

Key Performance Indicators

1Q, 2018

Home Page : <http://ir.idbins.com>

※ FY2013: data for the nine months from April to December 2013
due to the revision of fiscal year.

Table of Contents

At a Glance	----- 2	
Financial Highlights	----- 3	
2018 Guideline	----- 4	
Financial Performance	----- 5	
- Income Statement & Premiums		
- Efficiency		
Long-Term & Auto	----- 7	
- Long-Term 1		
- Long-Term 2		
- Auto		
Asset Management & ALM	----- 10	
- Asset Portfolio		
- Investment Income		
- Loan Portfolio		
- ALM		
Capitalization	----- 14	
- Shareholder's Equity		
- Dividend Payout		
		Appendix ----- 16
		- Overseas Investment
		- Maturity Schedule
		- Exposure to Affiliates

DB Insurance

- ❖ DB is the 2nd largest player in Revenue & Profit in the Korean Non-Life Industry
- ❖ 24 consecutive profit-making years since 1994
- ❖ Global Rating : 「A(FSR)」, 「a+(ICR)」 by A.M.Best
「A-」 by S&P

- ❖ Market Cap. : 4,602 KRWbn (as of Mar.30, 2018)
- ❖ Outstanding Shares : 70.8 mn
- ❖ 52-week high/low : 84,500 won/58,700 won

M/S by Lines

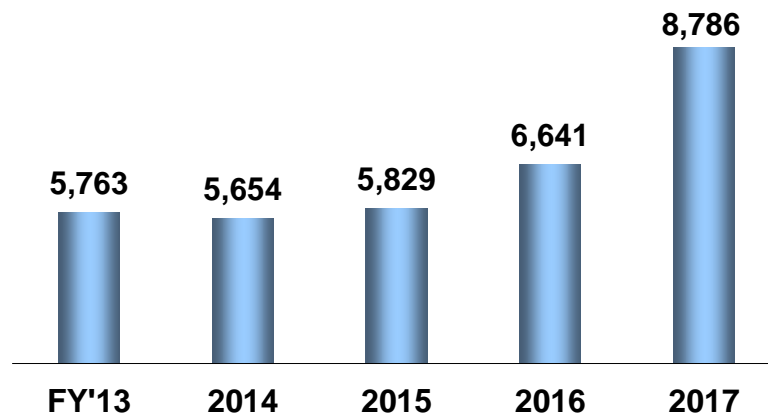
(%)	FY'13	2014	2015	2016	2017
Total	15.6	15.8	16.1	16.3	16.3
Auto	16.7	17.0	17.3	18.2	19.3
L-T	15.4	15.5	15.7	15.8	15.5
Commercial	15.4	15.3	16.2	15.8	15.2

* Based on Direct Premiums Written

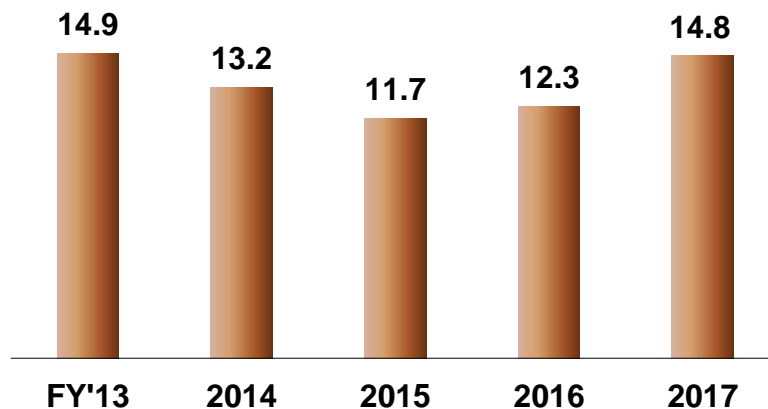
* Long-Term : Inc. Lump-sum payment products

EPS

(KRW)



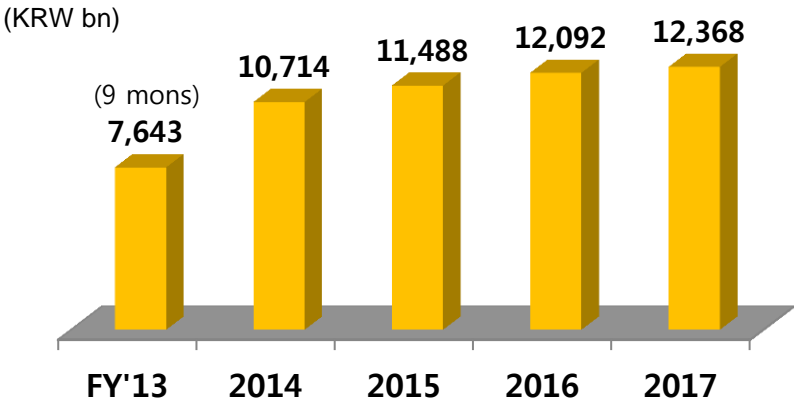
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Financial Highlight

