



**ALLIANZ MALAYSIA  
BERHAD** (197201000819)

**Q4 2024**

**FINANCIAL RESULTS  
MFRS 9/17**

Analyst Briefing  
3 March 2025

**Allianz** 



# 01

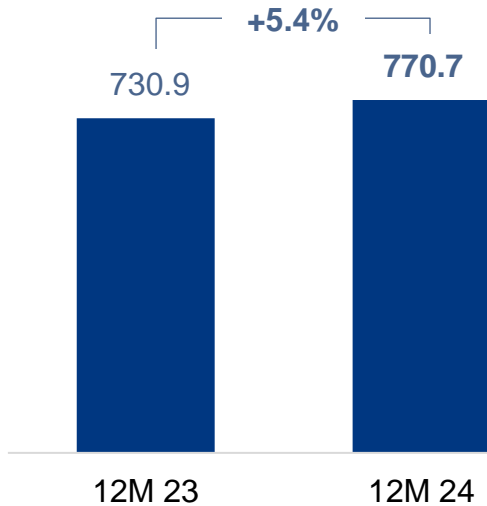
## AMB GROUP FINANCIAL RESULTS



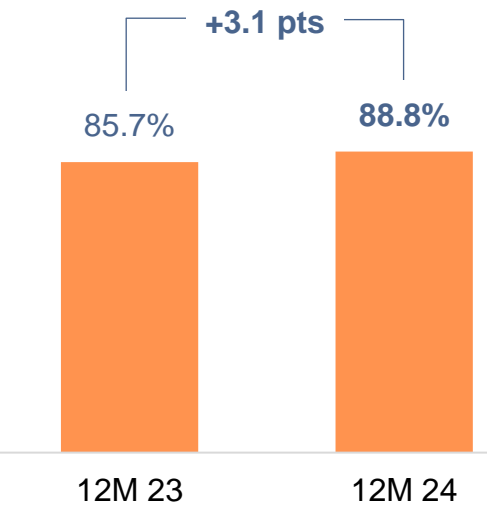
# FINANCIAL HIGHLIGHTS 12M 2024

Group	General Insurance	Life Insurance	Investment Holding
<b>Gross Written Premium (RM'mil)</b>			
7,244.8 (+10.7%)	3,419.4 (+13.8%)	3,825.4 (+8.0%)	
<b>Insurance Revenue (RM'mil)</b>			
5,651.5 (+14.4%)	3,219.0 (+16.1%)	2,432.5 (+12.2%)	
<b>Profit Before Tax (RM'mil)</b>			
1,005.4 (+5.1%)	537.9 (-3.3%)	482.0 (+17.2%)	(14.5) (-38.1%)

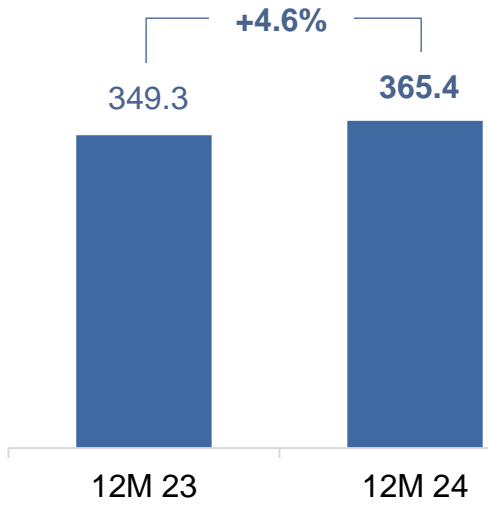
**Shareholders' net income**  
(in RM'mil)



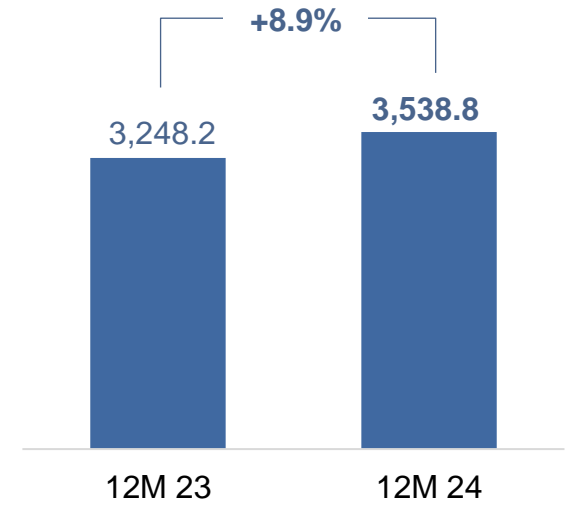
**Combined ratio**  
(in %)



**New business value**  
(in RM'mil)



**Contractual service margin**  
(in RM'mil)



# STRONG PERFORMANCE WITH ROBUST TOP LINE GROWTH AND RESILIENT EARNINGS

## Comments

---

### Insurance revenue

- Group insurance revenue of RM5.65 billion, an increase of 14.4% from RM4.94 billion in 2023 due to strong insurance revenue from both insurance segments.
- General business recorded an insurance revenue of RM3.22 billion, an increase of 16.1% compared to corresponding period of RM2.77 billion mainly from increase in gross earned premium from motor and commercial business.
- Life business recorded an insurance revenue of RM2.43 billion, an increase of 12.2% compared to corresponding period of RM2.17 billion mainly attributed to higher insurance revenue from investment-linked protection and employee benefit business.

### Earnings per ordinary share

- Basic earnings per ordinary share at 401.46 sen (12M 2023: 296.69 sen).
- Diluted earnings per ordinary share at 223.21 sen (12M 2023: 211.12 sen).

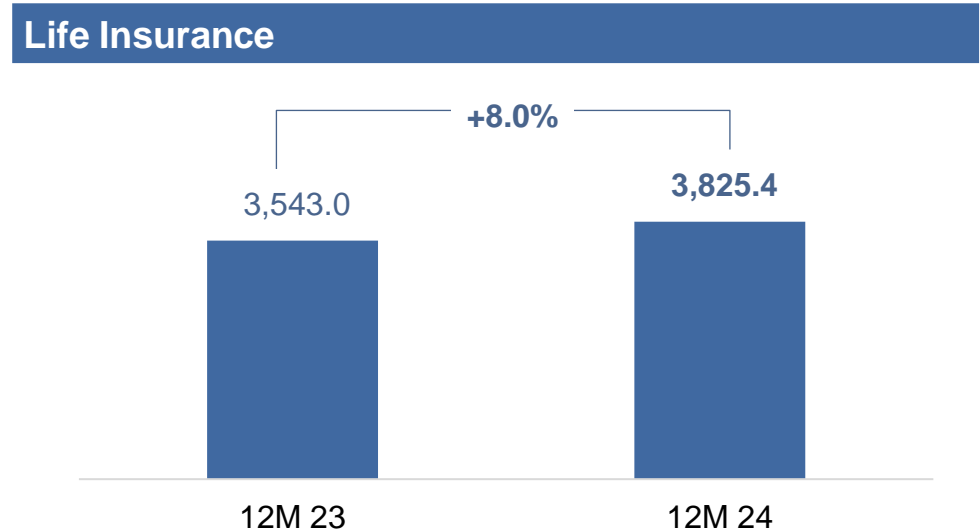
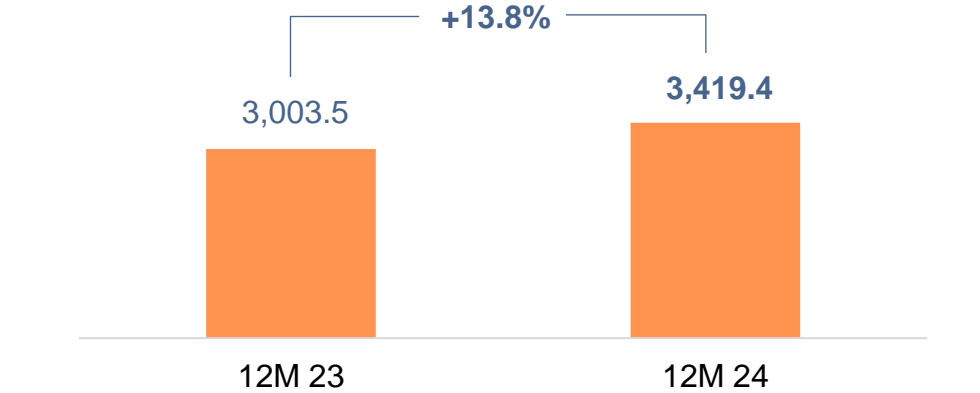
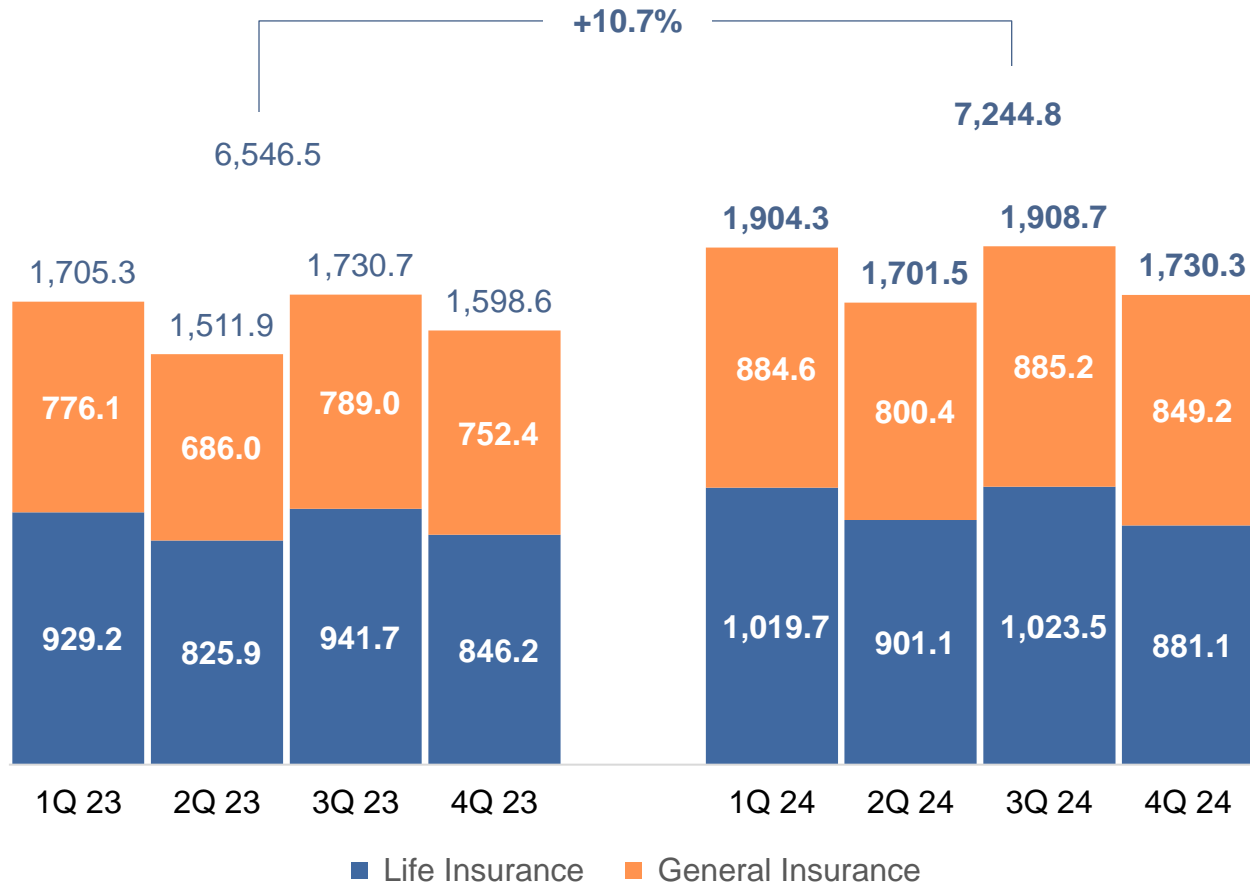
### Profitability

- Group profit before tax of RM1,005.4 million, increased by 5.1% (12M 2023: RM956.9 million) due to higher profit contribution from life insurance segment offset by lower contribution from general insurance segment.
- General business contributed a profit before tax of RM537.9 million, a decrease of 3.3% (12M 2023: RM556.2 million). The decrease was mainly contributed by higher claims from large losses. Net combined ratio was 88.8% as at 12M 2024 which remain at a strong level below market average.
- Life insurance business recorded a profit before tax of RM482.0 million, an increase of 17.2% (12M 2023: RM411.2 million) due to higher contractual service margin (“CSM”) release for the year and higher net investment results.

