



FTLife Insurance Company Limited Investor Presentation

16 October 2020

Agenda

- The FTLife Brand Story
- Product Offering
- Integrate into the New World Ecosystem
- FTLife Business Review for 1H 2020
- Key Strategic Priorities

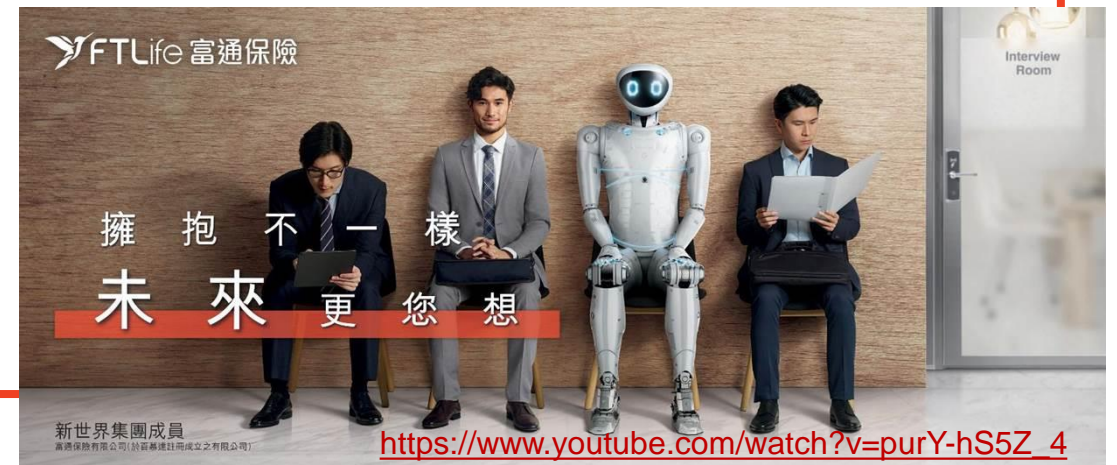
Think beyond insurance.

Since joining the New World Group, FTLife Insurance has fully immersed and integrated with the group's vibrant business ecosystem, to reimagine and reshape the concept of insurance.

FTLife is your modern life cycle manager. We listen attentively to our clients' needs, to meet the demands and standards of the new generation. We pursue excellence, and we are constantly surpassing ourselves, to keep up with the rapid pace of change today.

We leverage the synergy of New World Group's thriving business ecosystem to enrich the lives of our clients by offering them boundless possibilities.

We are here, to redefine insurance.



Our strengths

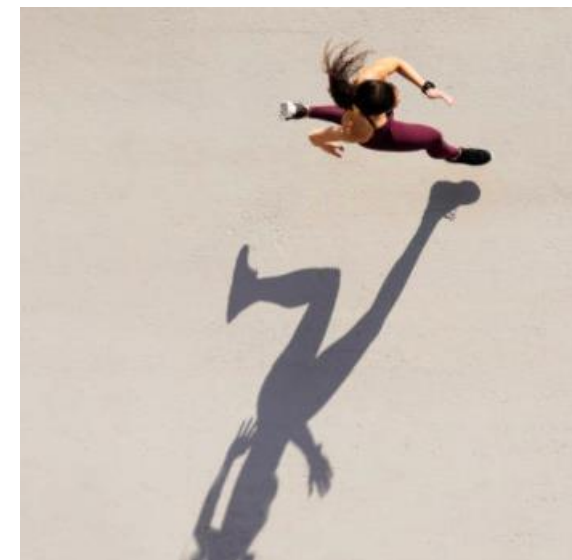
Customer Centricity



Adjacent Innovation



Dynamic Energy



Holistic solutions
to support
customers at
every life stage



Health and Protection



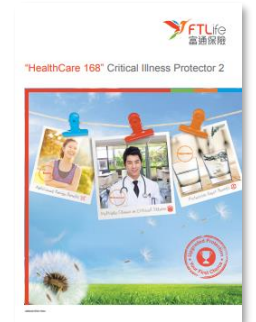
Savings and Investment

Holistic solutions to support customers at every life stage



Health

- Critical illness plan provides full coverage against 168 illnesses: **HealthCare168 Protector 2**
- High-end medical plan with free 24-hour worldwide emergency assistance services: **MediGold Plus**
- Mass market medical plan with tax-deduction: **VHIS Series (including TopCare, BetterCare and WiseCare)**