Direct Premium Written

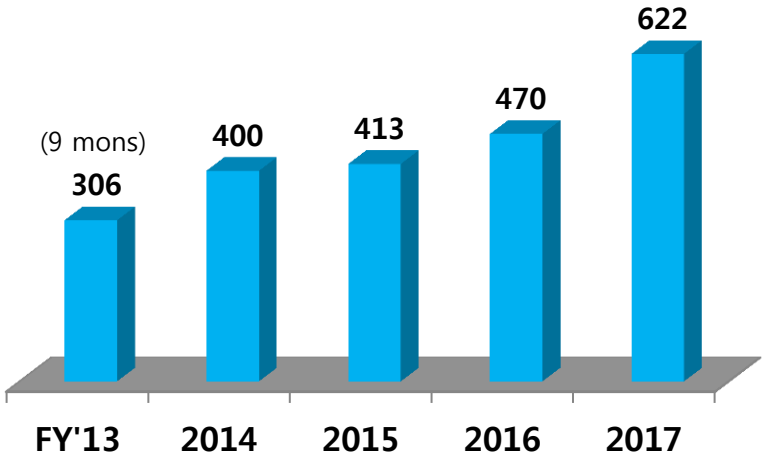
G/R 7.7 6.3 7.2 5.3 2.3 (%)



* G/R: Exc. L-T lum sum payment, FY'14 is compared with Jan.~Dec. of 2013

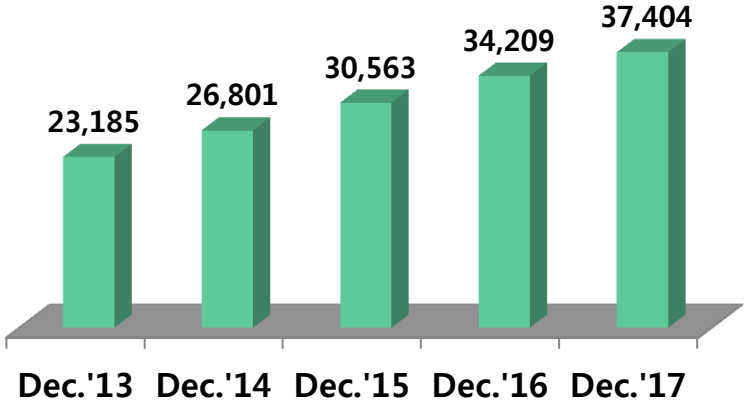
Net Income

(KRW bn)



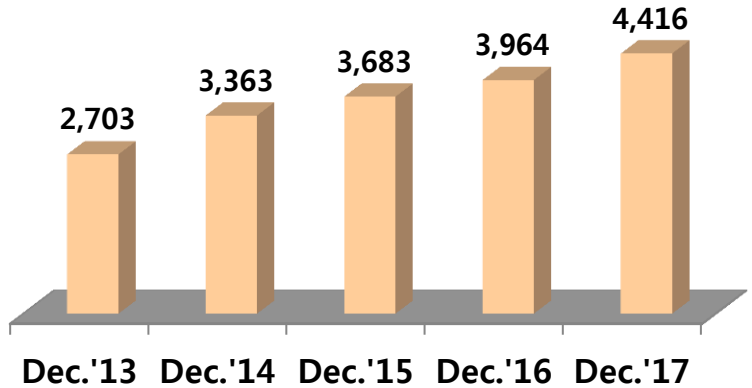
Total Asset

(KRW bn)



Shareholders' Equity

(KRW bn)



Strategic Direction

Accelerating growth based on sound management

Auto	<ul style="list-style-type: none"> ➔ Expand M/S based on stable L/R ➔ Flexible rate adjustment and U/W operation focusing on 'better risks'
Long term	<ul style="list-style-type: none"> ➔ Reinforce channel competitiveness to expand protection-type sales ➔ Strengthen market responsiveness of products and U/W
Commercial	<ul style="list-style-type: none"> ➔ Domestic: Secure sustainable growth engine through participating in policy insurance and launching new product ➔ Overseas: Expansion of new segment focused on profitability
Investment	<ul style="list-style-type: none"> ➔ Continue to expand asset duration ➔ Preemptive response to changes in asset value from rising rate

