

The background is a solid dark blue color. It features a decorative pattern of circular arrows in a lighter shade of blue. The arrows are arranged in a grid-like fashion, with some overlapping. The arrows in the top right and bottom left corners are more prominent and larger, while those in the center are smaller and more faded. The overall effect is a subtle, repeating geometric pattern.

# TQMalpha

Analyst Meeting

4 August 2022

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**1**

**Rationales of transformation**

**2**

**TQMalpha, more than TQM Corporation**

**3**

**Roadmap & milestone**



The ground is ready

The place is here

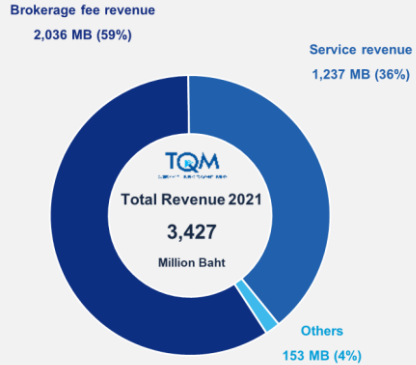
The time is now

The opportunity is limitless

The future is **TQMalpha**

## Risk

- Risks of concentrating in insurance business while living in VUCA world



## Unlock potential

- To generate higher growth and seek for new opportunities by expanding to other businesses with TQM's vast customer base



