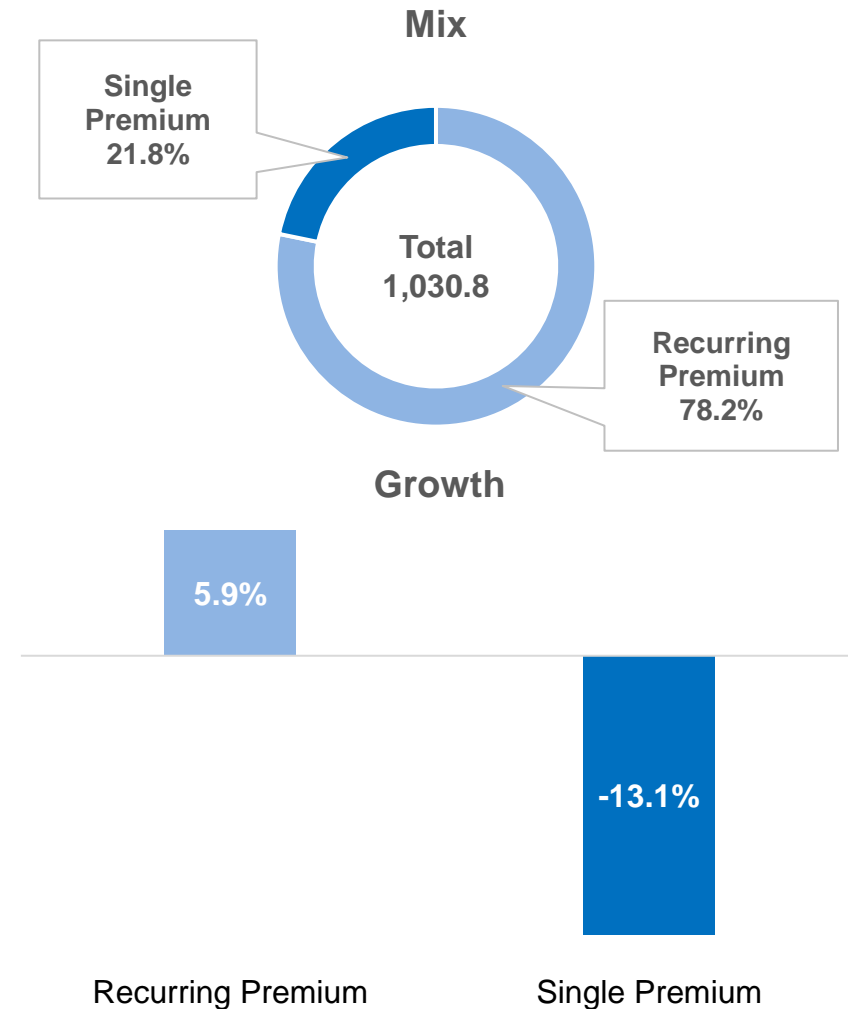
Note 1: Market share based on statistics from LIAM.

LIFE BUSINESS: GROWTH DRIVEN BY FIRST YEAR PREMIUM AND IN-FORCE PREMIUM

Gross Written Premiums (“GWP”) (RM’mil)