(KRW bn, %, %p)	2017 Results	2018 Guidance	G/R
Auto Premium	3,253	3,420	5.1
Long-term Premium	8,100	8,152	0.6
<i>(Protection Monthly New Avg.)</i>	<i>6.8</i>	<i>7.2</i>	<i>5.7</i>
Commercial Premium	1,016	1,038	2.2
Direct Premium Written	12,368	12,610	2.0
Total Loss Ratio	82.3	81.8	△0.5
Auto L/R	80.6	81.0	0.4
Long-term L/R	84.2	83.3	△0.9
<i>Risk L/R</i>	<i>83.5</i>	<i>82.0</i>	<i>△1.5</i>
Commercial L/R	64.3	65.0	0.7
Expense Ratio	19.2	19.4	0.2
Combined Ratio	101.5	101.2	△0.3
Investment Income	1,035	1,070	3.3
Yield	3.46	3.26	△0.20
Pre-tax Profit	827.3	870.0	5.2
Net Profit	622.1	642.0	3.2

* Properties excluded from long-term protection

** L/R: under IFRS accounting standards except for risk loss ratio (Risk loss ratio include IBNR reserve and exclude claim adjustment fees)

Income Statement & Premiums

Performance Overview

(KRW bn, %, %p)	2017	1Q		
		2017	2018	Gap
Direct Premiums Written	12,368	3,080	3,076	-4
(G/R)	2.3	3.4	-0.1	-3.5
Net Premiums Written	11,565	2,875	2,879	4
(G/R)	2.2	2.8	0.1	-2.7
Net Premiums Earned	11,441	2,825	2,875	50
(G/R)	3.0	3.4	1.8	-1.6
Loss Ratio	82.3	82.0	83.8	1.8
Expense Ratio	19.2	18.6	19.7	1.1
U/W Income	-176	-17	-99	-82
Investment Income	1,035	238	285	47
Inv. Yield	3.46	3.28	3.28	0.00
Net Income	622	159	110	-49

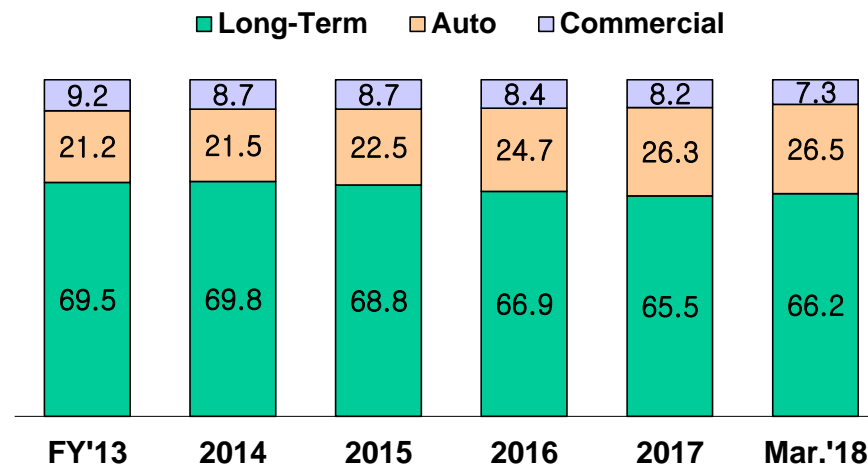
Direct Premiums Written

(KRWbn,%)	2017	1Q		
		2017	2018	G/R
Auto	3,253	813	816	0.4
Long-Term	8,100	2,035	2,036	0.1
Commercial	1,016	232	224	-3.8
Total	12,368	3,080	3,076	-0.1

* Long-Term : Includes lump-sum payment products

Percentage by Business Line

(%)



* Long-Term : Includes lump-sum payment products

Loss & Expense Ratio

(%,%p)		2014	2015	2016	2017	1Q		
						2017	2018	Gap
Loss Ratio	Auto	88.7	87.5	81.6	80.6	77.5	85.4	7.9
	Long-Term	87.3	86.3	86.1	84.2	84.8	84.5	-0.3
	Risk	91.3	90.0	90.2	85.9	88.4	89.1	0.7
	Commercial	70.6	72.5	76.5	64.3	61.8	64.3	2.5
	Total	86.8	86.0	84.6	82.3	82.0	83.8	1.8
Expense Ratio	Auto	19.4	19.0	19.1	18.3	19.4	18.5	-1.0
	Long-Term	15.9	16.7	17.3	18.9	17.8	19.9	2.1
	Commercial	25.9	27.2	27.0	28.7	26.6	23.0	-3.6
	Total	17.1	17.7	18.2	19.2	18.6	19.7	1.0
Combined Ratio		103.9	103.6	102.8	101.5	100.6	103.5	2.9

