



## Tune Protect Group 2Q revenue improves, banks on diverse partnership base to drive growth in health and lifestyle segments

### Highlights:

- Group's 2Q21 underwriting profit rose >100% YoY
- Underwriting profit lifted by higher NEP and improved net claims ratio
- Growing Health and Lifestyle through strategic partnerships

Kuala Lumpur, 23 August 2021 - Tune Protect Group Berhad's ("Tune Protect" or "Group"; TUNEPRO, 5230) continues to show resilience in weathering economic challenges, with underwriting ("UW") profit rising more than 100% year-on-year ("YoY") in 2Q2021 from a loss of RM2.1 million to a profit of RM7.7 million. The Group's Gross Written Premium ("GWP") rose 27% YoY to RM129.4 million while Profit After Tax ("PAT") dipped 5% YoY to RM17.8 million mainly from lower investment, though it was partially offset by better underwriting profit. Investment income<sup>1</sup> was lower by 34.7% YoY as 2Q20 investment last year staged a strong rebound after the dip in March 2020.

Group Chief Executive Officer of Tune Protect Rohit Nambiar ("Rohit") is positive about the Group's prospects and attributes the commendable 2Q2021 results to higher Net Earned Premium ("NEP") and improved net claims ratio. The Group's NEP increased 22% to RM43.2 million mainly contributed by the Group's reinsurance subsidiary, Tune Protect Re while net claims ratio improved by 36.9%.

### Group Performance

TPG (RM mil)	2Q2021	2Q2020	YoY (%)
GWP	129.4	101.9	27
NEP	43.2	35.4	22
Investment Income <sup>2</sup>	13.6	20.9	-34.7
PAT	17.8	18.8	-5.0

### Group Performance by Key Business Pillars

The Group is banking on the growing strength of its 3 core business pillars of Health, Lifestyle, and Small and Medium Enterprise ("SME") to drive future growth. In the 2Q2021, the Group registered GWP of RM3.9 million, RM37.2 million and RM9.2 million from Health, Lifestyle and SME respectively.

"As we continue to grow our 3 core business pillars, contribution from our commercial business to the overall business portfolio is expected to reduce. As our Lifestyle and Health segments

<sup>1 & 2</sup> Consist of investment income, realised gains and fair value gains



start to gain attention, we will continue to introduce more products and propositions in these segments across different markets in ASEAN and the Middle East,” said Rohit.

	2Q2021				2Q2020			
	Health	Lifestyle	SME	Commercial	Health	Lifestyle	SME	Commercial
<b>GWP (RM mil)</b>	3.9	37.2	9.2	79.2	3.7	28.5	6.8	62.9
<b>NEP (RM mil)</b>	3.8	31.4	3.5	4.5	4.2	24.5	3.6	3.1
<b>UW Contribution<sup>3</sup> (RM mil)</b>	2.4	27.0	-1.0	4.4	2.2	11.9	0.7	5.8

<sup>3</sup> Excluding management expenses

### **New growth opportunities in Health and Lifestyle**

“The strategies underlying our Health and Lifestyle pillars are to offer customisable and value-added solutions to our customers via our business-to-consumer (B2C) channels and widen our distribution network through partnerships,” explained Rohit.

To date, the Group has launched several products in the Health segment such as PRO-Health Medical – a cashless health coverage targeting millennials; VSafe COVID which covers for the infection of the disease and the side effects of the vaccine; and myFlexi CI – a customisable critical illness plan. In addition to that, these products are complemented with value-added propositions offered by the Group’s strategic partners such as emotional wellbeing assessment for policyholders; teleconsultation as well as second medical opinion services.

“The Group will be replicating the same products and propositions across multiple geographies. We are also planning a new no frills cashless health coverage leveraging on low prices to target the B40 segment,” explained Rohit.

There were also innovative offerings from the Lifestyle segment, such as Home Easy & Home Shield, a residential building and home content protection with great flexibility for homeowners to tailor their plan with optional add-ons to meet their individual needs. It also offers up to 40% savings in premium with complimentary benefits if customers opt to cover both their homes and its contents. The Group also launched student assurance in the Middle East and inland transportation insurance in Indonesia and Thailand.

In the pipeline, the Group will soon be introducing pet-related coverages and eyewear protection.

### **Innovative digital solutions for SMEs**

In the SME segment, the Group intends to provide innovative digital propositions to its SME customers. In 1H2021, the Group introduced worksites marketing by providing free training to SMEs and cross-selling insurance to SMEs.

Moving forward, the Group has various SME solutions in the pipeline, including SME Digital, an online insurance for SME/micro-SME and consignment insurance for e-commerce entrepreneurs. To encourage the take up of insurance among the SMEs, the Group will

FOR IMMEDIATE RELEASE



introduce an easy payment plan with flexible premium instalment of up to 6 months and provide complementary e-business training for SME customers via a strategic partnership with Redbeat Academy.

### **Leading the way in ESG and DE&I**

The Group also leads the way on the Environmental, Social and Governance (“ESG”) front, with a rating of 3.1 (out of 5.0) in the latest FTSE ESG semi-annual review 2021. In addition, the Group has also moved up a quartile to the top 25% by ESG Ratings amongst PLCs in FBM EMAS which was assessed by FTSE Russell, making it the only insurer in that quartile.

“The Group is committed to further enhancing our ESG practices for the benefit of our customers, shareholders and other key stakeholders. Furthermore, we are now a corporate member of the 30% Club Malaysia, a local chapter of a global business-led campaign focused on building an ecosystem of businesses to promote diversity, equity, and inclusion with a focus on gender balance on Boards and C-suites,” Rohit concluded.

-ENDS-

### **About Tune Protect Group Berhad**

Tune Protect Group Berhad (Tune Protect or the Group) is a financial holding company listed on the main market of Bursa Malaysia. Aspiring to be an ASEAN-based lifestyle insurer that everyone loves, Tune Protect aims to simplify consumer experience with best-in-class products and technology that complement their lifestyle needs. With its tagline “Insurance Simplified”, Tune Protect offers an array of affordable protection plans to suit individual, SME and corporate needs via its insurance, reinsurance and marketing arms in Malaysia, Thailand and the United Arab Emirates. Tune Protect has established a strong foothold in the travel, lifestyle, health and digital insurance space globally with presence across more than 60 countries through strategic partnerships with local underwriters in these markets.

For more information on Tune Protect, visit their website at <https://www.tuneprotect.com/>

---

This press release is issued on behalf of Tune Protect Group Berhad. For interview opportunities, or more information, please contact via e-mail, call, text or WhatsApp.

#### **IMPACT COMMUNICATIONS**

**Angie Ruby**

Phone: +6016 6600 027

E-mail: [angie@impactcommunications.com.my](mailto:angie@impactcommunications.com.my)

**Charles Lopez**

Phone: +6017 7515 509

E-mail: [charles@impactcommunications.com.my](mailto:charles@impactcommunications.com.my)

#### **TUNE PROTECT GROUP BERHAD**

**Rozieana Jamaluddin, Communications**

Phone: +6012 2070 698

E-mail: [rozieana.jamaluddin@tuneprotect.com](mailto:rozieana.jamaluddin@tuneprotect.com)