# FINANCIAL HIGHLIGHTS 12M 2024

**Group** **General Insurance**

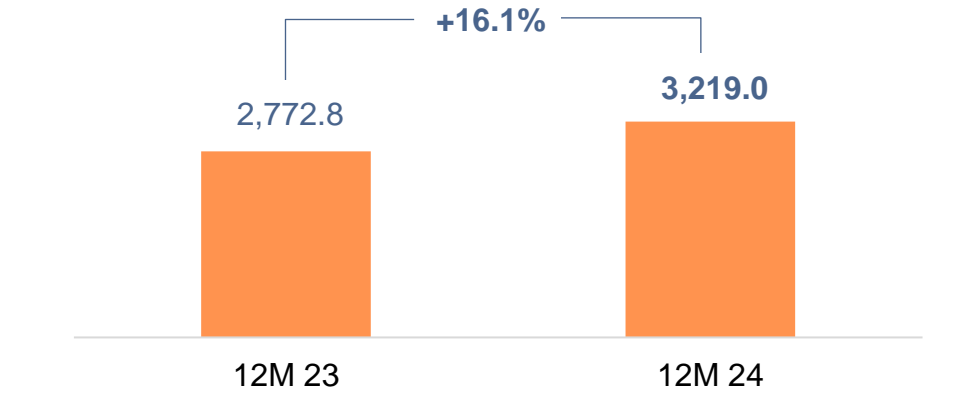
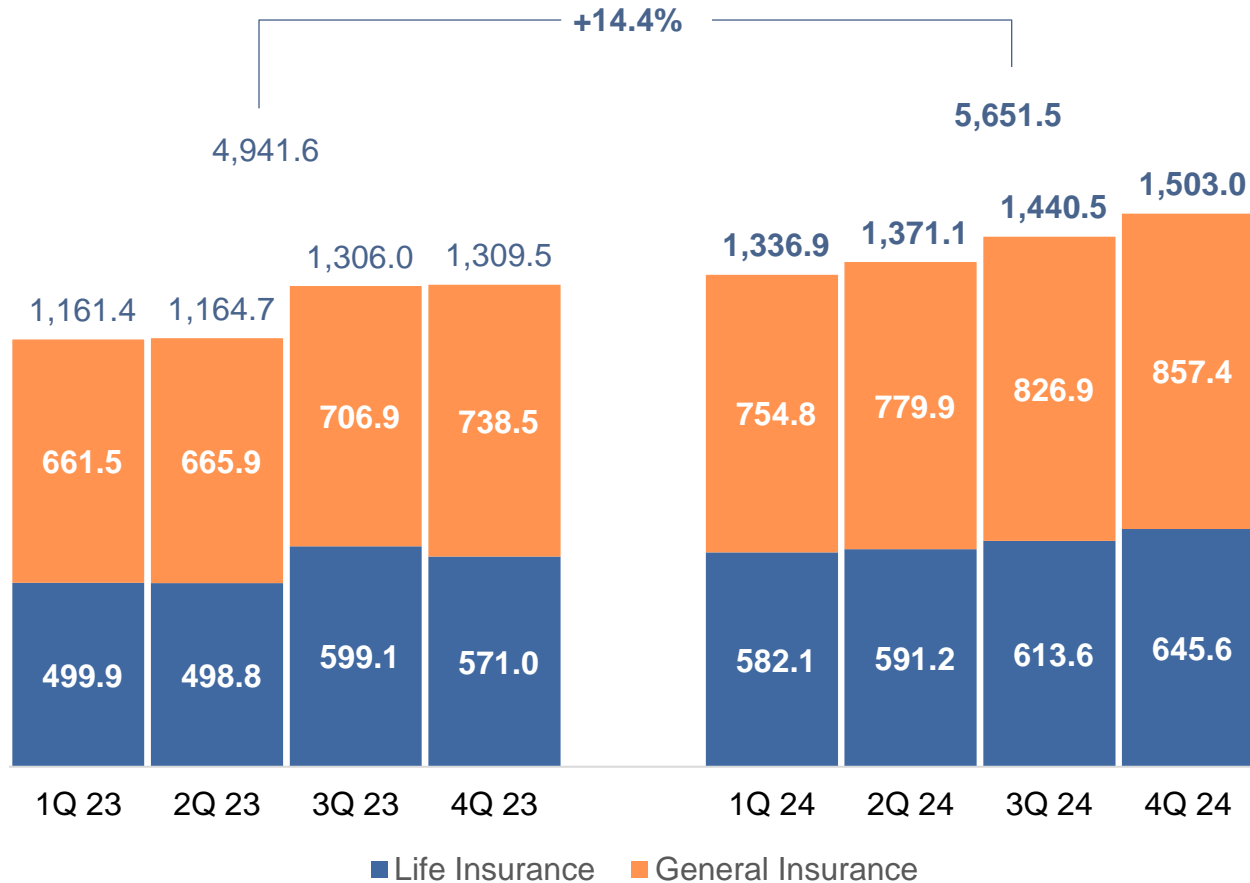
Gross Written Premium (“GWP”) (RM’mil)



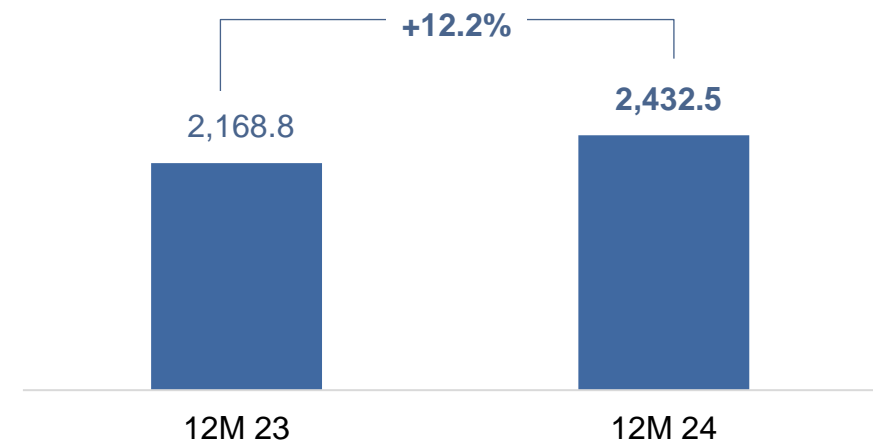
# FINANCIAL HIGHLIGHTS 12M 2024

**Group** | **General Insurance**

Insurance Revenue (RM'mil)



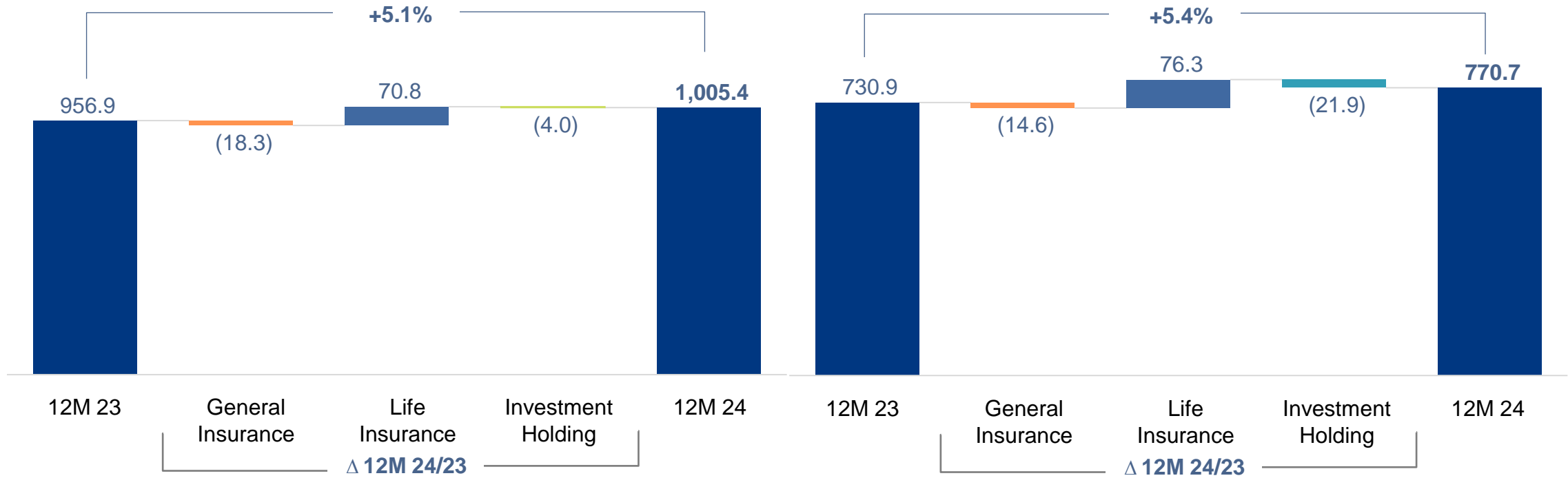
**Life Insurance**



# FINANCIAL HIGHLIGHTS 12M 2024

Profit Before Tax drivers (RM'mil)

Profit After Tax drivers (RM'mil)