* Long-term risk loss ratio include IBNR reserve and claim adjustment fees

Long-Term 1

Initial Premiums of L-T

(KRWbn)	2014	2015	2016	2017	1Q	
					2017	2018
Accident	25.5	30.9	25.2	25.1	6.1	5.2
Driver's	11.2	14.7	22.4	21.5	4.7	4.4
Health	49.5	42.9	38.0	35.1	10.8	14.2
Integrated	0.9	-	-	-	-	-
Protection Mth. Avg.	7.3	7.4	7.1	6.8	7.2	7.9
(G/R)	-2.4%	1.6%	-4.1%	-4.6%	3.5%	9.6%
Property	9.3	15.1	16.0	15.4	3.9	4.0
Saving	44.8	32.5	11.1	2.9	1.0	0.7
Annuity	3.0	2.9	1.7	1.2	0.5	0.4
Saving Mth. Avg.	4.8	4.2	2.4	1.6	1.8	1.7
(G/R)	-20.7%	-11.7%	-42.9%	-32.4%	-31.8%	-6.0%
Total	144.2	138.9	114.4	101.1	27.0	28.7
Mth. Avg.	12.0	11.6	9.5	8.4	9.0	9.6
(G/R)	-10.6%	-3.7%	-18.1%	-11.6%	-6.2%	6.5%

L-T Premium Breakdown

(KRWbn)	2014	2015	2016	2017	1Q	
					2017	2018
Saving	4,357	4,498	4,389	4,077	1,053	977
Pct.	58.4%	56.9%	54.3%	50.3%	51.8%	48.0%
Risk	1,609	1,908	2,185	2,483	594	668
(G/R)	13.1%	18.5%	14.7%	13.4%	14.1%	12.5%
Expense	1,488	1,496	1,513	1,540	387	391
Risk+ Expense	3,097	3,403	3,698	4,023	981	1,059
Pct.	41.6%	43.1%	45.7%	49.7%	48.2%	52.0%

Persistency Rate

(%)	Dec.'15	Jun.'16	Dec.'16	Jun.'17	Dec.'17	Mar.'18
13th Month	84.6	85.5	84.7	83.0	82.4	82.4
25th Month	70.0	69.7	71.9	72.6	70.8	69.6

* Average rate of the last 12 months

Long-Term 2

New Monthly Premium for L-T by Channels

(KRWbn,%)		2016	2017	1Q	
				2017	2018
Pro- tection ①	Sum	86	82	22	24
	Pct.	100.0	100.0	100.0	100.0
	Tied	51	47	12	13
	Pct.	60.0	58.0	57.0	56.8
	GA	31	31	8	9
	Pct.	35.8	37.8	38.2	39.9
	Others	4	3	1	1
	Pct.	4.2	4.2	4.8	3.3

(KRWbn,%)		2016	2017	1Q	
				2017	2018
Total ①+②	Total	114	101	27	29
	Pct.	100.0	100.0	100.0	100.0
	Tied	73	60	16	17
	Pct.	63.8	59.9	59.2	58.9
	GA	37	37	10	11
	Pct.	32.4	36.1	36.4	37.8
	Others	4	4	1	1
	Pct.	3.8	4.0	4.4	3.3

(KRWbn,%)		2016	2017	1Q	
				2017	2018
Savings ②	Sum	29	19	5	5
	Pct.	100.0	100.0	100.0	100.0
	Tied	22	13	4	4
	Pct.	75.3	67.6	67.7	68.6
	GA	6	6	1	1
	Pct.	22.2	29.1	29.2	28.1
	Others	1	1	0.2	0.2
	Pct.	2.6	3.2	3.1	3.3

Bancassurance

(KRWbn,%)	2014	2015	2016	2017
Total	992	955	777	561
(M/S)	17.7	17.8	19.5	17.3
Long-Term	981	944	767	550
Commercial	11	11	11	11

TCM

(KRWbn,%)	2014	2015	2016	2017	1Q			
					2017		2018	
						Pct.		Pct.
Off-line	1,501	1,728	1,986	2,140	549	67.5	527	64.5
TCM	802	860	1,002	1,113	264	32.5	290	35.5
TM	802	860	921	909	226	27.8	218	26.7
CM	-	-	81	204	38	4.7	71	8.7
Total	2,303	2,588	2,988	3,253	813	100.0	816	100.0

* TCM: Tele-Marketing & Cyber-Marketing Channel
CM launched in Mar.'16

TCM M/S

(%)	2014	2015	2016	2017	Mar.'18
DB	19.9	18.4	18.6	18.7	18.5
Samsung F&M	21.9	25.8	28.4	29.5	30.9
Hyundai M&F	11.0	10.5	11.1	12.6	12.9
Kyobo AXA	16.0	14.9	12.9	11.1	9.9
Hanwha	5.7	5.8	6.7	6.8	6.8
KB	2.4	3.1	4.5	5.9	6.5
The-K	7.2	6.9	6.2	5.5	5.3