Protection

- Whole life plan with built-in policy reverse mortgage function: **On Your Mind**
 - Market-first flexible death benefit settlement option
 - Extra benefit for dementia



Holistic solutions to support customers at every life stage



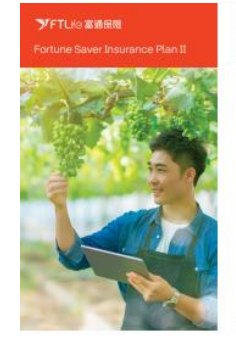
Focus on legacy planning, high accumulation and retirement planning

Savings

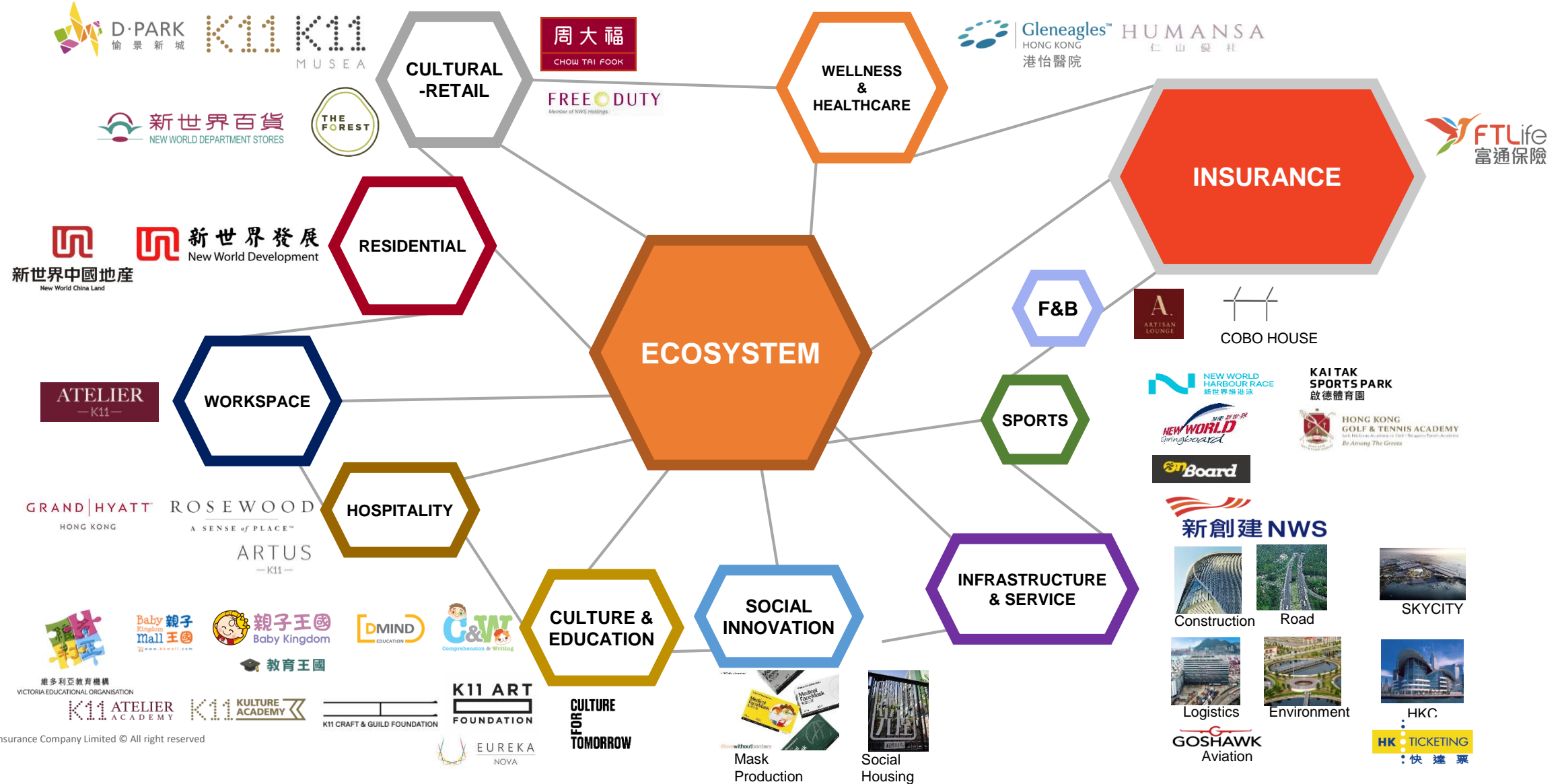
- Saving plan with unlimited changes of insured and protection period cover to age 128: **Regent series**
- Qualified deferred annuity product (QDAP) with tax deduction: **Prosperous**

