



FOR IMMEDIATE RELEASE
PRESS CONFERENCE HIGHLIGHTS

Kuala Lumpur, 6th June 2014:-

Tune Ins Holdings Berhad (“TIH”) held their 3rd Annual General Meeting attended by Chairman & Independent Non-Executive Director, Razman Hafidz Abu Zarim; Non Independent Non-Executive Directors Tan Sri Dr. Tony Fernandes, Datuk Kamarudin Bin Meranun and Mr. Tan Hong Kheng; Independent Non-Executive Directors Mr. Ng Siek Chuan and Ms. Tan Ming-Li; members of TIH’s senior management team and shareholders of TIH. Among the key highlights presented at the AGM were:

1. Financial overview of FY2013
2. Updates on the Group’s key strategic initiatives
3. Updates on 1Q 2014 performance and future plans

Key highlights reported by TIH’s CEO, Mr. Peter Miller:

Financial Overview of FY2013

- **Listed on Main Market of Bursa Malaysia with market cap of above RM1 billion**
- **TIH recorded stellar performance with profit after tax of RM72.5 million in FY2013, and YOY revenue increased by a high 71.9%**
- TIH’s general insurance subsidiary Tune Insurance Malaysia Berhad (“TIMB”) recorded a good year enabling net profit of RM27.1 million
- TIMB’s Capital Adequacy Ratio (CAR) remains strong at 269.7% as at FY2013 (up from 226% in FY2012)
- **TIH’s online insurance business sales enjoyed a fantastic run, growing faster than anticipated, as evident in the big jump of number of policies issued by 33% YOY to 8 million policies in FY2013**
- **TIH did not disappoint, and in fact, achieved excellent shareholder value creation with total shareholders return of 47% and ROE of above 18%**
- **Shareholders will be happy to note that dividend payout to shareholders was proposed and accepted by shareholders at 40% of PAT, which is consistent to TIH’s Dividend Policy outlined in TIH’s Prospectus during its IPO**
- For TIMB, the transformation of the general insurance business progressed very well with:
 - Rebalancing of portfolio mix to 32% motor as at FY2013
 - Achieved underwriting profit of 6%
 - Launched 8 new products in FY2013 including SME Group Hospital & Surgical Insurance to cover employees’ medical and health
 - Expansion of number of agents and re-alignment of branch network
- Expansions and Strategic Initiatives
 - TIH continued to expand its online reach, entering into new markets of Myanmar and Taiwan in FY2013
 - A strategic partnership with Cebu Pacific Air was inked in June 2013, opening doors to international passengers of the airline to purchase our insurance
- Received SMEs Best Brands Award for SME Blue Chip Award, General Insurance Category from Brand Laureate 2013



1Q 2014 Performance and Future Plans

- **A positive start for the year for TIH, with its 1Q 2014 profit after tax up 34% YOY**
- Online sales continued to grow, despite slowdowns in air travels to certain countries. We achieved 14.1% YOY growth in gross online travel sales
- TIMB sales grew 27.4% YOY with continued underwriting profits of 7.7% (before MMIP)
- TIMB CAR improved to a healthy 283.5% as at end 1Q 2014
- **Signed JV agreement with Cozmo Travel in UAE in January 2014, set up Tune Protect Commercial Brokerage LLC, and subsequently launched Tune Protect travel insurance to Air Arabia passengers in the UAE. Peter emphasized that this deal has provided a fantastic foundation for TIH in MENA which he firmly believes TIH can build on to create a sizeable presence in MENA**
- **Acquired 49% equity interest in Osotspa Insurance Public Company Limited and 49% equity interest in Permpoonsub Broker Company Limited, paving the way for TIH entry into Thailand. Peter is very excited by this opportunity and believes TIH can develop a meaningful presence in Thailand as well as establish a 'cookie cutter' model that can be used in future markets that TIH will establish direct operations in.**
- Launched Tune Insurance Hotel Guest Cover for Tune Hotel guests in Malaysia
- Launched Human Resource's Risk Management Solution Product for 600,000 SMEs In Malaysia