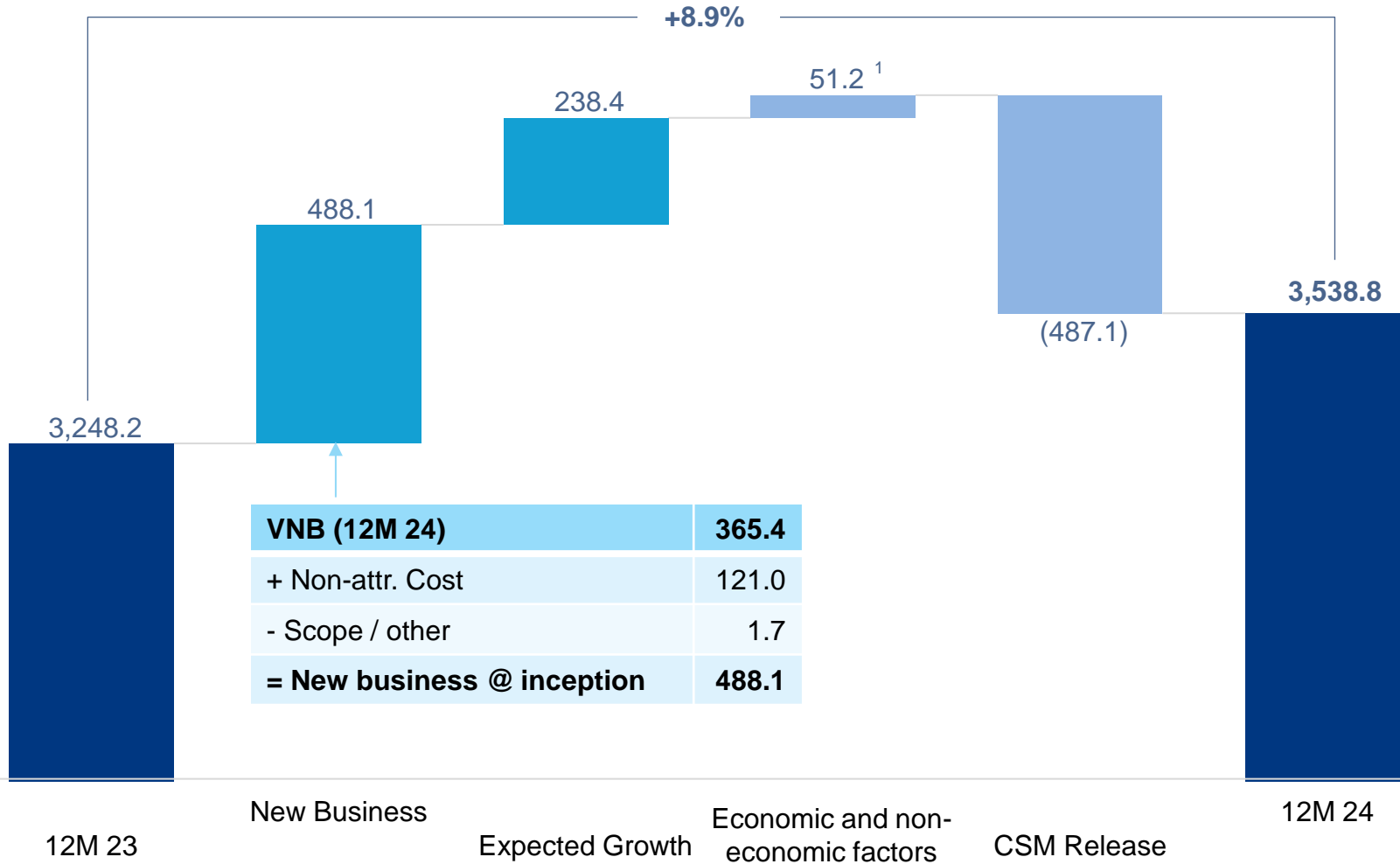


12M 2023	556.2	411.2	(10.5)	956.9
12M 2024	537.9	482.0	(14.5)	1,005.4
<b>Change</b>	<b>(18.3)</b>	<b>70.8</b>	<b>(4.0)</b>	<b>48.5</b>
<b>Change (%)</b>	<b>(3.3%)</b>	<b>17.2%</b>	<b>(38.1%)</b>	<b>5.1%</b>

12M 2023	420.6	353.0	(42.7)	730.9
12M 2024	406.0	429.3	(64.6)	770.7
<b>Change</b>	<b>(14.6)</b>	<b>76.3</b>	<b>(21.9)</b>	<b>39.8</b>
<b>Change (%)</b>	<b>(3.5%)</b>	<b>21.6%</b>	<b>(51.3%)</b>	<b>5.4%</b>

# LIFE BUSINESS: CSM GROWTH GOOD AT 8.9%

Contractual Service Margin (RM'mil)



<b>VNB (12M 24)</b>	<b>365.4</b>
+ Non-attr. Cost	121.0
- Scope / other	1.7
<b>= New business @ inception</b>	<b>488.1</b>

<b>CSM (net)</b>	<b>2,306.7</b>
Reinsurance	153.6
Non-attributable cost	350.1
Tax	728.4
<b>CSM (gross)</b>	<b>3,538.8</b>

Note 1: Higher economic and non-economic factors due to better unit fund performance for Investment-Linked and Universal Life portfolios; ongoing effort in medical repricing; and repricing top up premium collection due to medical repricing



## FINANCIAL OVERVIEW

RM'mil	2022	2023	2024	2 Year CAGR (2022-2024)
Gross Written Premiums	6,023.0	6,546.5	7,244.8	9.7%
CSM Release	368.6	433.1	487.1	15.0%
Expense Ratio (Non Life) <sup>1</sup>	26.6%	26.3%	25.4%	(1.2 pts)
Expense Ratio (Life) <sup>2</sup>	9.8%	12.1%	11.2%	1.4 pts
Local Consolidated PBT	873.7	956.9	1,005.4	7.3%
Total Assets	23,989.7	25,921.9	28,488.4	9.0%
Shareholders' Equity	4,677.2	5,140.6	5,828.1	11.6%
Dividends declared (for financial year)	322.88	381.75	100.66	(44.2%)
Diluted earnings per ordinary share (sen)	177.29	211.12	223.21	12.2%
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.

## SUMMARY OF UNAUDITED FINANCIAL RESULTS

RM'mil	12M 2023	12M 2024	△24/23 %
<b>Insurance revenue</b>	4,941.6	5,651.5	14.4%
Claims and benefits	(2,675.6)	(3,193.9)	19.4%
Acquisition and administrative expenses (net)	(1,252.0)	(1,367.8)	9.2%
Reversal of losses on onerous contracts	31.0	8.6	(72.3%)
<b>Insurance service expenses</b>	(3,896.6)	(4,553.1)	16.8%
Net expenses from reinsurance contracts held	(228.5)	(280.2)	22.6%
<b>Insurance service results</b>	816.5	818.2	0.2%
Net investment income	1,141.9	1,576.5	38.1%
Net (re-)insurance finance expenses	(832.3)	(1,176.5)	41.4%
<b>Net financial and investment results</b>	1,126.1	1,218.2	8.2%
Other operating income	1.1	4.6	>100%
Other operating expenses	(169.5)	(216.3)	27.6%
Other finance expenses	(0.8)	(1.1)	37.5%
<b>Profit before tax</b>	956.9	1,005.4	5.1%
Tax expense	(226.0)	(234.7)	3.8%
<b>Profit after tax</b>	730.9	770.7	5.4%

# 02

## GENERAL BUSINESS



# GENERAL BUSINESS

## Comments

---

### **Gross written premiums**

- Continued growth momentum in the fourth quarter with gross written premium increased by 13.8% as compared to prior year. Higher premium stemming from motor business (+17.4%).

### **Profitability**

- Lower profit before tax mainly contributed by higher claims from large losses.

### **Distribution and Portfolio**

- 56.5% (12M 2023: 54.4%) of GWP from Agency and 30.0% (12M 2023: 29.6%) from Franchise.
- Both distribution channels remained as the main growth contributors, with growth mainly coming from Motor class.

### **Combined ratio**

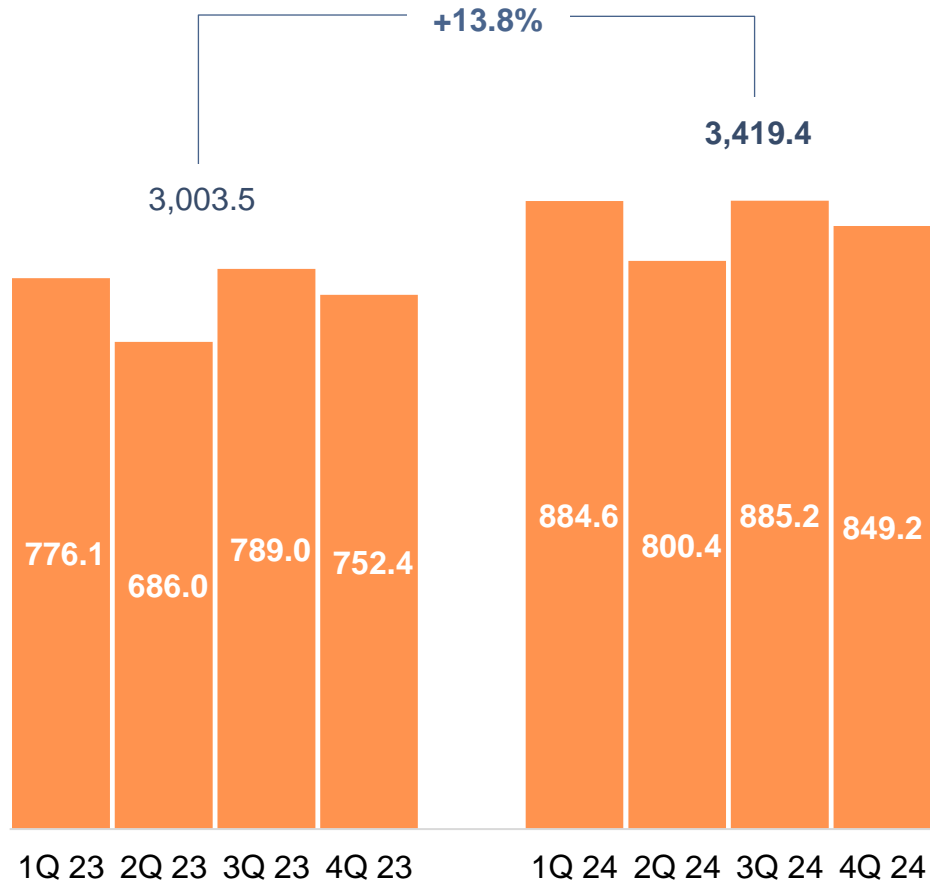
- Higher combined ratio of 3.1 pts mainly contributed by higher claims from large losses partially offset by lower expense ratio. Combined ratio of 12M 2023 benefited from one-off claims review, favorable movement of claim reserves on large losses and positive development on onerous contract assumption.

### **Market growth**

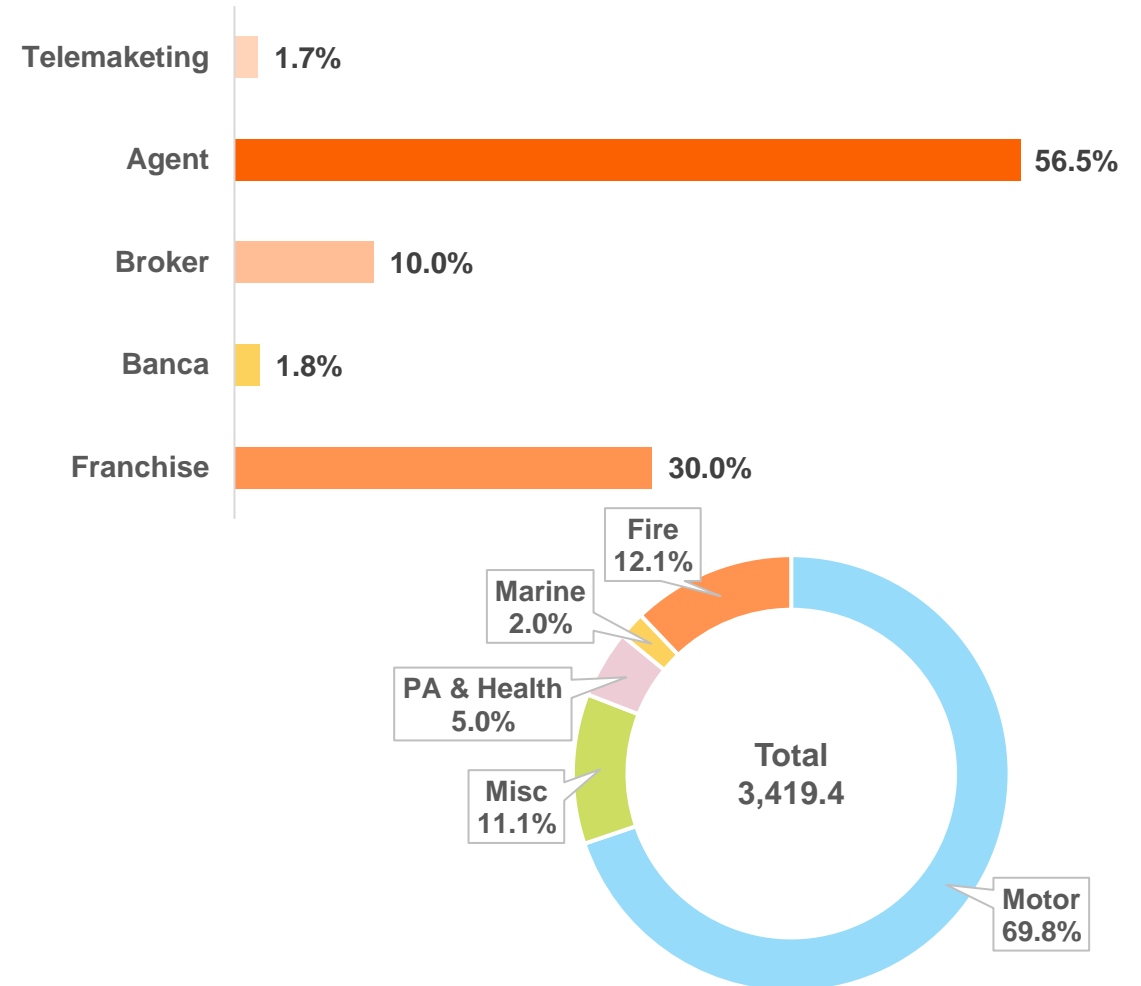
- Market share stood at 14.8% in 12M 2024 as compared to 12M 2023 of 14.0%.