## Technology

- Emerging technologies give opportunities for transformation



## Customer Behaviors

- Total solution is a key to create value for customers nowadays

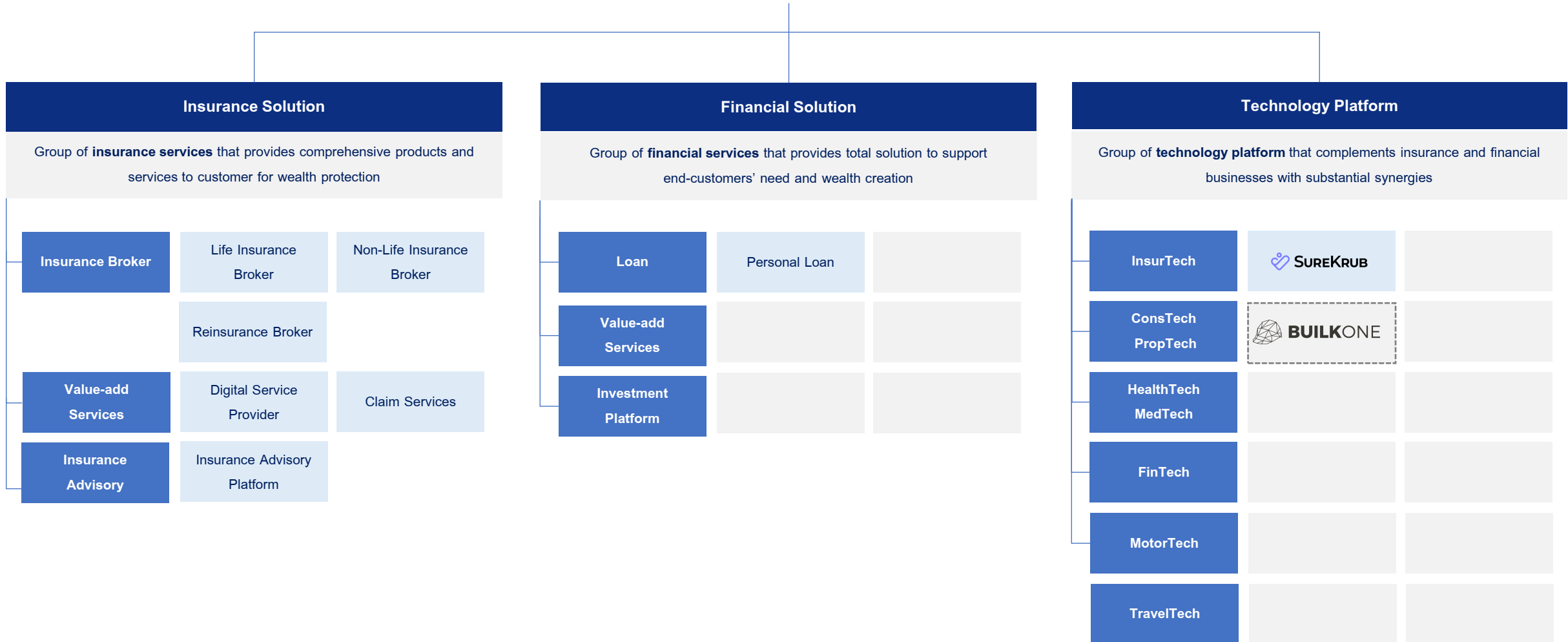


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***Mission***

***To remove life uncertainties with insurance and finance***







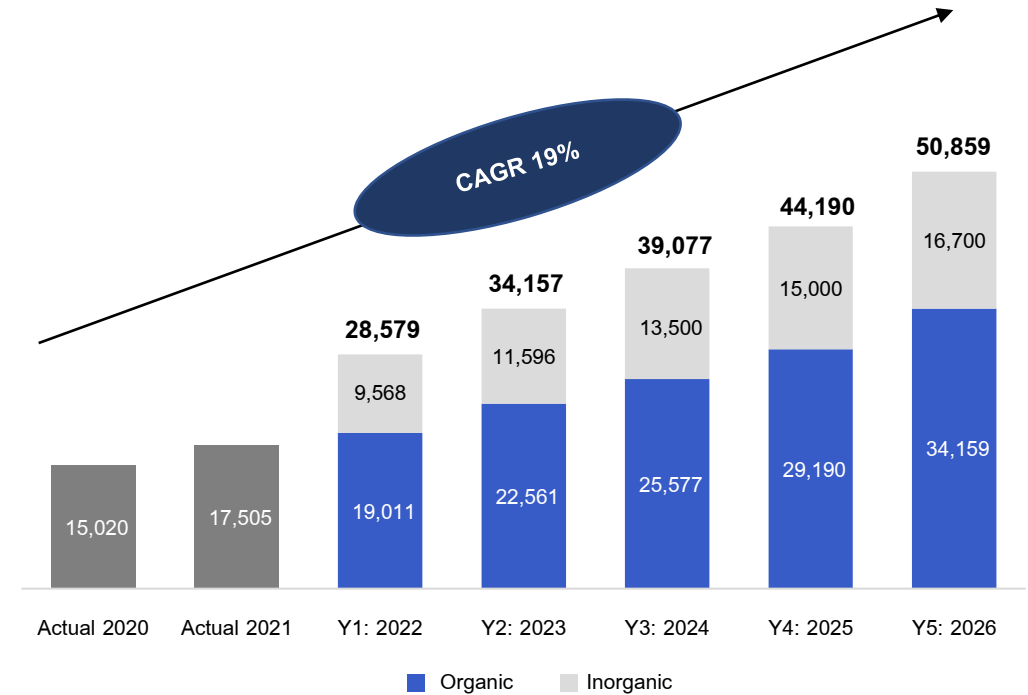
## Strategies

- Grow faster than the market to gain market share
- Generate demand, especially in non-motor products
- Leverage large customer base (> 3.5 million) and data analytics