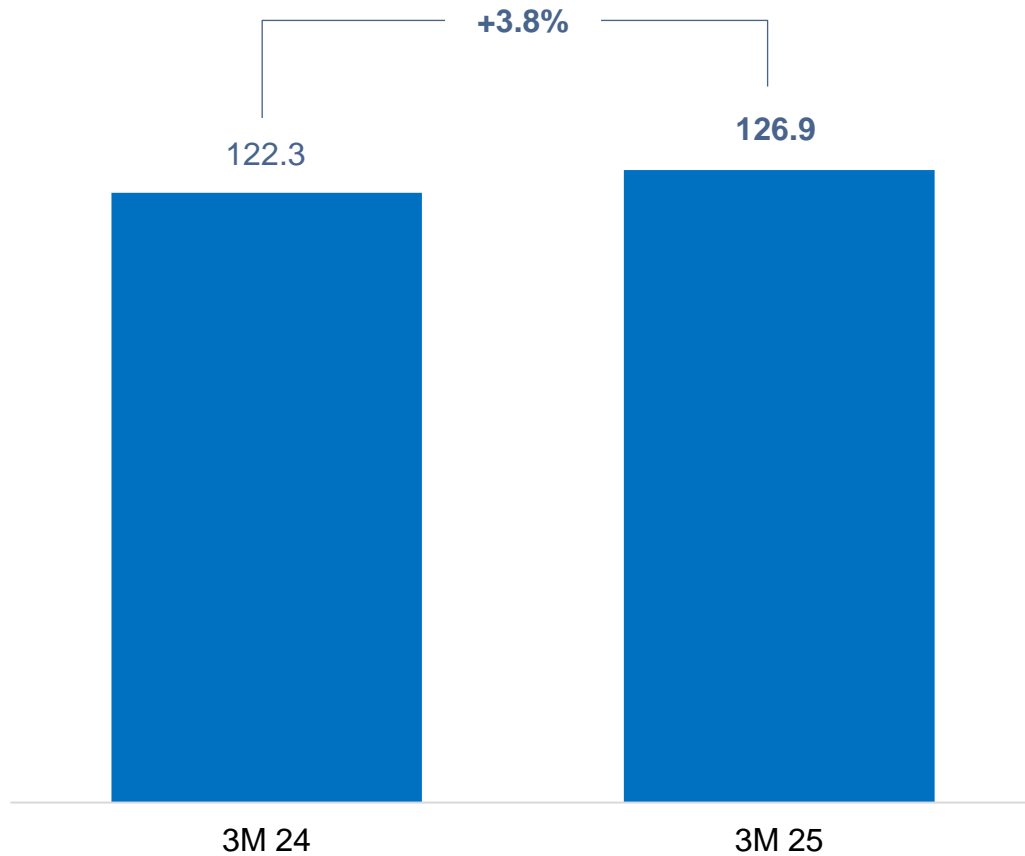


GWP Mix & Growth (%) (3M 2025)

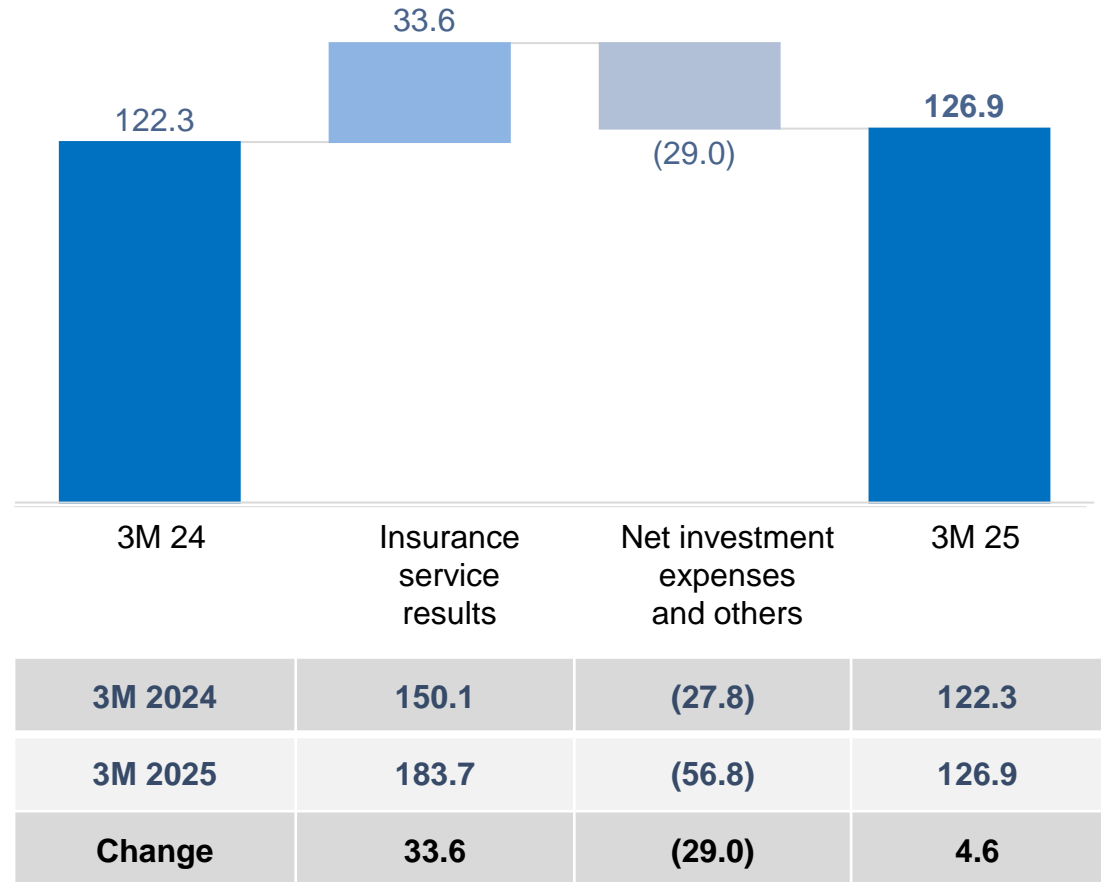


LIFE BUSINESS: HIGHER PBT DUE TO HIGHER INSURANCE SERVICE RESULTS

Profit Before Tax (RM'mil)