Off-line

(KRWbn,%)	2016	2017	1Q			
			2017		2018	
				Pct.		Pct.
Tied	1,037	928	241	43.8	224	42.6
GA	949	1,212	309	56.2	302	57.4
Total	1,986	2,140	549		527	

TCM percentage in the industry

(%)	2014	2015	2016	2017	Mar.'18
TCM	29.8	31.3	32.8	35.2	37.2
TM	23.3	23.2	21.1	19.6	19.2
CM	6.5	8.1	11.7	15.6	17.9

* Samsung had CM exclusively until 2015

Invested Asset Portfolio

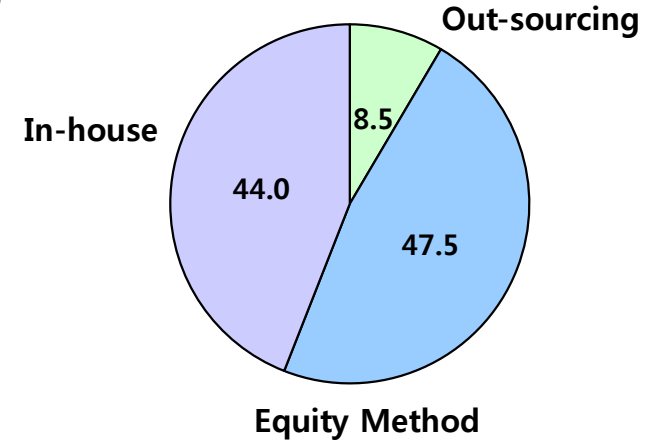
Invested Asset Portfolio

(KRW bn,%)	Dec.'16		Dec.'17		Mar.'18	
		Pct.		Pct.		Pct.
Invested Assets	29,229	100.0	31,609	100.0	31,616	100.0
Cash & Deposits	629	2.2	414	1.3	387	1.2
Equities	1,228	4.2	1,420	4.5	1,359	4.8
Bonds	12,364	42.3	13,085	41.4	12,898	40.8
Overseas	5,567	19.0	5,982	18.9	5,985	18.9
Loans	8,300	28.4	9,572	30.3	9,853	31.2
Real Estates	1,142	3.9	1,136	3.6	1,134	3.6
Total Assets	34,209		37,404		37,272	

Equity Portfolio

(As of Mar.'18)

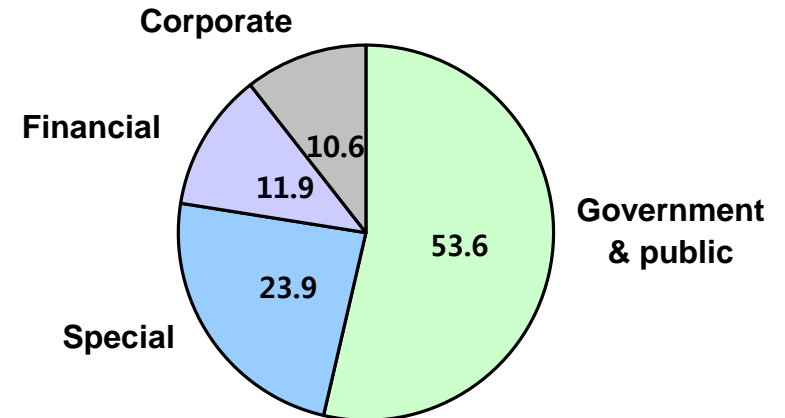
(%)



Bond Portfolio

(As of Mar.'18)

(%)