# GENERAL BUSINESS: GOOD SALES MOMENTUM WITH DOUBLE DIGIT GWP GROWTH

Gross Written Premium (RM'mil)



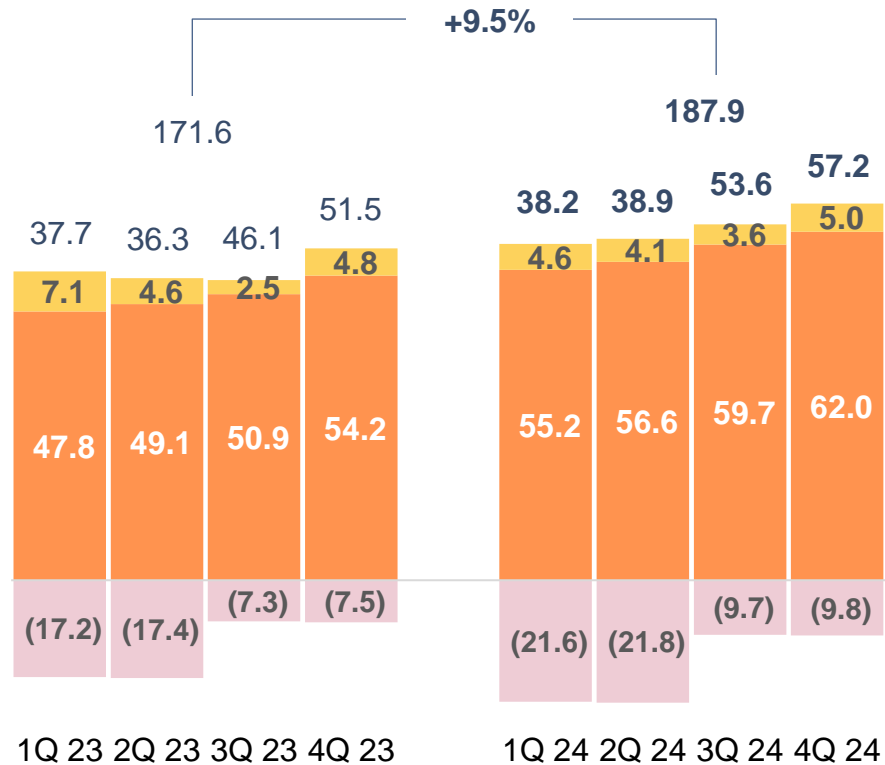
Distribution Channel & Portfolio Mix





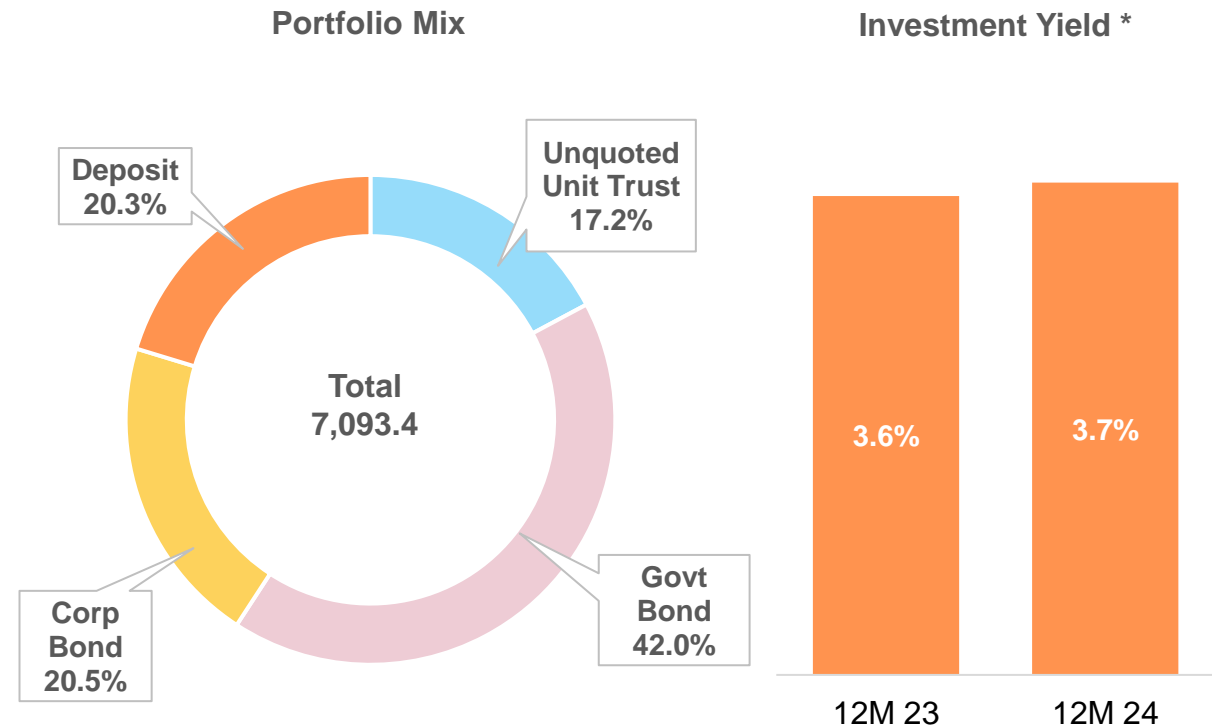
# GENERAL BUSINESS: GROWTH IN INVESTMENT INCOME IN LINE WITH HIGHER YIELD AND GROWTH IN INVESTMENT ASSETS

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



- Interest accretion
- Realised gains/losses, valuation results and others
- Interest and similar income

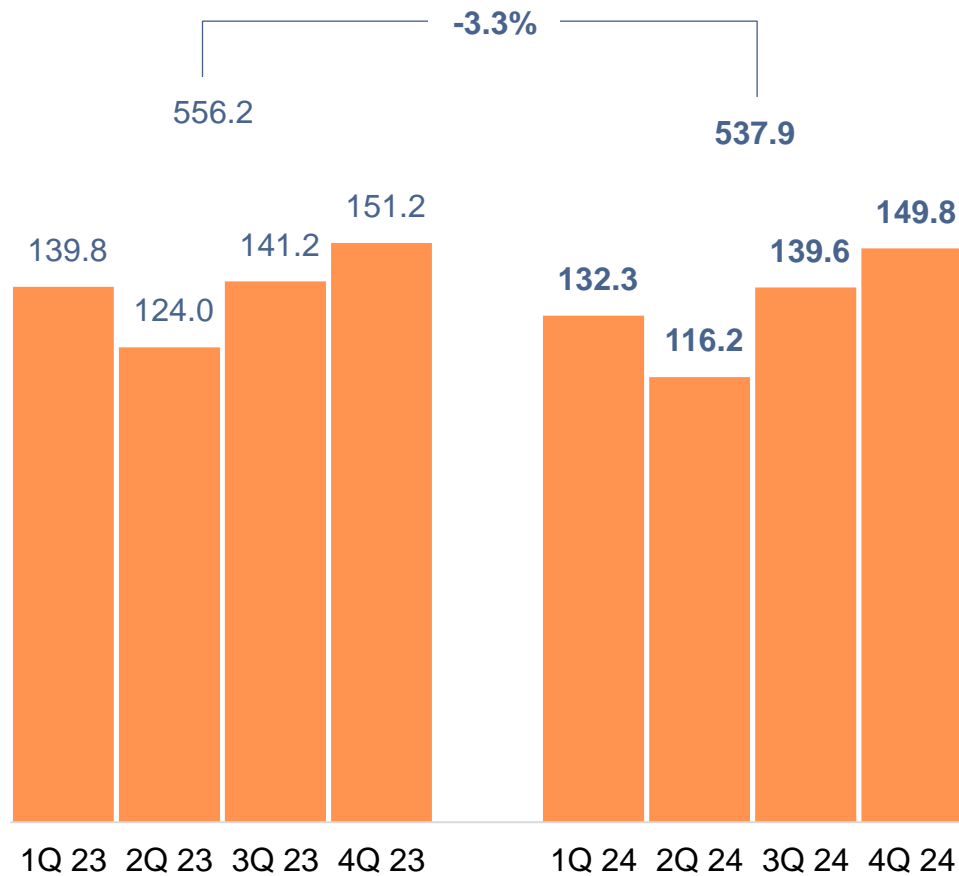
Portfolio Mix and Investment Yield (Annualised)



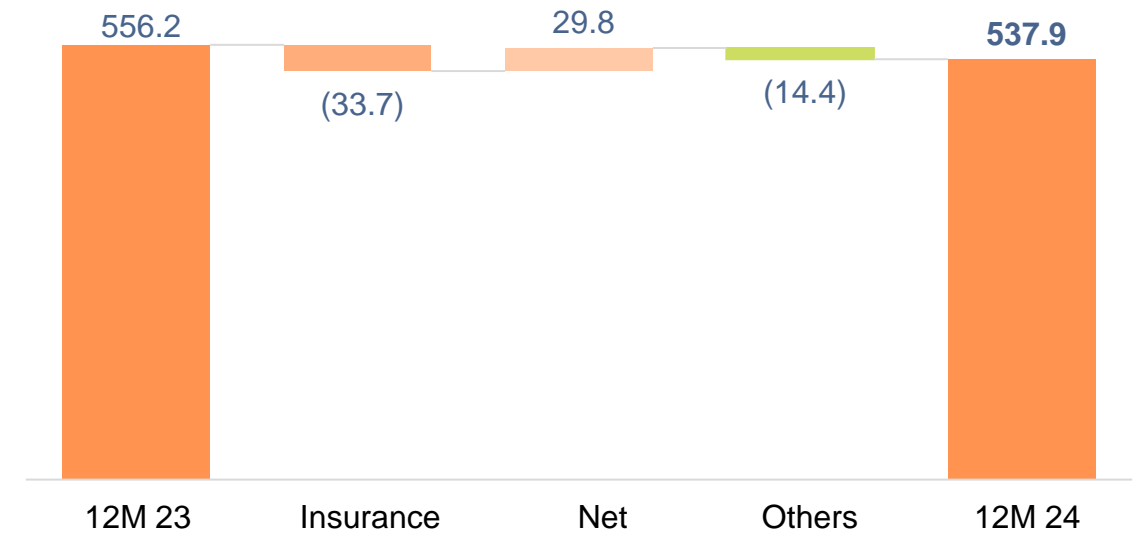
\* Investment yield is excluding fair value gains/losses