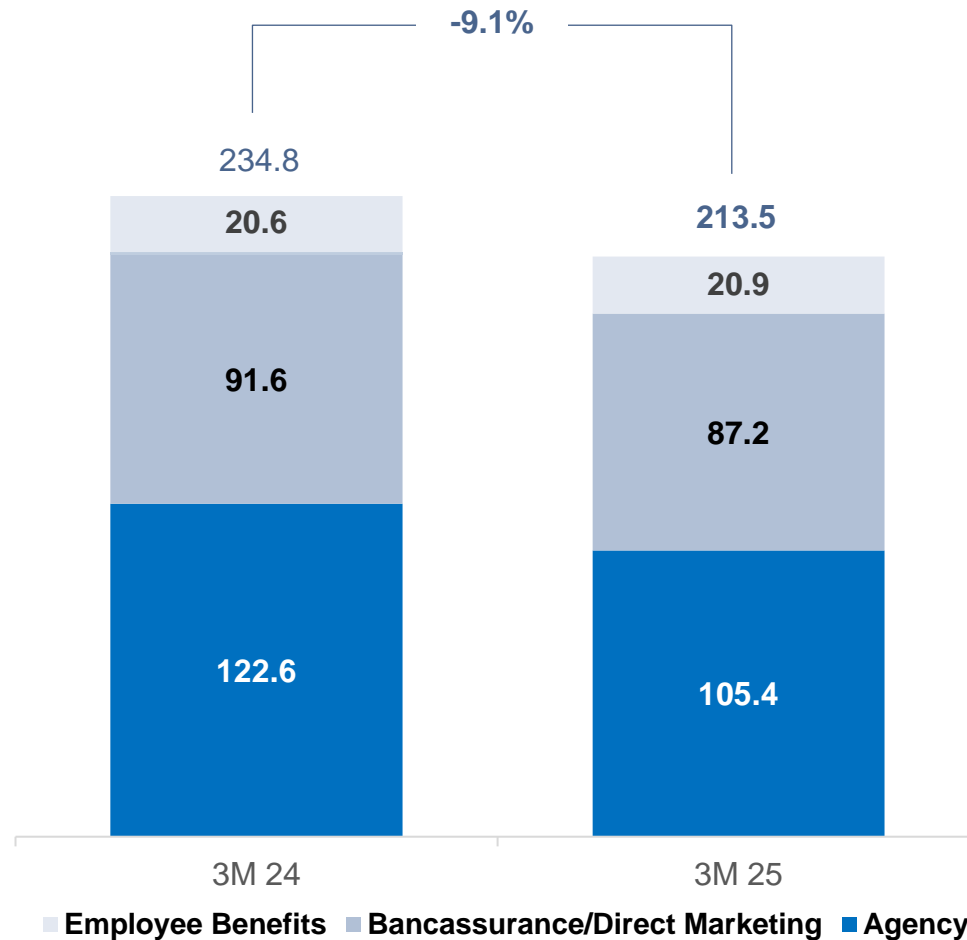


PBT Drivers (RM'mil)