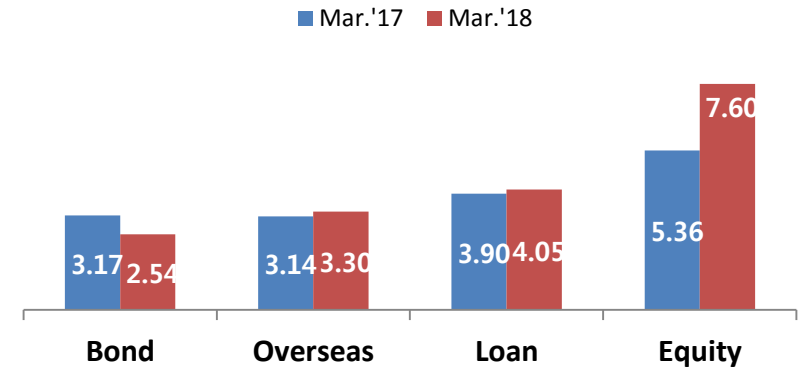
Investment Income

Investment Income

(KRWbn)	2016		2017		1Q	
		Yield		Yield	2017	2018
Cash & Deposits	37.9	3.9%	8.4	1.6%	-4.5	1.0
Equities	15.5	1.2%	76.2	5.9%	16.7	26.1
Bonds	439.6	3.7%	389.0	3.1%	97.4	82.3
Overseas	174.4	4.1%	204.8	3.6%	42.4	49.2
Loans	311.3	4.1%	350.0	4.0%	82.1	97.9
Real Estates	6.7	0.6%	6.9	0.6%	3.7	1.8
Total	985.4	-	1,035.3	-	237.8	258.3
Investment Yields	3.63%	-	3.46%	-	3.28%	3.28%

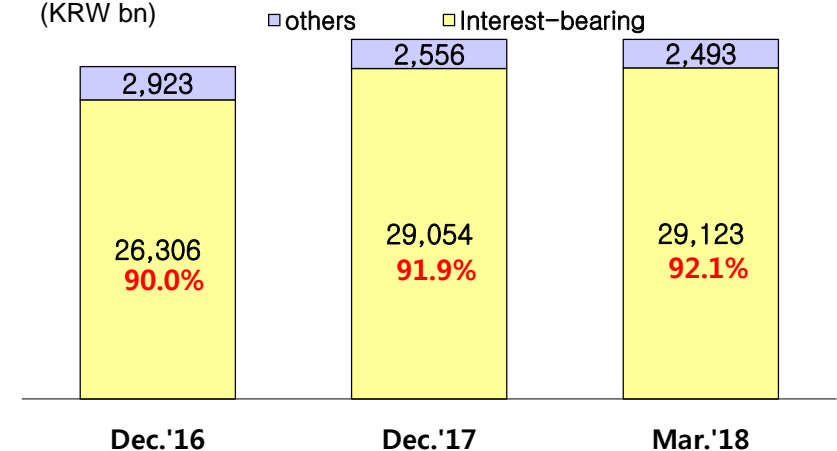
Investment Yields by Account

(%)



Interest-bearing Assets

(KRW bn)



Loan Portfolio

Loan Portfolio

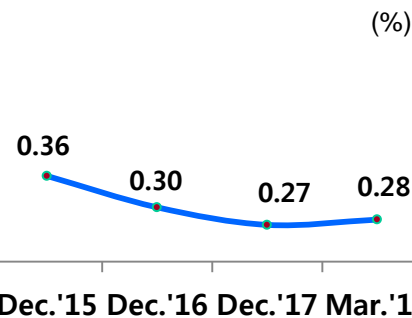
(KRW bn,%)		Dec.'16	Pct.	Dec.'17	Pct.	Mar.'18	Pct.
Retail	Sum	4,563	54.7	5,294	54.0	5,549	55.4
	Policy	1,832	22.0	2,106	21.5	2,181	21.8
	Real Estates	1,769	21.2	2,210	22.6	2,281	22.8
	Others	621	7.4	645	6.6	747	7.5
	Credit	341	4.1	333	3.4	341	3.4
Corporate	Sum	3,774	45.3	4,502	46.0	4,463	44.6
	Real Estates	1,047	12.6	1,136	11.6	1,085	10.8
	Others	91	1.1	53	0.5	48	0.5
	Credit	2,636	31.6	3,313	33.8	3,330	33.3
Total		8,338	100.0	9,796	100.0	10,012	100.0

* including allowance

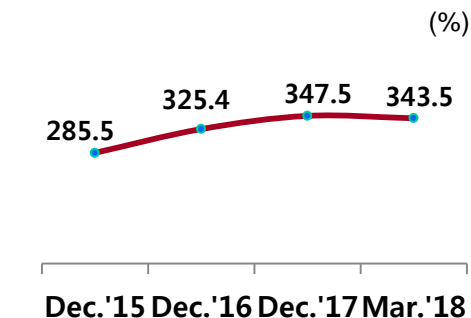
Loan Quality

(KRW bn,%)	Dec.'16	Pct.	Dec.'17	Pct.	Mar.'18	Pct.
Normal	8,304	99.6	9,760	99.6	9,973	99.6
Precautionary	9	0.1	10	0.1	11	0.1
Substandard	11	0.1	15	0.2	15	0.2
Doubtful	3	0.0	3	0.0	3	0.0
Estimated Loss	11	0.1	8	0.1	9	0.1
Total	8,338	100.0	9,796	100.0	10,012	100.0