# GENERAL BUSINESS: LOWER PBT DUE TO LOWER INSURANCE SERVICE RESULTS

Profit Before Tax (RM'mil)



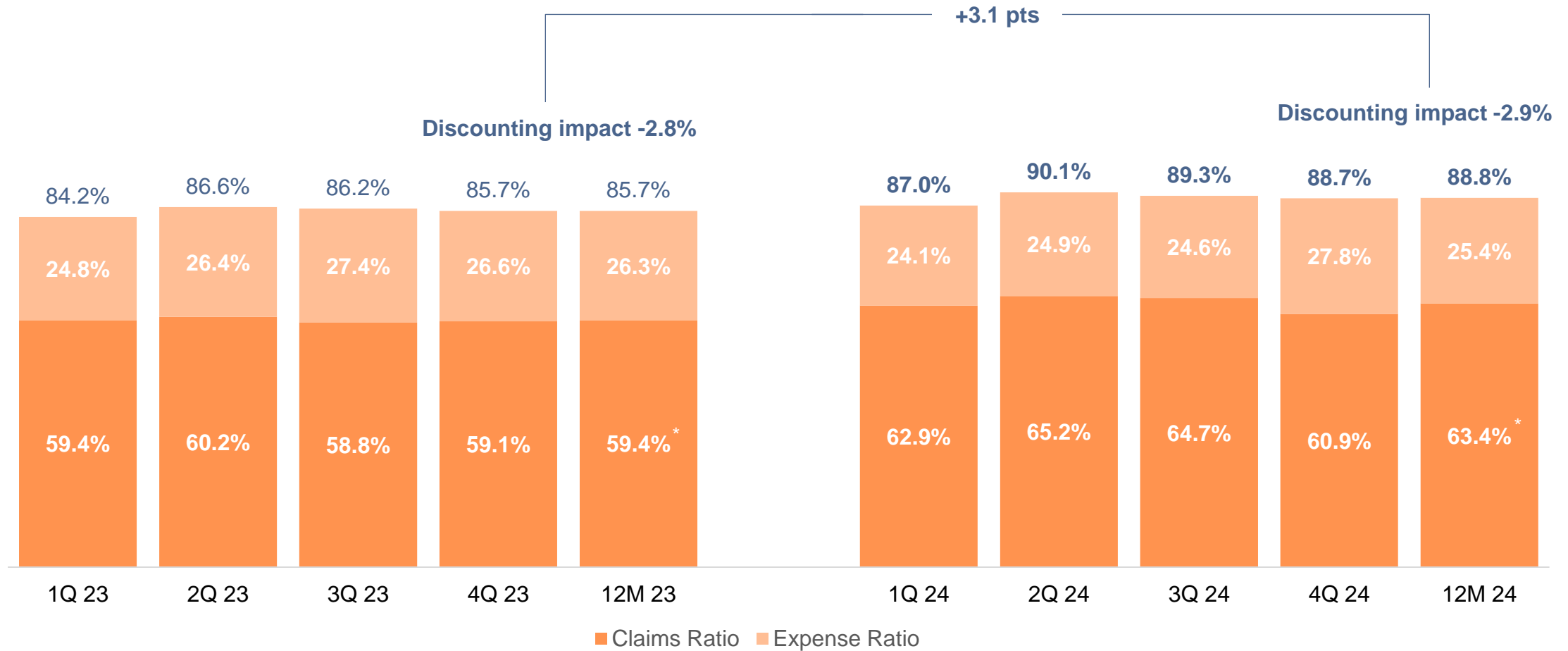
PBT Drivers (RM'mil)



<b>12M 2023</b>	<b>455.0</b>	<b>221.0</b>	<b>(119.8)</b>	<b>556.2</b>
<b>12M 2024</b>	<b>421.3</b>	<b>250.8</b>	<b>(134.2)</b>	<b>537.9</b>
<b>Change</b>	<b>(33.7)</b>	<b>29.8</b>	<b>(14.4)</b>	<b>(18.3)</b>

# GENERAL BUSINESS: HIGHER COMBINED RATIO DUE TO HIGHER CLAIMS RATIO

## Combined Ratio



\* Include reinsurance results - reinsurance ratio 10.3% in 12M 23, 7.1% in 12M 24.

## GENERAL BUSINESS: FINANCIAL RESULTS AT A GLANCE

RM'mil	12M 2023	12M 2024	△24/23 %
Insurance revenue	2,772.8	3,219.0	16.1%
Claims	(1,395.8)	(1,819.3)	30.3%
Acquisition and administrative expenses (net)	(671.9)	(757.0)	12.7%
Reversal of losses on onerous contracts	35.0	7.1	(79.7%)
Net expenses from reinsurance contracts held	(285.1)	(228.5)	(19.9%)
<b>Insurance service result</b>	<b>455.0</b>	<b>421.3</b>	<b>(7.4%)</b>
Net investment income	221.0	250.8	13.5%
Net (re-)insurance finance expenses	(49.4)	(62.9)	27.3%
Other operating income	1.0	4.5	>100%
Other operating expenses	(70.8)	(75.0)	5.9%
Other finance expenses	(0.6)	(0.8)	33.3%
<b>Profit before tax (after consolidation adjustment)</b>	<b>556.2</b>	<b>537.9</b>	<b>(3.3%)</b>
Tax expense	(135.6)	(131.9)	(2.7%)
<b>Profit after tax (after consolidation adjustment)</b>	<b>420.6</b>	<b>406.0</b>	<b>(3.5%)</b>
Claims ratio	59.4%	63.4%	4.0 pts
Expense ratio*	26.3%	25.4%	(0.9 pts)
Combined ratio	85.7%	88.8%	3.1 pts

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

## GENERAL BUSINESS: PERFORMANCE COMPARED TO INDUSTRY (JAN-DEC 2024)

KPIs	AGIC <sup>1</sup> 12M 2024	Industry <sup>1</sup> 12M 2024	Takaful <sup>1</sup> 12M 2024
<b>GWP growth</b>	<b>13.9%</b>	<b>7.5%</b>	<b>8.5%</b>
<b>Market Share (12M 2024)<sup>2</sup></b>	<b>14.8%</b>		
<b>Market Ranking (9M 2024)<sup>3</sup></b>	<b>No. 1</b>		

### Notes:

- 1) Source: ISM Market Performance Report Jan-Dec 2024 (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-Dec 2024
- 3) Source: ISM Market Performance Report Jan-Sep 2024



# 03

## LIFE BUSINESS



 Comments**Gross written premiums**

- Gross written premiums grew by 8.0% with growth from Bancassurance (+ 26.9%) and Employee Benefit (+ 14.5%).

**Market growth**

- ANP increased by 15.1% and surpassed industry growth of 8.6%.<sup>1</sup>
- Market share for 12M 2024 increased to 10.4% (12M 2023: 9.8%).
- ANP of RM871.7 million is the highest ANP recorded by the Company.

**Distribution**

- Growth is largely driven by bancassurance and employee benefit channels. Bancassurance increased by 41.7% and Employee Benefits increased by 14.8%.
- Agency remained the main contributor of ANP (63.3%). Continue to focus on strategy to intensify agency recruitment and uplift agency productivity.

*Note 1: Market share based on statistics from LIAM.*

**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.
- Agency protection business grew by 28.5%.
- Investment-linked ANP and GWP grew by 54.5% and 15.5%.

**Profitability**

- Profit before tax of RM482.0 million (12M 2023: RM411.2 million) due to higher CSM release for the year and higher net investment results.

**CSM**

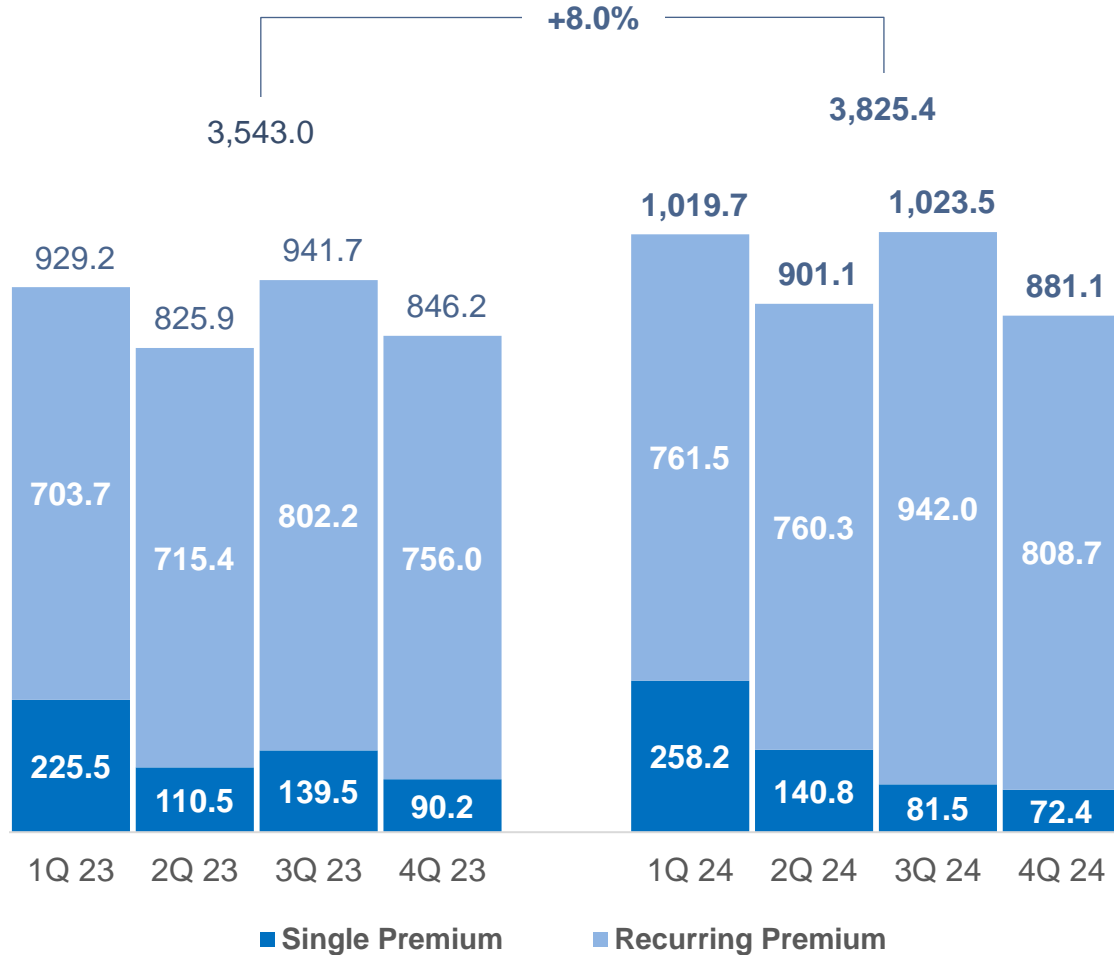
- Sustainable and healthy CSM of RM3.54 billion as at 31 December 2024, an increase of RM290.6 million as compared to 31 December 2023. The growth in CSM is primary driven by impact of new business written during the year and interest accretion.
- Profit continued to be generated through CSM release of RM487.1 million for the year ended 31 December 2024 (12M 2023: RM433.1 million).