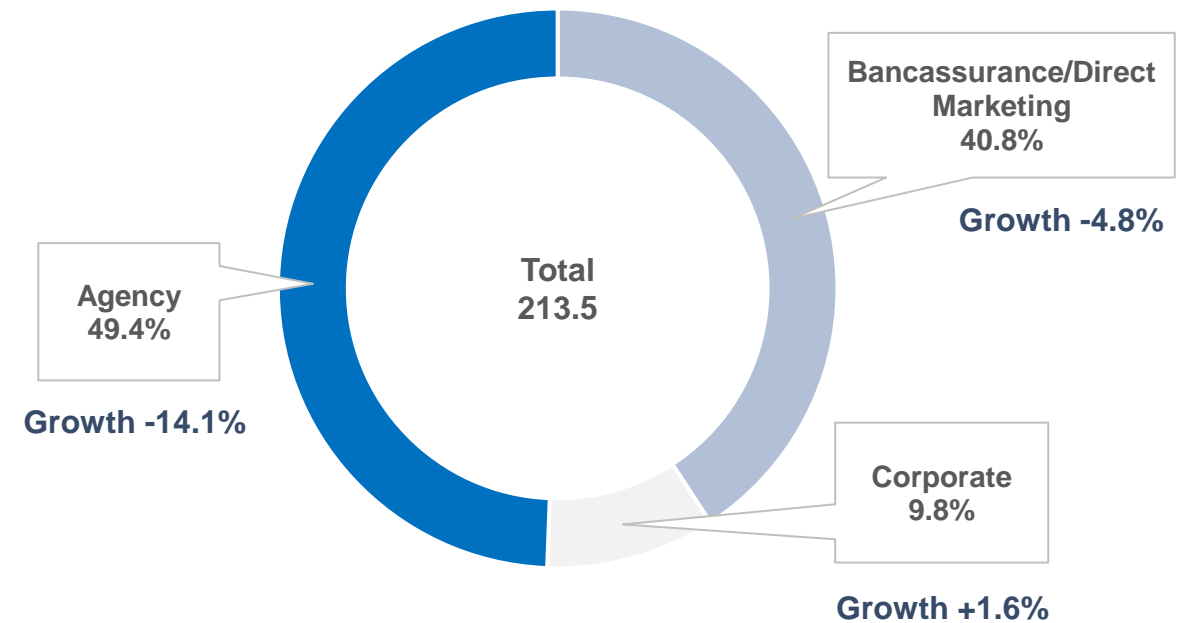


LIFE BUSINESS: NEGATIVE MARKET SENTIMENT AND SALES CHALLENGES TO MEDICAL PLANS DUE TO LOCAL REGULATORY INTERIM MEASURE

Annualised New Premiums (“ANP”) (RM’mil)

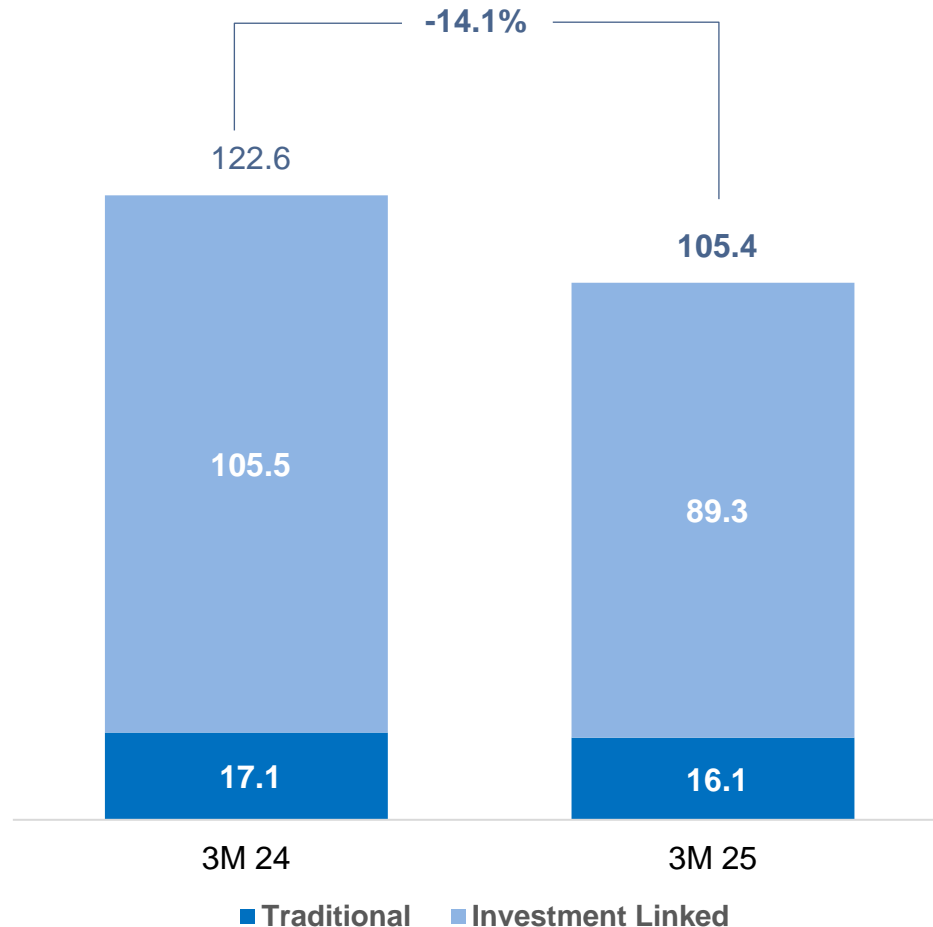


ANP Channel Mix (%) (3M 2025)