Focus in 2014

- ✓ **TIH remains committed to the strategies outlined at the time of IPO:**
- ✓ **Our number one attention is on our existing online partners and growing profitable general insurance business in Malaysia and Thailand**
- ✓ **We will use our proven expertise to establish new strategic partnerships outside of AirAsia and Tune Group, including with new Airline partners and big corporations**
- ✓ **We will leverage on shareholder network to develop new partnerships and secure sizable deals.**
- ✓ **We will further strengthen our footing regionally in Asia as well as in MENA and are already moving ahead with expansion plans into Indonesia**
- ✓ **We will offer customers with a wider range of hassle-free and affordable products via our alternative B2C online platform**
- ✓ **In driving profit, we will remain capital light and leverage on available technology, process, knowledge transfer and reinsurer arrangements to optimise business transactions and profitability**

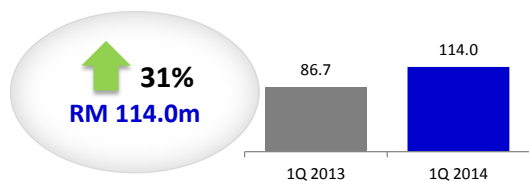
Aspiration

- ✓ **TIH believe that we have the right formula for success. Peter detailed how an aspiration of having a market cap in excess of RM6 billion by Y2018 (taking 20 times Price per Earning multiple), could be realised including:**
- ✓ **From our synergistic Air Asia business, partnerships with current and future airline companies, rising contribution from TIMB's offline business, our developing B2C channel, Thailand and UAE's abundance of opportunities and with entry into populous Indonesia in the pipeline.**

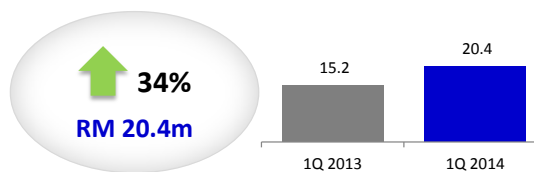
All resolutions under Ordinary and Special Businesses as contained in the Notice of 3rd AGM dated 6 June 2014 were duly passed by the shareholders of TIH.

Figure 1: TIH Key financial highlights for 1Q 2014

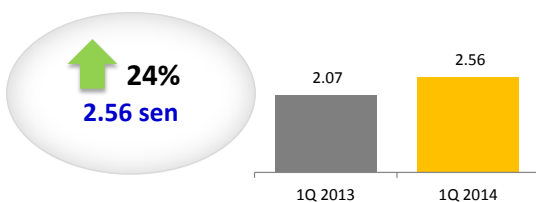
Operating Revenue (RM'mil)



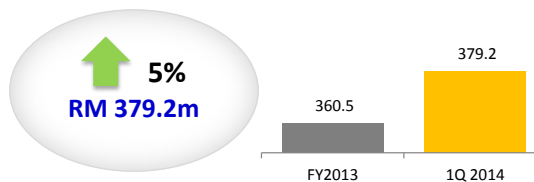
Profit After Tax (RM'mil)



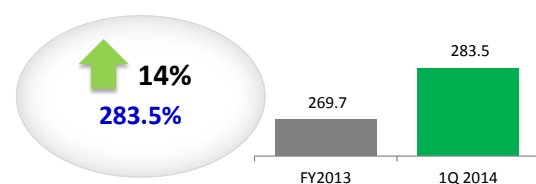
Earnings Per Share (sen)



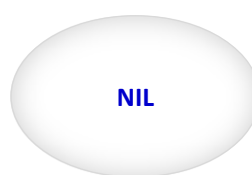
Shareholder's Equity (RM'mil)



TIMB CAR ratio (%)



Borrowings (RM'mil)



End

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TUNE INS INVESTOR APP ACCESS+

The corporate vision for Tune Insurance has always been to be simple, innovative and create industry standards. Adding to their list of achievements and milestones was the introduction of *Tune Ins Investor App Access+*; Tune Insurance's very own app. Be it investors, media or consumers, the app allows you into the creative and growing world of Tune Insurance through their contemporary and comprehensive application, with a simple click.

"With this development, Tune Insurance aims to connect with its investors and consumers anytime, anywhere," explained Peter Miller, CEO of Tune Ins Holdings Berhad. "Information that previously would require them to log on to our website to obtain, can now be accessed through one convenient digital channel, the *Tune Ins Investor App Access+*," he added.

The current features of *Tune Ins Investor App Access+* include Corporate Info, Events and CSR program updates, Tune Insurance videos, the Press Centre for easy access for the media as well as updates of news and progress, current and previous Annual Reports and Stock Info updates.

The launch of this corporate app makes Tune Insurance the first home-grown insurance company to reach out to its investors and consumers using a mobile corporate application. *Tune Ins Investor App Access+* is available on the Apple App Store and the Android Google Play and is free for all.