NPL Ratio



Coverage Ratio



Dec.'15 Dec.'16 Dec.'17 Mar.'18

Dec.'15 Dec.'16 Dec.'17 Mar.'18

* NPL(Non-Performing Loan) : Below Substandard / Total Loan

* Coverage Ratio : Reserve for Loss / Below Substandard

L-T Savings Premium Reserves

(KRW bn)	Jun.'16	Dec.'16	Jun.'17	Dec.'17	Mar.'18
Fixed	8,483	9,162	9,844	10,536	10,877
	39.5%	40.7%	42.1%	43.5%	44.2%
Floating	12,993	13,341	13,555	13,700	13,716
	60.5%	59.3%	57.9%	56.5%	55.8%
Total	21,477	22,503	23,398	24,236	24,593

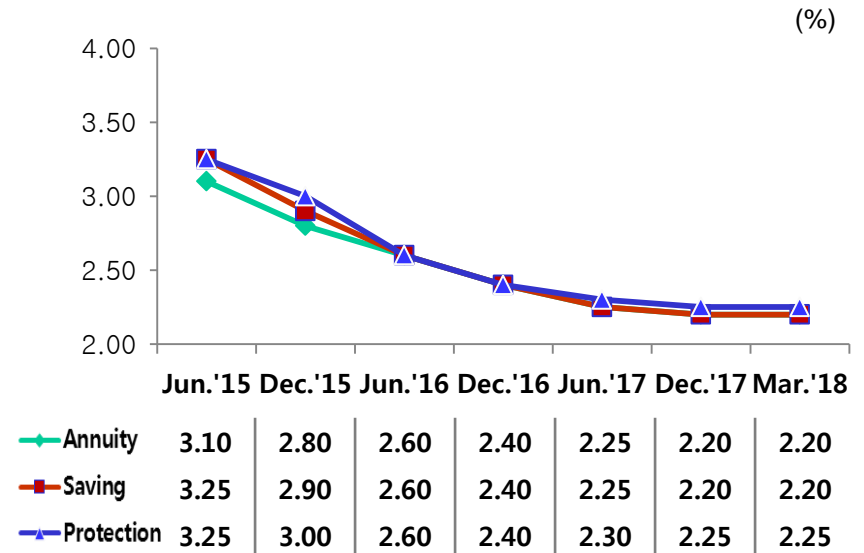
Asset/Liability Duration

(%)	Jun.'16	Dec.'16	Jun.'17	Dec.'17	Mar.'18
Asset	5.39	5.70	8.24	8.38	8.49
Liability	5.91	6.28	7.45	8.32	8.30
GAP	-0.52	-0.58	0.79	0.06	0.19

Interest Rate on Reserves

(%)	Jun.'16	Dec.'16	Jun.'17	Dec.'17	Mar.'18
Fixed	3.97	3.95	3.90	3.89	3.85
Floating	3.04	2.95	2.69	2.65	2.59
Total	3.40	3.35	3.20	3.17	3.15

Crediting Rate Trend by Products



Shareholder's Equity

Shareholder's Equity

(KRW bn)	Dec.'14	Dec.'15	Dec.'16	Dec.'17	Mar.'18
Shareholders' Equity	3,363	3,683	3,964	4,416	4,160
Common Stock	35	35	35	35	35
Capital Surplus	38	38	38	38	38
Retained Earnings	2,710	3,031	3,403	3,920	3,885
Capital Adjustment	580	579	488	422	202

* Under K-IFRS accounting standards

RBC Ratio(Separate)

(KRW bn, %)	Jun.'16	Dec.'16	Jun.'17	Dec.'17	Mar.'18
Available Capital	4,542	4,346 (4,321)	5,328 (5,317)	5,385 (5,369)	5,270 (5,248)
Required Capital	1,974	2,198 (2,501)	2,260 (2,559)	2,356 (2,663)	2,359 (2,666)
RBC Ratio	230.1	197.5 (173.5)	235.8 (207.8)	228.5 (201.6)	223.4 (196.9)