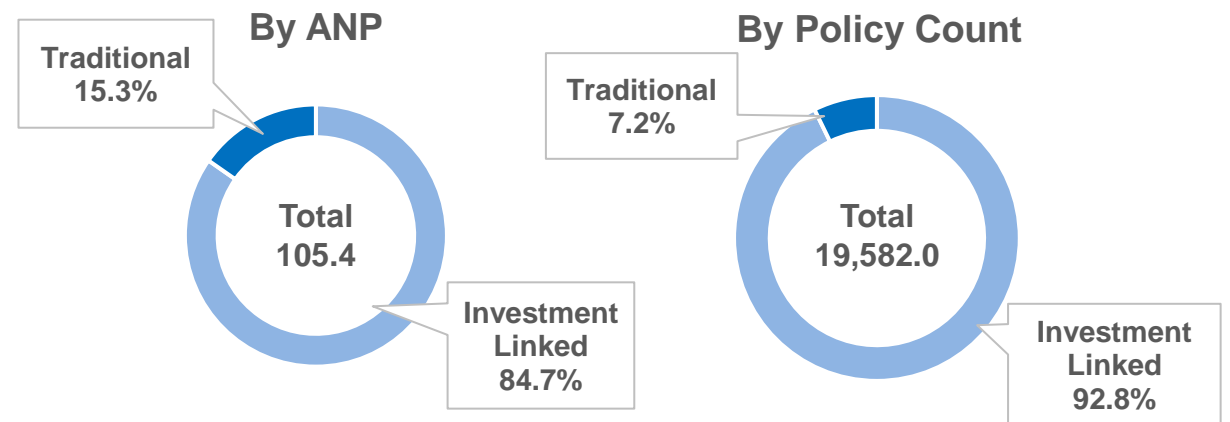


LIFE BUSINESS (AGENCY): LOWER SALES MOMENTUM FROM AGENCY WHILE INDUSTRY DETRACTED FURTHER

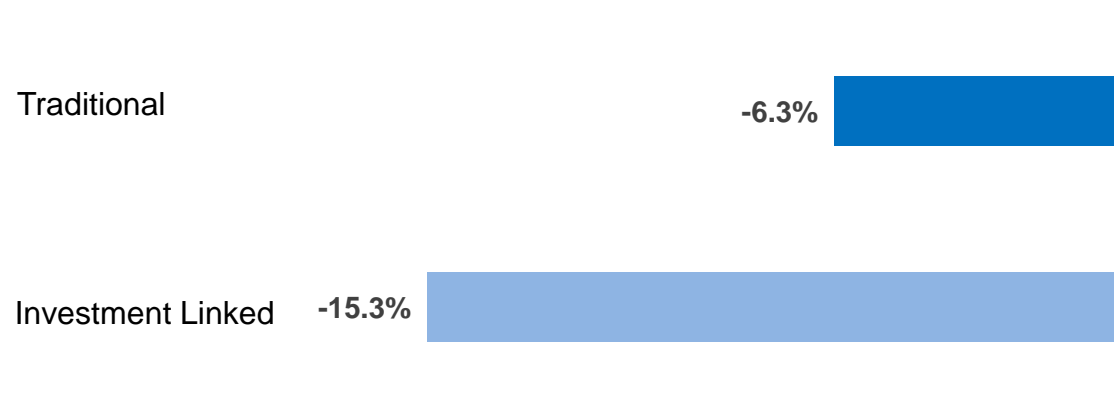
Agency Annualised New Premiums (RM'mil)



Agency Product Mix (%) (3M 2025)