**Value of new business**

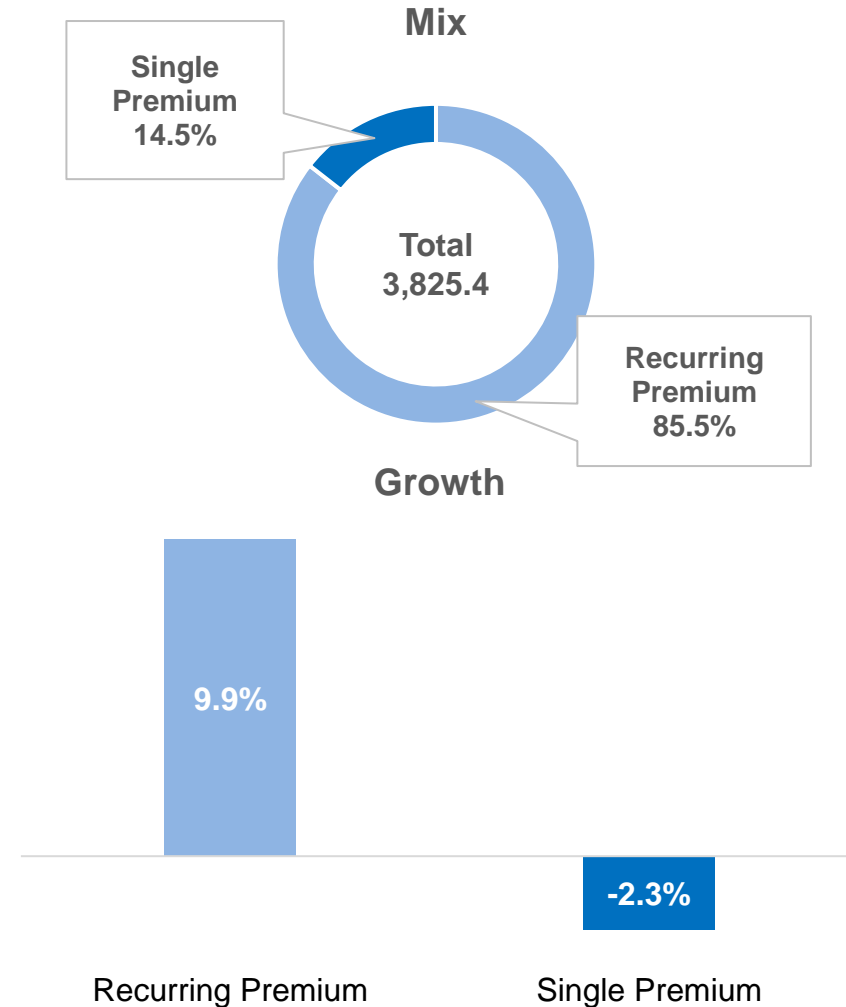
- New business value was RM365.4 million, increased by 4.6% due mainly to higher sales and continued focus on high margin production.

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

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

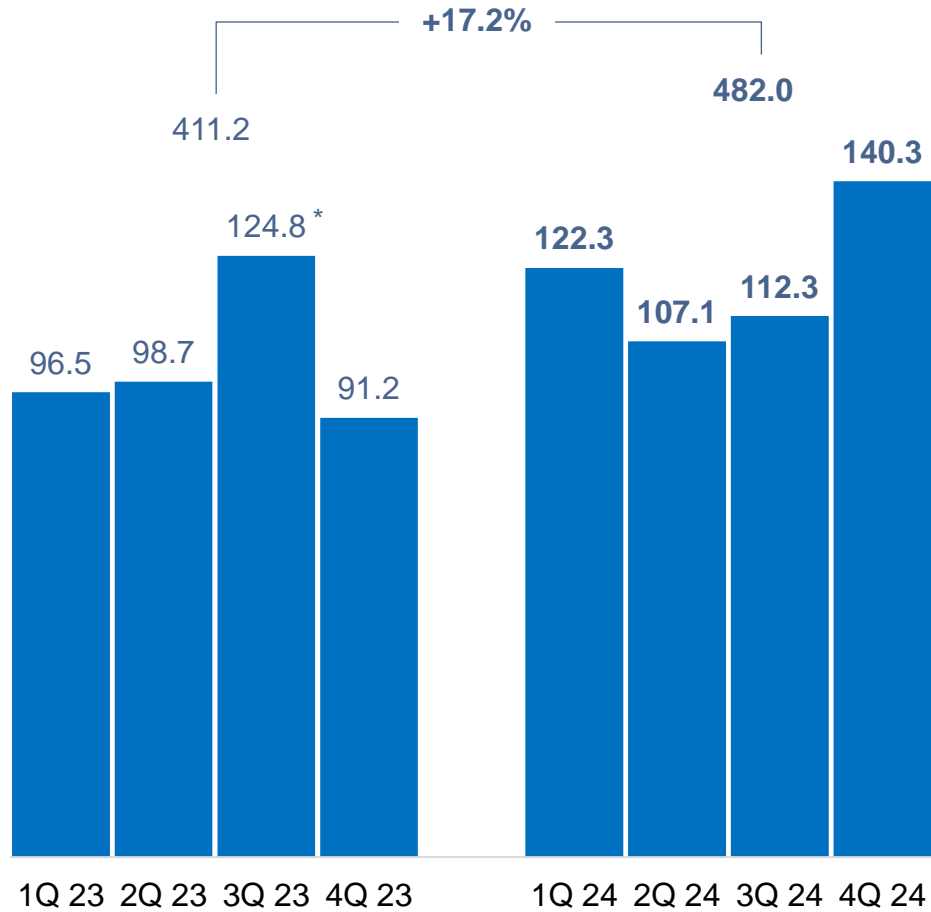


GWP Mix & Growth (%) (12M 2024)



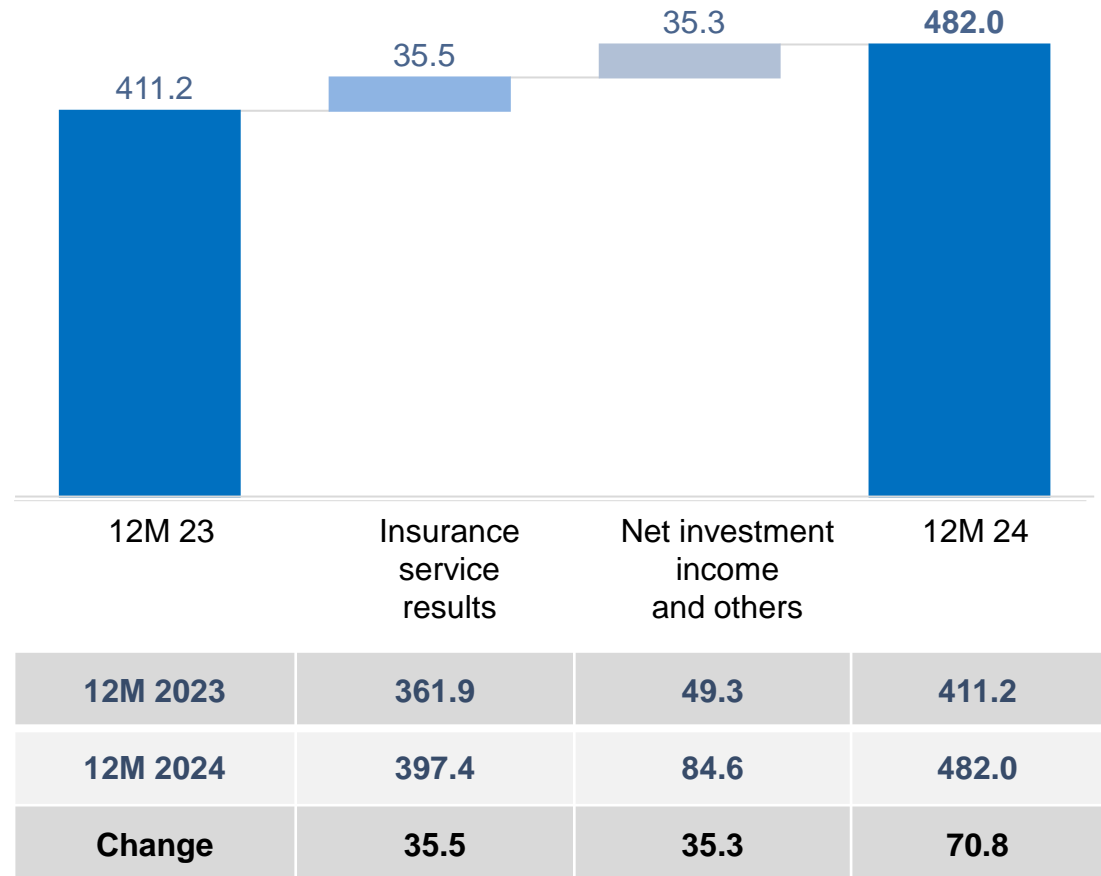
# LIFE BUSINESS: HIGHER PBT DUE TO HIGHER CSM RELEASE AND HIGHER NET INVESTMENT RESULTS

Profit Before Tax (RM'mil)



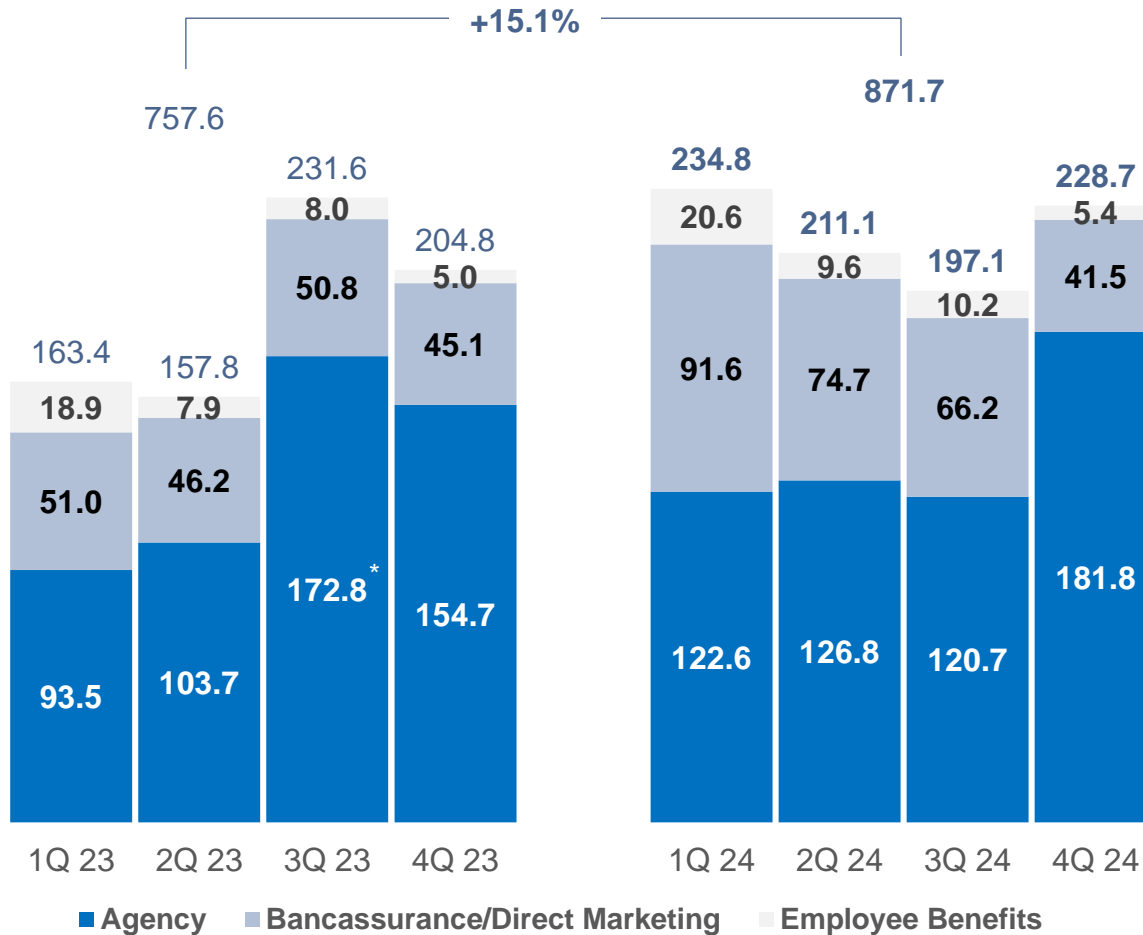
\* Higher PBT contributed by higher CSM release due to non-financial assumption updates.