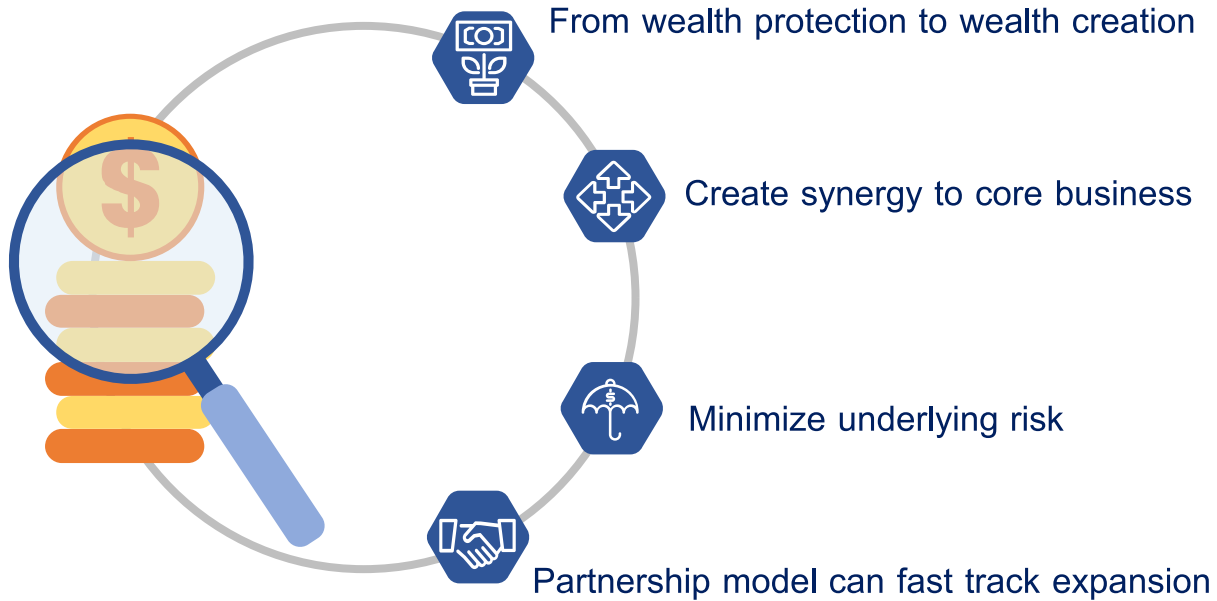
## Target

To achieve 50 Billion baht premium in 2026

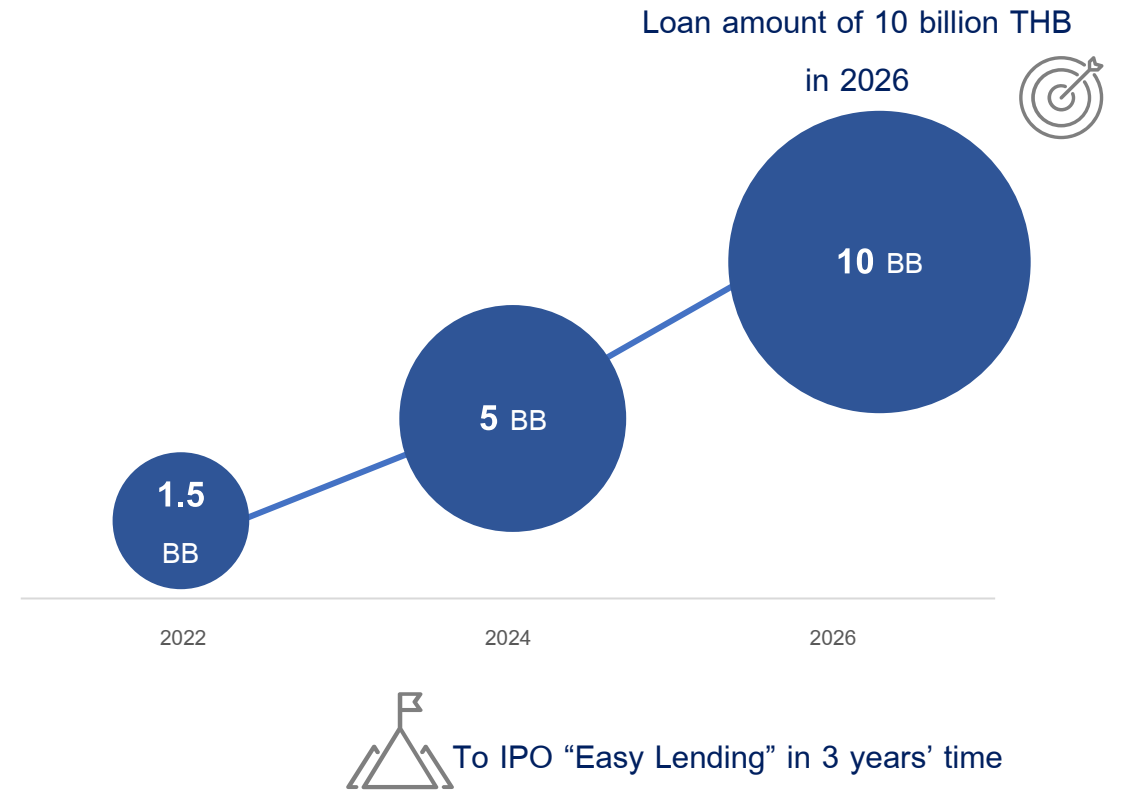




### Strategies



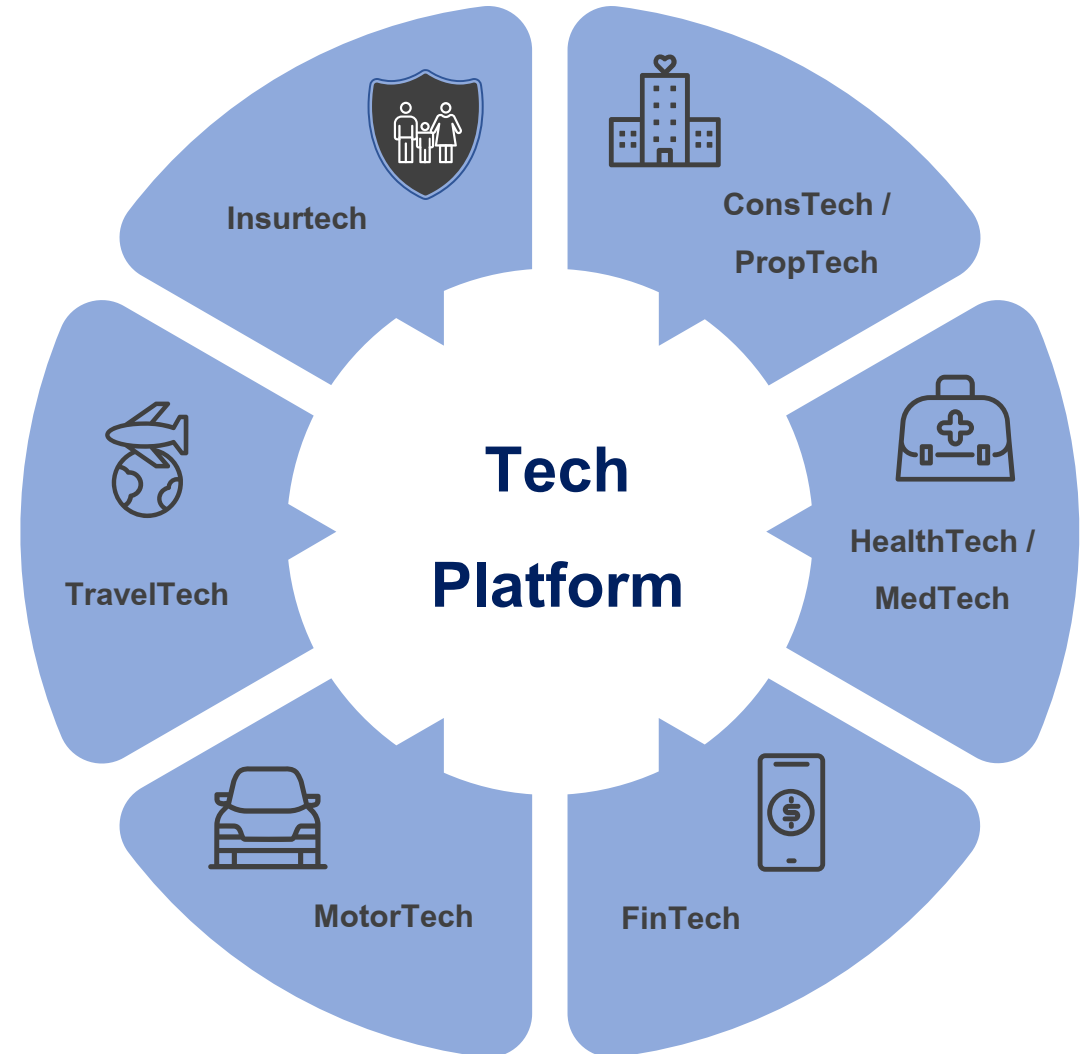
### Target





## Strategies

- Build or invest in technology platform that complements and creates synergies with insurance and/or financial solution businesses
- Long-term, not venture capital investment
- No cash burning, must be a profitable business
- Target two M&A per annum; currently more than 10 targets in the pipeline





Builk One Group provides services and development of advanced business management software, as well as e-commerce service for construction, property and other non-construction industry.