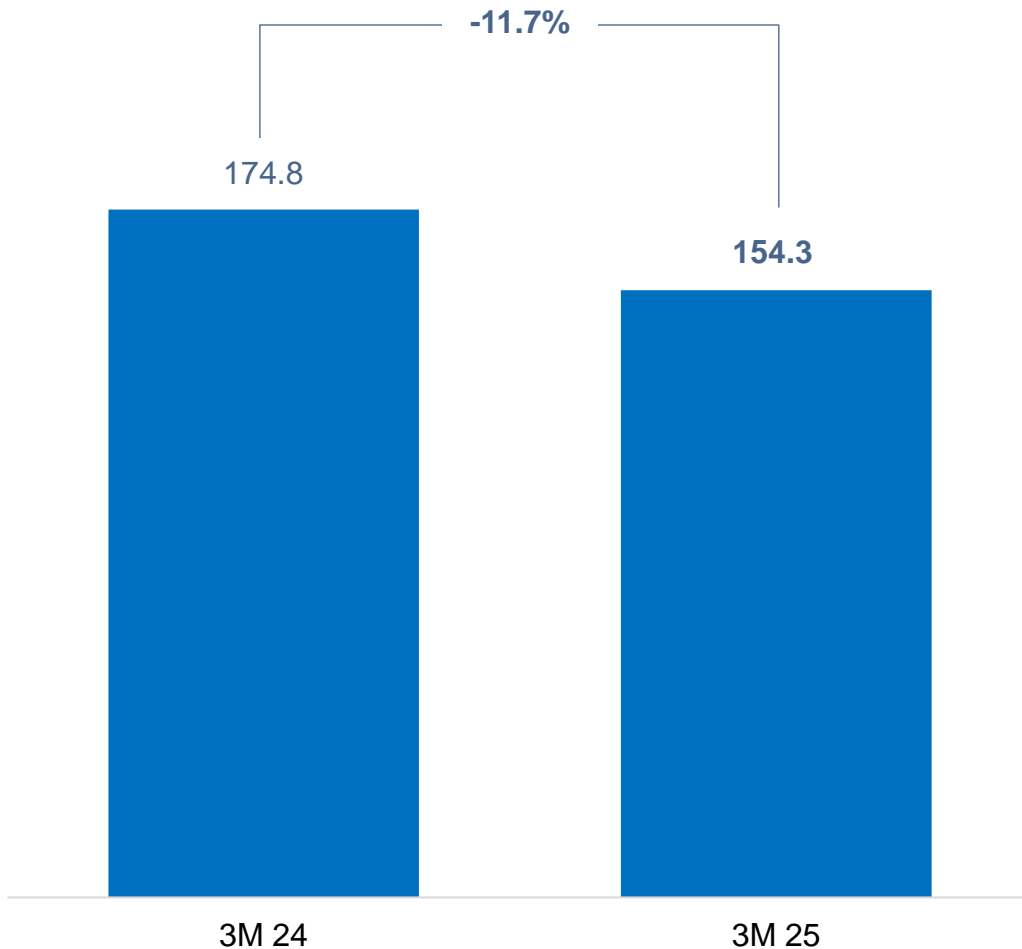


Agency ANP Growth (%) (3M 2025)

