

## 安聯人壽新聞聲明稿

2010/11/08

今日(2010年11月8日)蘋果日報財經B2版刊登「安聯人壽將退出台灣及正尋求買家」之相關新聞訊息均屬錯誤資訊，並非事實! 市場上不斷謠傳安聯人壽可能退出台灣之訊息，不論是過去或現在，事實證明這些只是誤導民眾的謠言。台灣是安聯集團極重視之主要壽險市場之一，我們不僅在業務面持續成長獲利，對於報導中所提到台灣壽險業者面臨利差損所帶來之財務壓力，亦因安聯人壽在傳統高預定利率保單之業務比重非常低，因此利差損的曝險相當有限。這與絕大多數已撤離或考慮撤離台灣市場的外商壽險公司之情況迥然不同。

報導中提到關於40號公報對台灣壽險業影響之部分亦有所偏頗。40號公報第一階段將於2011年開始實施，對壽險業之影響相當有限，亦不會對安聯人壽造成額外的財務壓力。至於40號公報第二階段，目前尚未公布實施時程與細則，業界普遍認為對於銷售較多長年期及保證型之傳統型保單的公司影響較大，然對投資型保單則較不具影響。

安聯人壽不但將持續耕耘台灣，更將積極擴大服務版圖，繼2008年保險業務菁英人數成長30%，2009年更招募超過1,000名業務員，一舉超越2,000人之年度大關，今年及未來安聯人壽仍將放遠目標，繼續積極招募業務員新血以深耕台灣市場。2010上半年安聯人壽之初年度保費收入相較去年同期成長50%達近326億新台幣，以該初年度保費收入觀察列名台灣之前四名壽險公司，並於年初榮獲天下雜誌台灣百大金融業評比排名第八。國際標準普爾信用評等機構在台長期合作夥伴-中華信用評等機構並於日前給予安聯人壽「twAA」之財務實力肯定，其長期信用評等展望為「穩定」。凡此種種皆已證明安聯人壽成功的經營模式，並加深我們深耕台灣的決心與承諾。

## Statement by Allianz Taiwan Life Insurance

2010/11/08

Today the Apple Daily (November 8<sup>th</sup>, 2010) printed a story headlined “Allianz Life is said to leave Taiwan”. We would like to confirm that there is no truth in the article or the rumor that Allianz is looking for a buyer. This rumor has been circulating for two years now and it has no basis in truth. Taiwan is one of the most important life insurance markets for Allianz. Our situation is very different to most of the companies who have left or might consider leaving. The financial pressure which has been caused by the negative spread issue in Taiwan has less impact on Allianz because we have a smaller portfolio of traditional business. Our business is growing and it is profitable.

The article also contains some misleading statements about the impact of IFRS 4 on the insurance industry in Taiwan. IFRS 4 Phase One will be implemented in 2011 and will have limited impact on life insurance companies. It will not create any financial strain for Allianz. The rules for IFRS 4, Phase Two are not yet finalized but the industry expects the impact will be more significant for companies carrying longer-term, traditional, guaranteed liabilities and less significant for unit-linked products.

Allianz is committed to the Taiwan market, and will expand its operation in Taiwan. After Allianz grew the agency force by 30% in 2008 and successfully recruited more than 1000 agents in 2009, we plan to continuously increase manpower this year and in the following years. The company also maintained its No. 4 position in the life insurance market in first half 2010 and was ranked at No.8 of Taiwan’s Top 100 financial enterprises by the Common Wealth Magazine this year. Taiwan Ratings, the local partner of Standard and Poors, recently confirmed Allianz Taiwan Life “twAA” Rating with a stable outlook. Our results demonstrate that our business model works, and further reinforce our commitment to grow our life insurance business in Taiwan.

### 【安聯人壽】

2009 年台灣投資型保單銷售冠軍，市場佔有率超越 37%，為台灣壽險市場投資型保單之第一領導品牌。安聯人壽近年致力於透過多元通路與完整投資型商品平台發展，並依據客戶的需求，規劃並提供最適合的保險理財方案，為台灣壽險市場創新概念商品之先趨，2010 年並獲得天下雜誌百大金融業排行第 8 名之榮耀。

### 【安聯集團】

安聯集團於亞太地區營運據點遍佈 15 個市場，提供產險、壽險以及資產管理的核心事業。全球來看，安聯集團是保險公司與金融服務提供者的世界領導品牌之一。創立於 1890 年，安聯集團遍布全球超過 70 個國家並且擁有超過 153,000 位員工，為全球超過 7500 萬名客戶提供產險、壽險以及資產管理等服務。

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