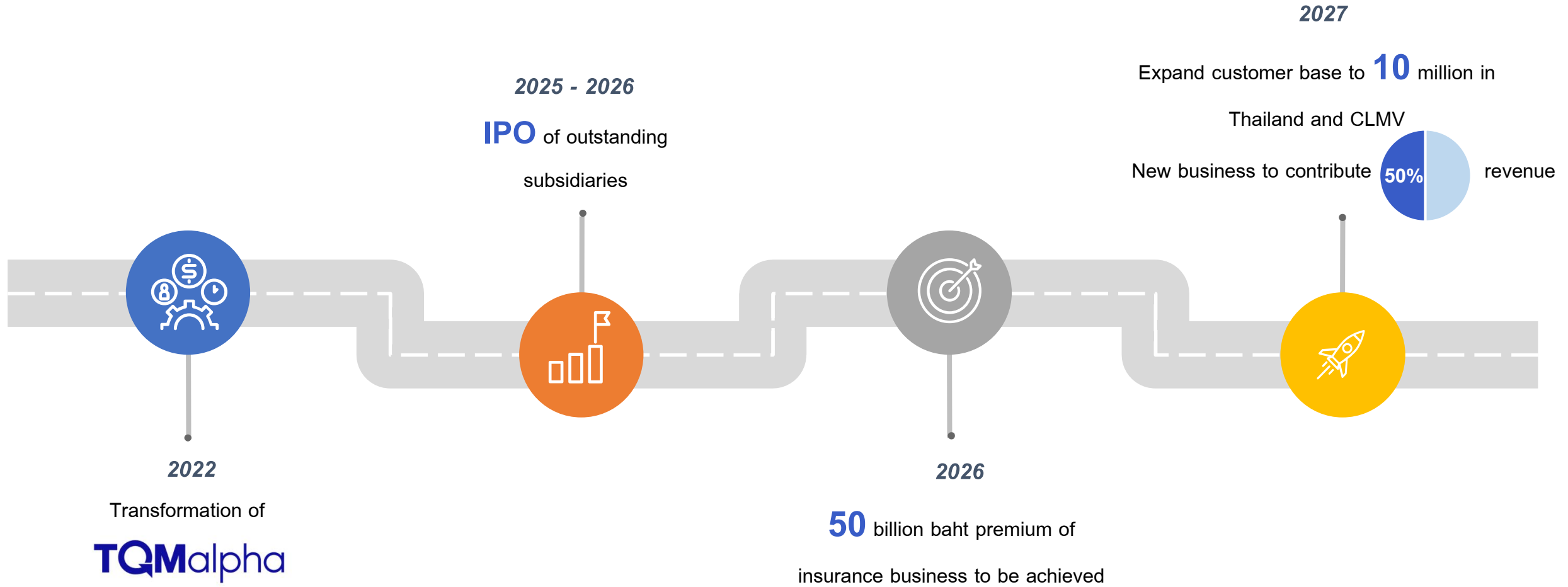


2021	Revenue	Net profit
THB	341,158,307	4,429,023

- On 3 August 2022, TQM’s BoD approved the entering into the sales and purchase agreement to acquire Builk One Group’s shares
- TQM to acquire **40%** shares, totaling **247.09** million THB
- **Objectives:**  
To expand insurance and financial businesses by leveraging platform and customer base of Builk One Group  
To develop technology by leveraging Builk One Group’s expertise
- The transaction is expected to be completed within the third quarter of 2022.

Major shareholders of Builk One Group after the Share Acquisition transaction		Number of shares	Percentage
1	TQM Corporation Public Company Limited	486,907	40.00%
2	Longkong Asset Company Limited	365,316	30.01%
3	SCG Distribution Company Limited	226,165	18.58%
4	Other shareholders of Builk One Group	138,864	11.41%
<b>Total</b>		<b>1,217,252</b>	<b>100.00%</b>

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## Investor Relations Contact

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