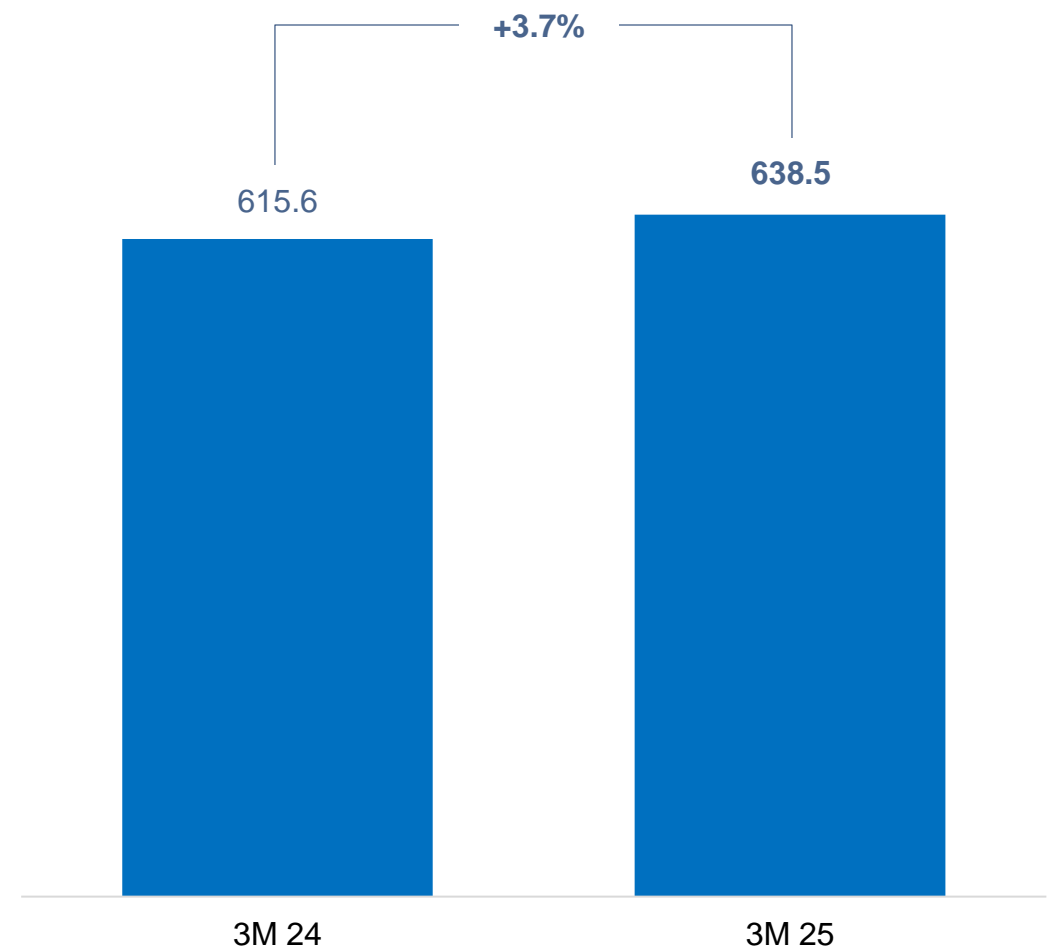


LIFE BUSINESS: INVESTMENT-LINKED WITH PROTECTION FEATURES GWP CONTINUES TO GROW DESPITE LOWER NEW BUSINESS

Annualised New Premiums (RM'mil)

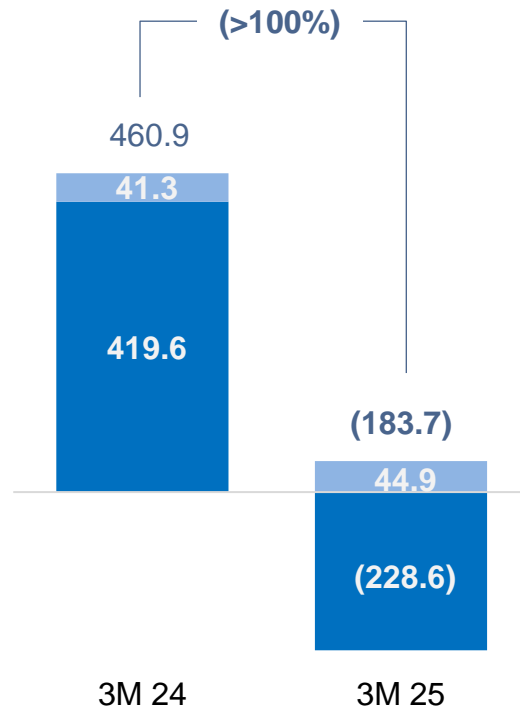


Gross Written Premiums (RM'mil)