PBT Drivers (RM'mil)

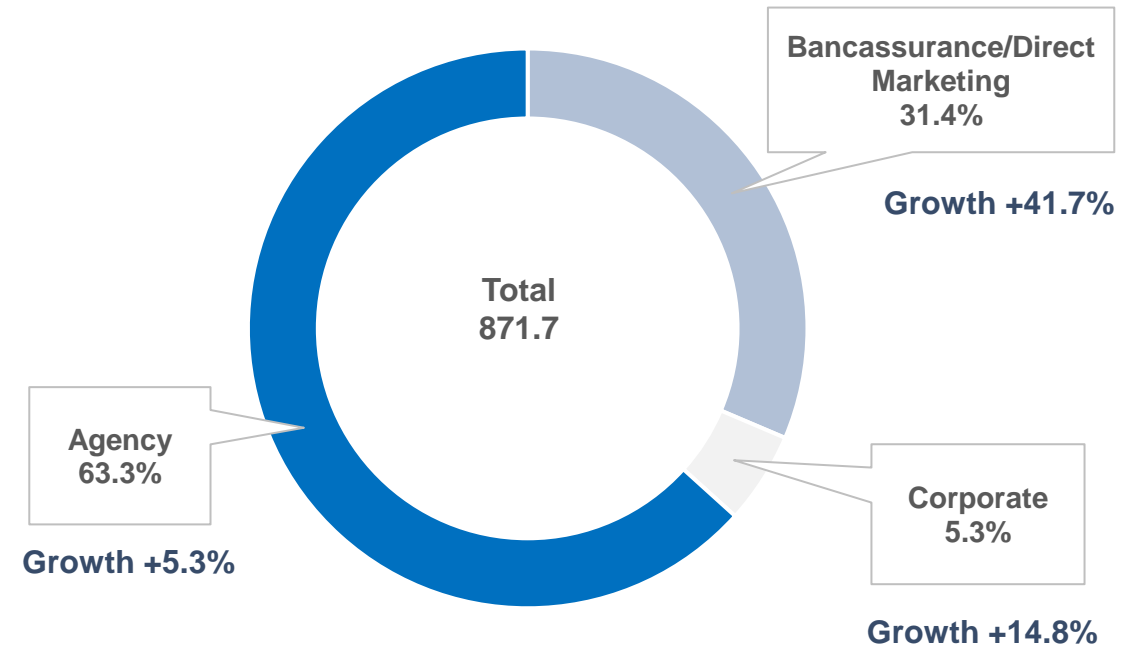


# LIFE BUSINESS: GROWTH IN ANP DRIVEN BY ALL KEY DISTRIBUTION CHANNELS

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



ANP Channel Mix (%) (12M 2024)

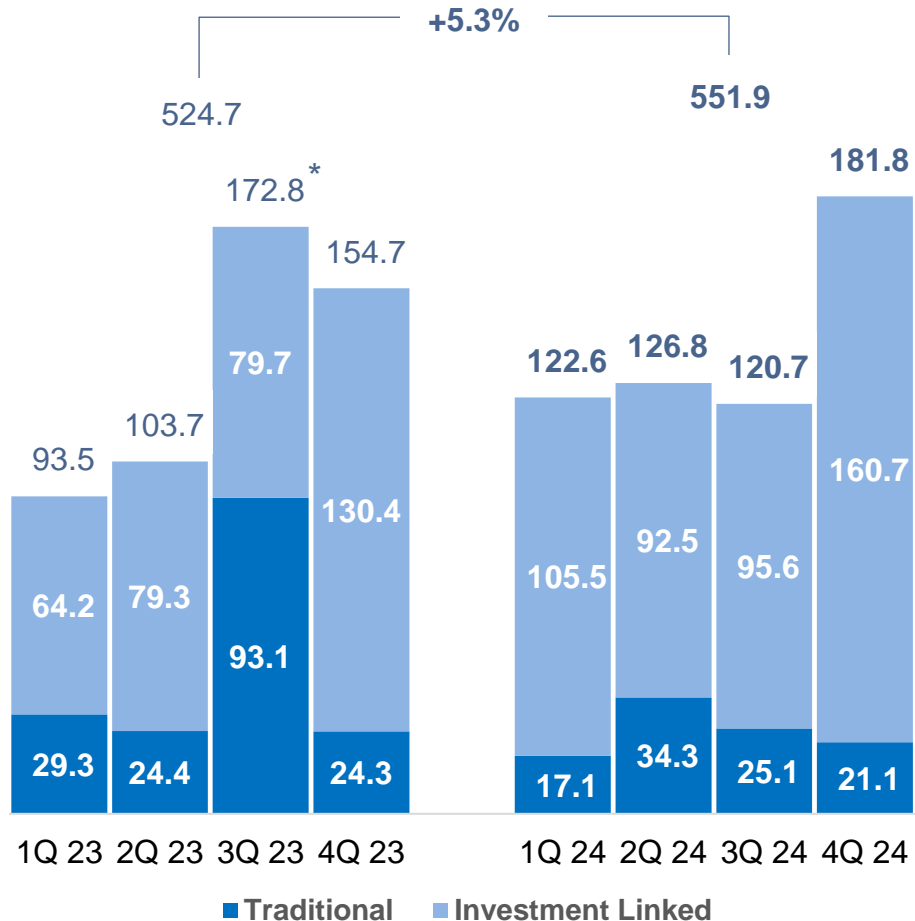


\* Higher ANP due to tactical campaign of RM78.5 million.



# LIFE BUSINESS (AGENCY): CONTINUE FOCUS ON PREFERRED SEGMENT OF REGULAR INVESTMENT-LINKED PRODUCTS WITH BETTER MARGINS

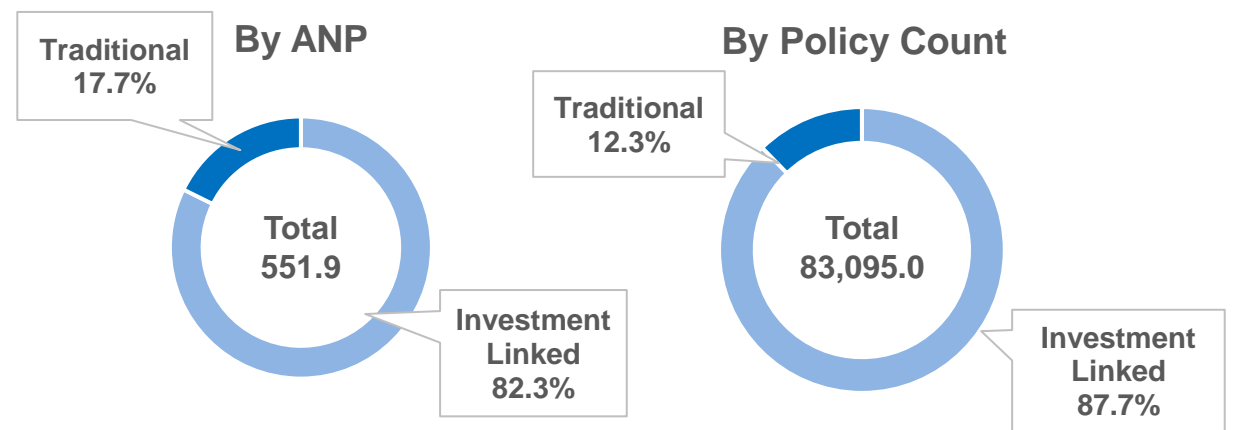
Agency Annualised New Premiums (RM'mil)



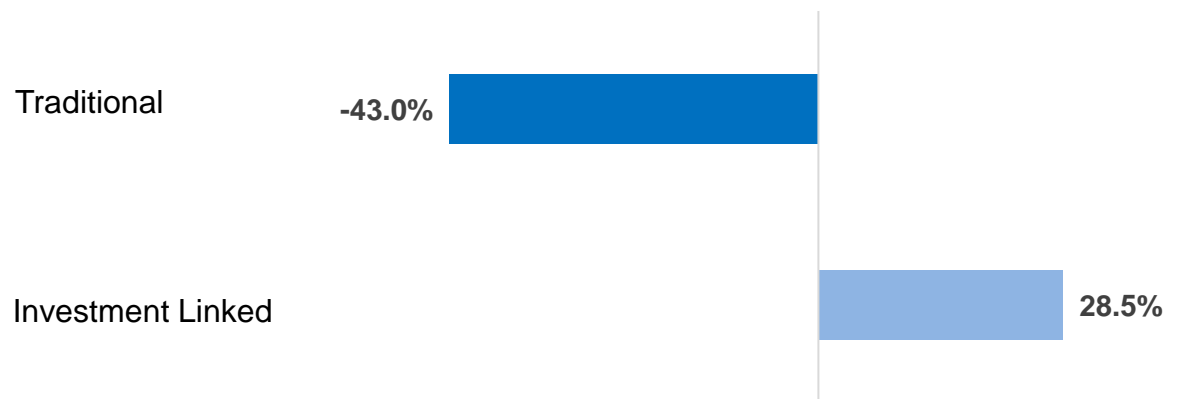
Total:  
 Q1 +31.1%  
 Q2 +22.3%  
 Q3 -30.2%  
 Q4 +17.5%

IL:  
 Q1 +64.3%  
 Q2 +16.6%  
 Q3 +19.9%  
 Q4 +23.2%

Agency Product Mix (%) (12M 2024)