Investment

- Top selling ILAS product with 170+ diversified fund choices for customers: **OSCAR**



Actively integrate into New World Ecosystem



Collaboration with New World Group businesses to create value to customers

Exclusive value-added service

Medical insurance policyholders could enjoy book outpatient Colonoscopy and Gastroscopy through customer APP and enjoy exclusive offerings (e.g. VIP ward) from Gleneagles and Humansa

Elderly Home Priority Check-in

FTLife customers to enjoy privilege and priority check-in to high-end private elderly home managed by Humansa

Lifestyle offering

FTLife customers could enjoy over 20 birthday offers provided by the New World Group businesses; various shopping privileges to enhance customer engagement



powered by HUMANSA



Business review for 1H 2020

1H 2020 performance remain resilient in mid of COVID-19

APE

\$807MM

VONB

\$180MM

Solvency Ratio

542%

Minimum requirement 150%

Gross Written
Premium

\$4,482MM

Embedded Value

\$18Bn

Rating

Fitch
Ratings

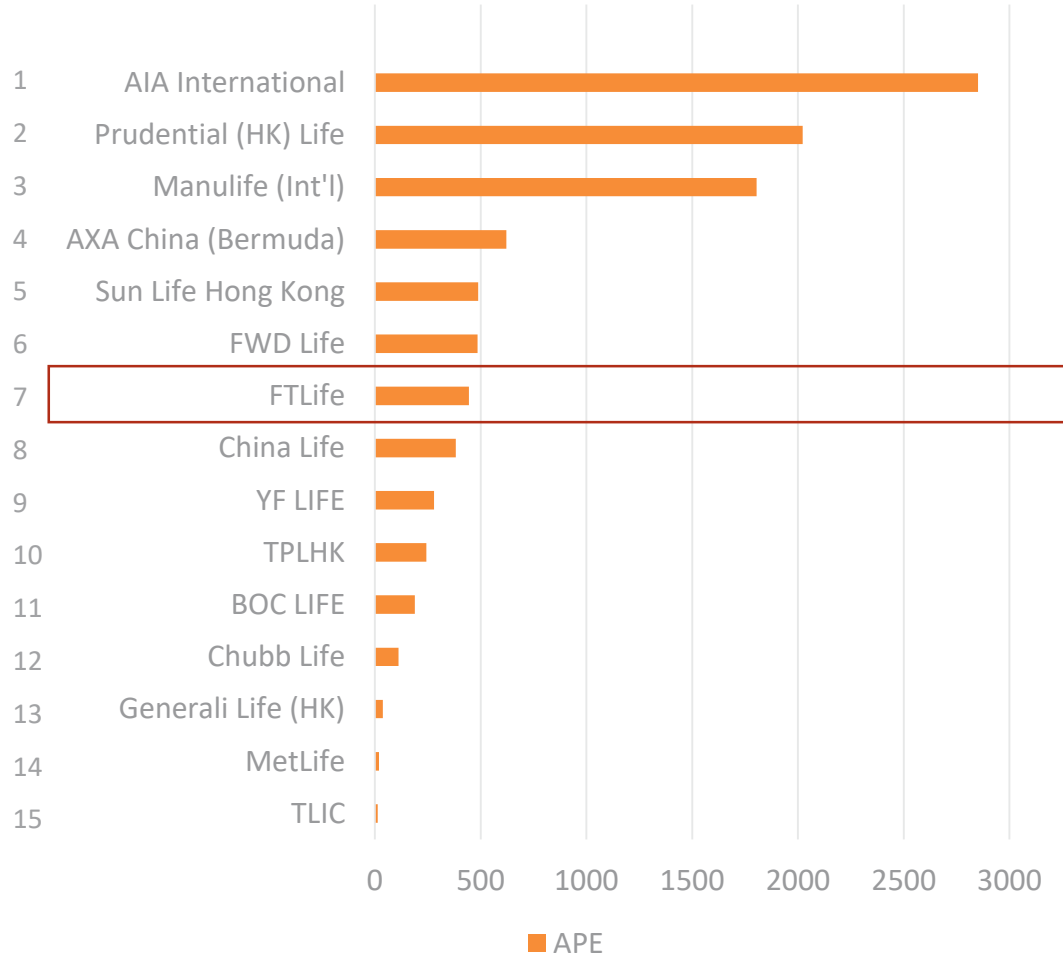
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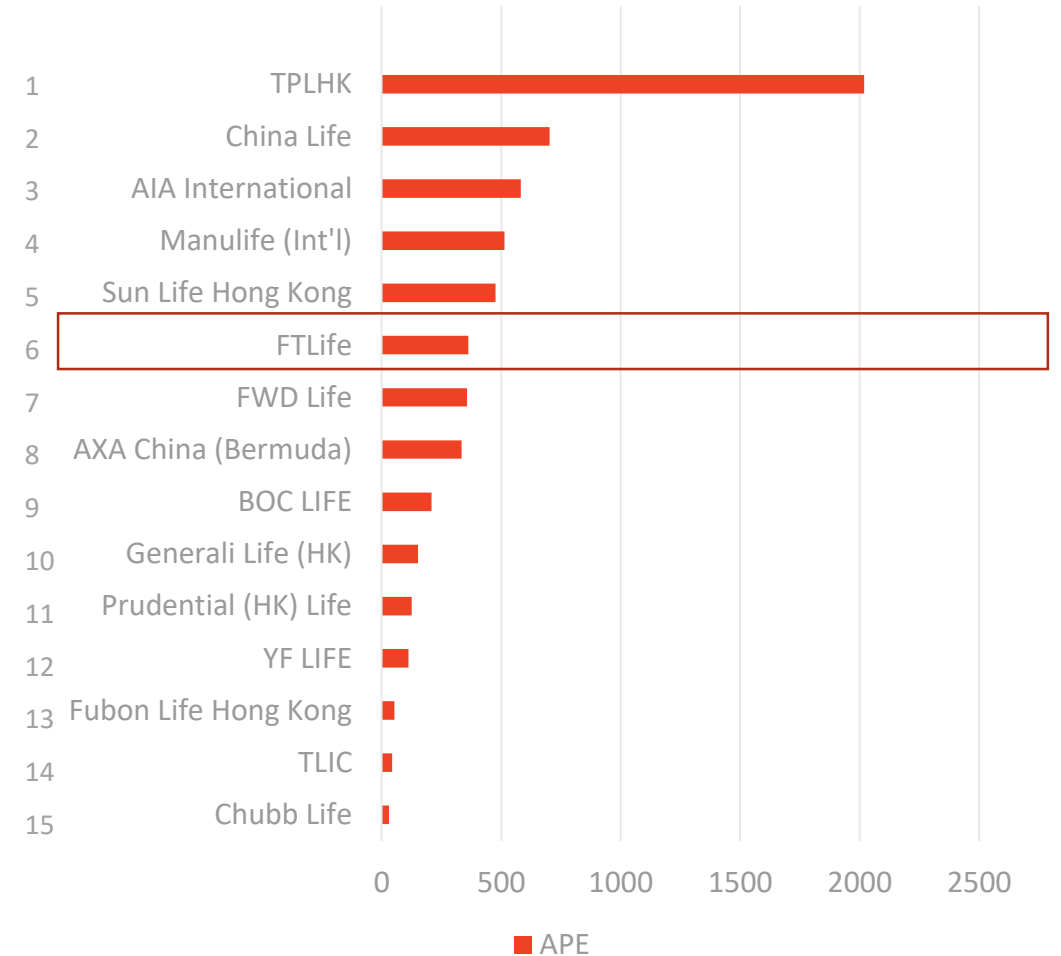
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Both channels' ranking improve in 1H 2020

Top 15 life insurer in HK by agency channel



Top 15 life insurer in HK by broker channel



01

Unlock the value of New World Ecosystem

- *Leverage customer touch points*
- *Enhance product and services offerings*
- *Maximize scale effects*

02

Accelerate digitalization over the value chain

- *Deepen engagement*
- *E-tools for distribution partners*
- *Digital servicing*

03

Collaborate with strategic partners across distribution channels and ecosystem

A large, abstract orange watercolor splash graphic on the left side of the slide, with various shades of orange and some darker spots, creating a textured, artistic effect.

Moving forward

- Transform our agency force to become the life cycle manager for our customers
- Leverage strategic partnership to broaden coverage in Hong Kong and GBA market in future
- Accelerate digitalization of our insurance platform to enable strategic partners collaboration and fully integrate to the New World Group ecosystem
- FTLife is well positioned and prepared for recovery in the near term; positive outlook for both FTLife and insurance sector in the long run.

Q & A



FTLife Insurance Company Limited
(Incorporated in Bermuda with limited liability)

New World Group Member