* Consolidated figures in the bracket

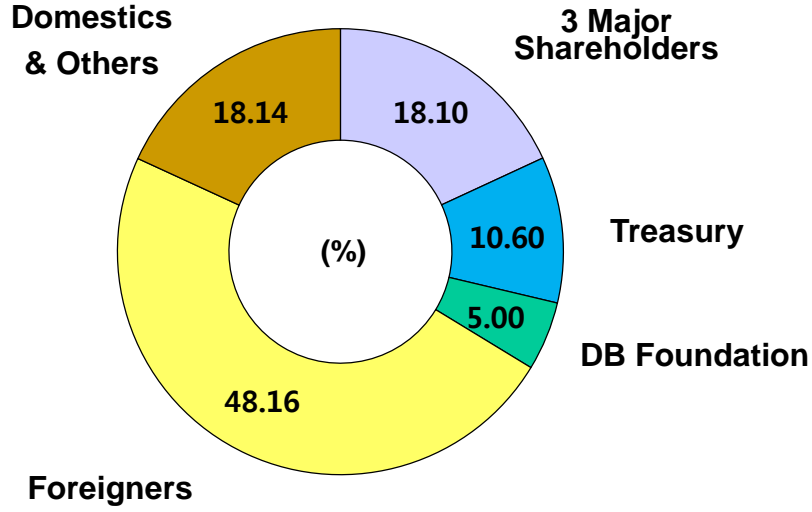
Dividend Payout

Dividend Payout

(KRW bn, %)	FY'13	2014	2015	2016	2017
Dividend Payout Ratio	20.7	22.9	23.8	22.2	23.4
Dividend Amount	63	92	98	104	146
Net Income	306	400	413	470	622
Dividend Yield	1.8	2.7	2.2	2.6	3.2
Dividend per Share (won)	1,000	1,450	1,550	1,650	2,300
Stock Price (won)	55,750	54,600	71,275	64,360	71,500

Shareholders Breakdown

(As of Mar.'18)



Appendix

- **Exposure to Affiliates**
- **Overseas Investment**
- **Maturity Schedule**

Overseas Investment

(as of Mar.'18)

(USD mn)		Amount		Comment
Bonds	Government/CD	151,531	2.8%	Government bond of AAA rating or Short-term financial instrument(CD, MMF)
	Corporate Bonds	4,483,330	83.3%	Foreign corporate bonds
	Korean Paper	174,004	3.2%	Domestic corporate bonds denominated in U.S dollar
	Structured Notes	304,998	5.7%	Interest payments based on a benchmark interest rates of Korea or other developed markets
Equities		65,948	1.2%	Global equities(Individual stocks, ETF, etc.)
Real Estates		46,301	0.9%	Long-term investment in the U.S, Europe, etc.
Other Funds		157,906	2.9%	Multi-asset fund, Absolute return fund, etc.
Total		5,384,017	100.0%	

Maturity Schedule

Maturity Schedule of L-T Savings Premium Reserve

(as of Mar.'18)

(KRW bn, %)	~1 yrs	1~2	2~3	3~4	4~5	5~6	6~7	7~10	10~15	15~20	20yrs~	Total	Pct.
Under 1.5%	0	0	0	0	0	0	0	0	0	0	0	0	0.0
1.5~2.0%	0	0	0	0	0	0	0	0	0	0	0	0	0.0
2.0~2.5%	523	412	358	361	212	58	52	307	322	228	2,359	5,192	21.1
2.5~3.0%	467	371	465	996	525	389	409	1,213	700	507	2,229	8,272	33.6
3.0~3.5%	42	7	15	0	18	68	16	25	85	88	509	873	3.6
3.5~4.0%	2	35	72	14	6	6	8	51	162	352	6,876	7,584	30.8
4.0~4.5%	33	55	57	89	81	29	18	192	108	150	1,251	2,064	8.4
4.5~5.0%	7	0	0	0	0	0	1	3	7	11	21	50	0.2
5.0~5.5%	17	0	0	0	1	1	1	5	18	33	120	198	0.8
5.5~6.0%	0	0	0	0	0	0	0	0	0	0	0	0	0.0
6.0~6.5%	0	0	0	0	0	0	0	1	2	4	8	15	0.1
6.5~7.0%	0	0	0	0	0	1	1	3	10	8	14	37	0.2
7.0~7.5%	0	0	0	0	0	0	0	1	4	7	12	24	0.1
7.5~8.0%	0	1	2	4	5	7	8	37	95	66	58	282	1.1
Total	1,092	881	969	1,465	848	559	514	1,838	1,515	1,452	13,459	24,593	
Pct.	4.4	3.6	3.9	6.0	3.4	2.3	2.1	7.5	6.2	5.9	54.7	100.0	

Exposure to Affiliates

Equities & Bonds

(as of Mar.'18)

(KRW bn)	Ownership	Acquisition Value	Book Value
Equities			
DB Life	99.83%	302	312
DB Financial Investment	25.08%	74	52
DB Capital	87.11%	55	55
Total		431	

*Limit: Min. [3% of total asset or 60% of shareholder's equity]

Loans

(as of Mar.'18)

(KRW bn)	Amount	Transaction
DB Life	10	Private Placement
DB Financial Investment	28	Corporate Bond
DB Capital	4	Credit Loan
Total	42	

*Limit: Min. [2% of total asset or 40% of shareholder's equity]

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