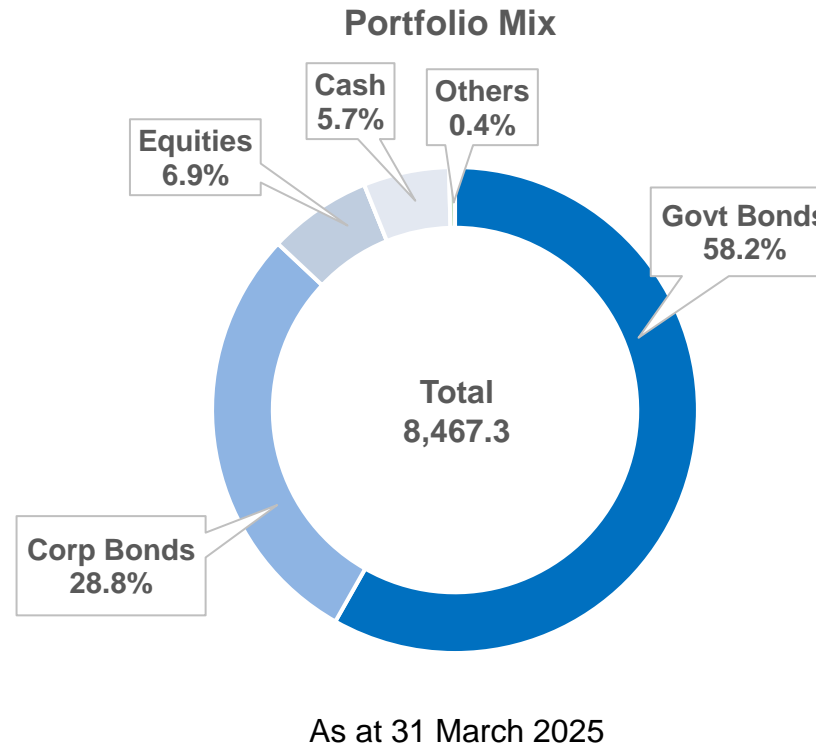


LIFE BUSINESS: INVESTMENT INCOME LOWER DUE TO FAIR VALUE LOSSES AND LOWER REALISED GAINS FROM MARKET UNCERTAINTY

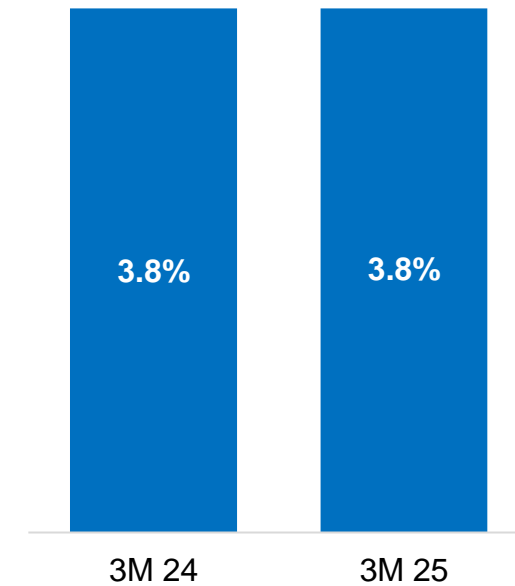
Investment Income/(Expenses)
by funds (RM'mil)



Portfolio Mix and Investment Yield (LF) (%)



Investment Yield
(Annualised)



■ Par + ILF + ULF ■ Non Par + ILOF

Note: Investment yield is computed for Life Fund (excluding Par, ILF and ULF as well as fair value gains/losses).

LIFE BUSINESS: FINANCIAL RESULTS AT A GLANCE

RM'mil	3M 2024	3M 2025	△25/24 %
Insurance revenue	582.1	666.2	14.4%
- Release contractual service margin	115.6	122.3	5.8%
- Release of expected cash flows, risk adjustments and others	466.5	543.9	16.6%
Claims and benefits	(271.4)	(310.9)	(14.6%)
Acquisition and administrative expenses (net)	(143.6)	(152.4)	(6.1%)
Losses on onerous contracts	(1.6)	(3.8)	(>100%)
Net expenses from reinsurance contracts held	(15.4)	(15.4)	0.0%
Insurance service result	150.1	183.7	22.4%
Net investment income/(expenses)	460.9	(183.7)	(>100%)
Finance (expenses)/income from insurance contracts issued	(476.4)	152.5	>100%
Finance expenses from reinsurance contracts held	(0.6)	(0.7)	(16.7%)
Other operating income	11.0	0.0	(100%)
Other operating expenses¹	(22.6)	(24.8)	(9.7%)
Other finance expenses	(0.1)	(0.1)	0.0%
Profit before tax (after consolidation adjustment)	122.3	126.9	3.8%
Tax expense	(28.2)	(32.3)	(14.5%)
Profit after tax (after consolidation adjustment)	94.1	94.6	0.5%
Annualised new premiums	234.8	213.5	(9.1%)
Expense ratio (LF+SHF)	11.1%	11.3%	0.2 pts
Local investment yield (LF)	3.8%	3.8%	0.0 pts
Block persistency ratio	82.9%	84.3%	1.4 pts

Note 1 : Includes impact of foreign exchange movement from IL funds.

© Copyright Allianz Malaysia Berhad

**THANK YOU
FOR YOUR ATTENTION**

DISCLAIMER

These assessments are, as always, subject to the disclaimer provided below.

Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, the words "may", "will", "should", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) general economic conditions, including in particular economic conditions in the Allianz Group's core business and core markets, (ii) performance of financial markets, including emerging markets, and including market volatility, liquidity and credit events (iii) the frequency and severity of insured loss events, including from natural catastrophes and including the development of loss expenses, (iv) mortality and morbidity levels and trends, (v) persistency levels, (vi) the extent of credit defaults, (vii) interest rate levels, (viii) currency exchange rates including the Euro/U.S. Dollar exchange rate, (ix) changing levels of competition, (x) changes in laws and regulations, including monetary convergence and the European Monetary

Union, (xi) changes in the policies of central banks and/or foreign governments, (xii) the impact of acquisitions, including related integration issues, (xiii) reorganization measures, and (xiv) general competitive factors, in each case on a local, regional, national and/or global basis. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

No duty to update.

The company assumes no obligation to update any information contained herein.