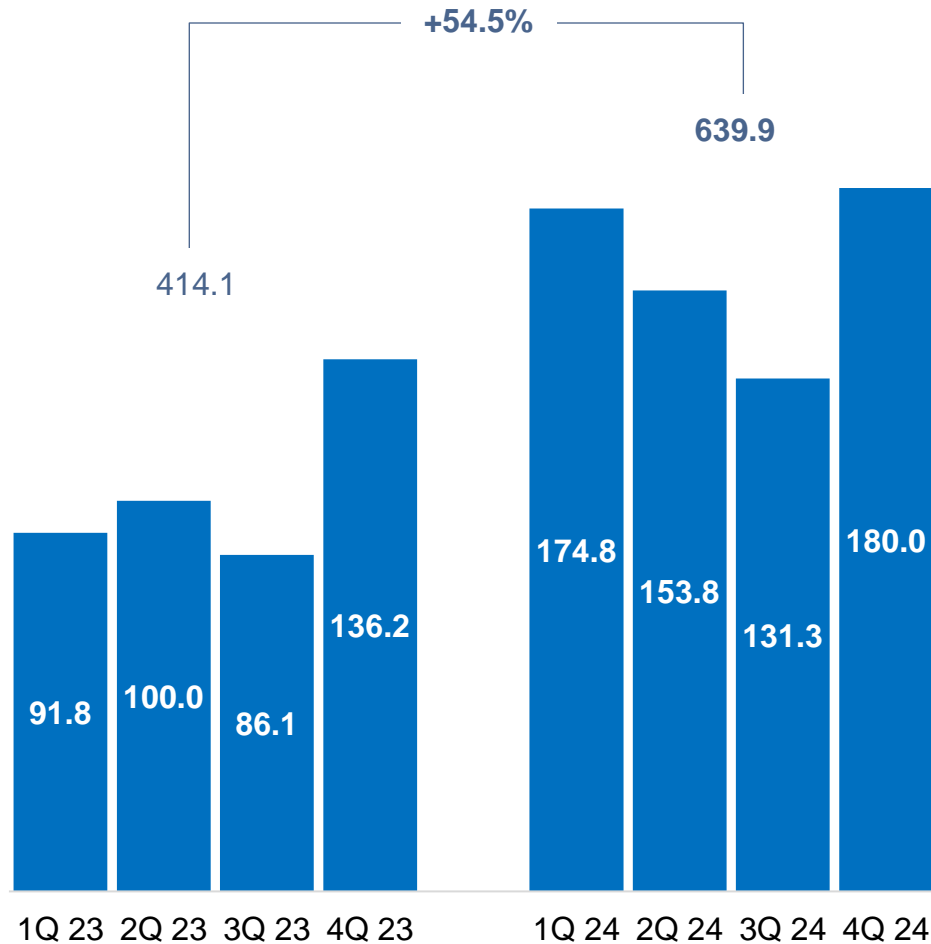
Agency ANP Growth (%) (12M 2024)



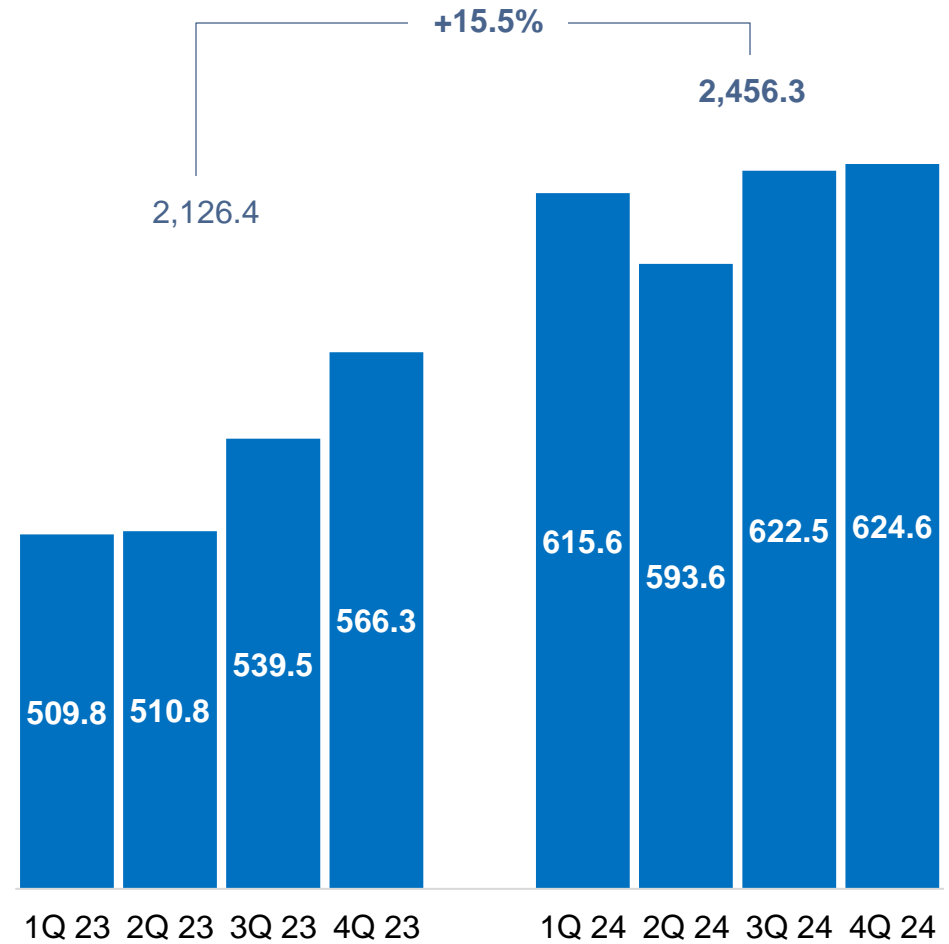
\* Higher ANP due to tactical campaign of RM78.5 million.

# LIFE BUSINESS: INVESTMENT-LINKED WITH PROTECTION FEATURES CONTINUES TO GROW

Annualised New Premiums (RM'mil)

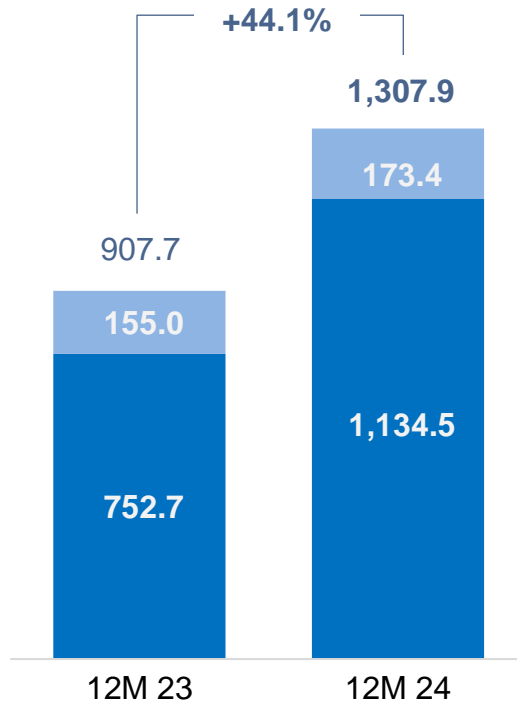


Gross Written Premiums (RM'mil)



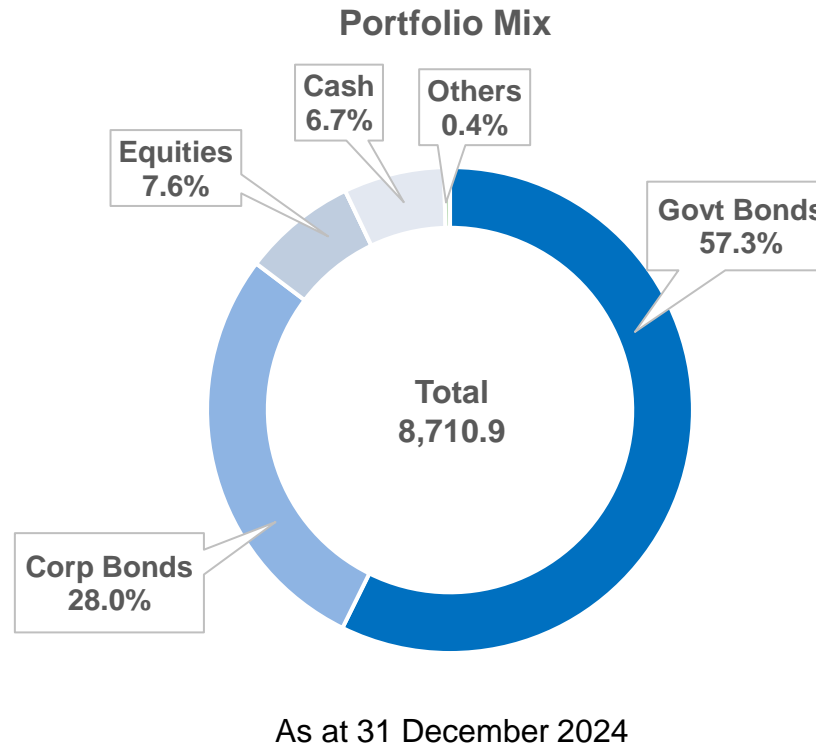
# LIFE BUSINESS: HIGHER INVESTMENT INCOME DRIVEN BY FAIR VALUE AND REALISED GAINS FROM FAVOURABLE MARKET CONDITION

Investment Income by funds (RM'mil)

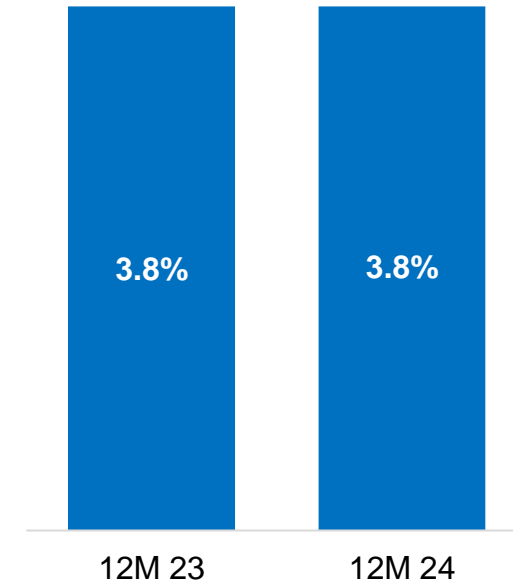


■ Par + ILF + ULF ■ Non Par + ILOF

Portfolio Mix and Investment Yield (LF) (%)



Investment Yield (Annualised)



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	12M 2023	12M 2024	△24/23 %
<b>Insurance revenue</b>	2,168.8	2,432.5	12.2%
- Release contractual service margin	433.1	487.1	12.5%
- Release of expected cash flows, risk adjustments and others	1,735.7	1,945.4	12.1%
<b>Claims and benefits</b>	(1,279.4)	(1,374.1)	7.4%
<b>Acquisition and administrative expenses (net)</b>	(580.1)	(610.8)	5.3%
<b>(Losses)/Reversal of losses on onerous contracts</b>	(4.0)	1.5	(>100%)
<b>Net income/(expenses) from reinsurance contracts held</b>	56.6	(51.7)	(>100%)
<b>Insurance service result</b>	361.9	397.4	9.8%
<b>Net investment income</b>	907.7	1,307.9	44.1%
<b>Finance expenses from insurance contracts issued</b>	(784.9)	(1,114.9)	42.0%
<b>Finance income from reinsurance contracts held</b>	2.0	1.3	(35.0%)
<b>Other operating income</b>	0.1	0.1	0.0%
<b>Other operating expenses<sup>1</sup></b>	(75.4)	(109.5)	45.2%
<b>Other finance expenses</b>	(0.2)	(0.3)	50.0%
<b>Profit before tax (after consolidation adjustment)</b>	411.2	482.0	17.2%
<b>Tax expense</b>	(58.2)	(52.7)	(9.5%)
<b>Profit after tax (after consolidation adjustment)</b>	353.0	429.3	21.6%
<b>Annualised new premiums</b>	757.6	871.7	15.1%
<b>Expense ratio (LF+SHF)</b>	12.1%	11.2%	(0.9 pts)
<b>Local investment yield (LF)</b>	3.8%	3.8%	0.0 pts
<b>Block persistency ratio</b>	84.8%	87.6%	2.8 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.