

# MTL Fact Sheet

The Company for Forward Thinking People

เมืองไทย  
ประกันชีวิต  
MUANG THAI LIFE ASSURANCE

Vol. 22: November 2016

## Key information

### Vision

“ To be the customers’ trusted lifetime partner through innovative life and health solutions by putting customers at the heart of everything we do ”

### Mission

- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services that help our customers attain financial security and lead healthy and fulfilling lives.
- ❖ We give our priority to long-term sustainability together with delivering happiness to our customers, employees, partners, shareholders and society.

### Core Values

#### The M Powered C

- Customer Centric
- Creativity
- Commitment to Success
- Collaboration
- Caring

#### Company Profile:

6 April 1951 Date of establishment  
1 October 2012 Conversion to public company limited

Registered Capital: 1,000 million Baht

#### Shareholding Proportion:



Chairman: Mr. Photipong Lamsam

President & CEO: Mr. Sara Lamsam

No. of Branches: 171

No. of Agent Offices: 58 (as of Oct 2016)

No. of Care Service Network: Hospital (279), Clinic (140)

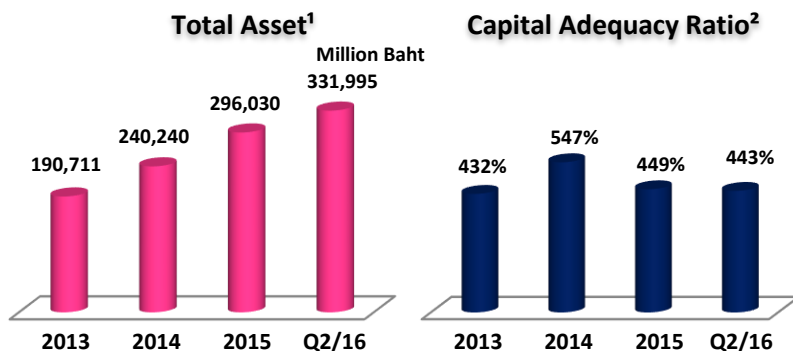
Representative Office: Yangon, Myanmar

#### Credit ratings:

	FitchRatings		S&P Global	
	Rating	Outlook	Rating	Outlook
International	BBB+	Stable	BBB+	Stable
National	AAA (tha)	Stable	aaA+ (Asean)	-

(As of 27 Jul 16) (As of 29 Nov 15)

## Financial Highlight



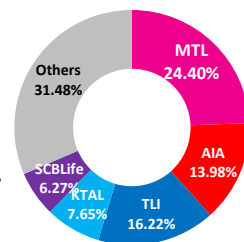
Remarks: 1. Asset data has been reviewed by the Certified Public Account.  
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

## Market Position

1 – 30 September 2016

### New Business Premium

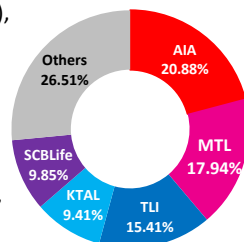
MTL ranked **No. 1** in life insurance industry equivalent to 3,510.37 MB, with growth of 20.36% (YoY), with market share at **24.40%**



### First Year Premium

MTL ranked **No. 1** in life insurance industry equivalent to 1,639.95 MB, with growth of -17.53% (YoY), with market share at **18.46%**

### New Business Premium



### Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 8,737.17 MB, with growth of 22.77% (YoY), with market share at **17.94%**

### Total Premium

### Overall Life Insurance Industry

- ✓ New Business Premium of 14,388.24 MB with growth of 8.26% (YoY)
- ✓ First Year Premium of 8,882.91 MB with growth of -1.92% (YoY)
- ✓ Total Premium of 48,708.20 MB with growth of 9.50% (YoY)

Source: The Thai Life Assurance Association

## January - September 2016

### MTL No. 1 New Business Premium

which was equivalent to 25,835.98 MB,  
with market share at **21.66%**



**MTL: -6.98% growth (YoY)**  
Industry: -2.81% growth (YoY)

- Life insurance industry recorded New Business Premium of 119,272.42 MB

### MTL No. 1 First Year Premium

which was equivalent to 17,462.66 MB,  
with market share at **21.03%**



**MTL: -8.15% growth (YoY)**  
Industry: -3.12% growth (YoY)

- Life insurance industry recorded First Year Premium of 83,044.97 MB

### MTL No. 2 Renewal Year Premium

which was equivalent to 47,140.58 MB,  
with market share at **15.97%**



**MTL: 24.41% growth (YoY)**  
Industry: 10.04% growth (YoY)

- Life insurance industry recorded Renewal Year Premium of 295,115.07 MB

### MTL No. 2 Total Premium

which was equivalent to 72,976.56 MB,  
with market share at **17.61%**

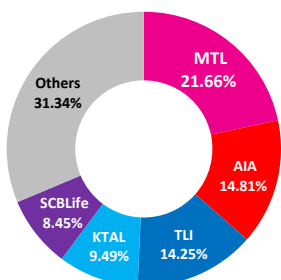


**MTL: 11.14% growth (YoY)**  
Industry: 6.01% growth (YoY)

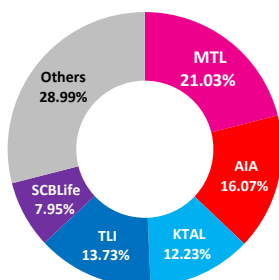
- Life insurance industry recorded Total Premium of 414,387.49 MB

## Market Share Summary:

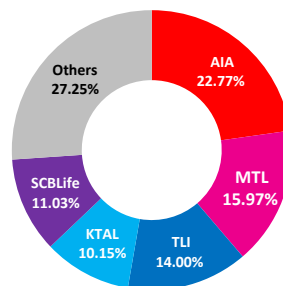
### New Business Premium



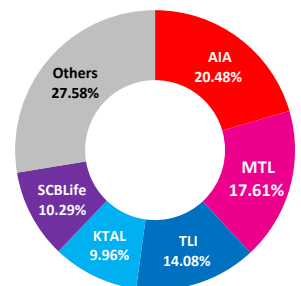
### First Year Premium



### Renewal Year Premium



### Total Premium



Source: The Thai Life Assurance Association



## Highlight Products

### Muang Thai Return Retire Project



**Retired Millionaire** Annuity at 20% on every policy anniversary that attains the age of 60-85, totaling up to 520% \*



**Tax Deductible** According to the Notification of the Revenue Department



**No Health Checkup** Required Simply apply without health checkup

\*% of the initial sum insured

#### Remark:

- Benefit, conditions and coverage in details are subject to the terms and conditions as stated in the policy.
- Buyer must provide health declaration in the insurance application form and the health declaration is one of the factors for underwriting or consideration of insurance contract payment.
- **Note:** Consumer should have an understanding in the details of coverage and conditions every time before making a decision to purchase insurance.



[More Products](#)



## Awards & Recognition



**Life Insurance Company with Outstanding Management**  
1st Place Award for 10 consecutive years (2006-2015)  
**Winner and Honor of the Prime Minister's Insurance Award**  
3 consecutive times (2008 2011 & 2015)  
From Office of Insurance Commission



**Life Insurance Company of the Year 2014**  
**Corporate Social Responsibility Award 2013**  
From Asia Insurance Review Magazine



**Brand of the Year 2015-2016**  
Life Insurance Industry  
From World Branding Forum



**Business Continuity Management System**  
ISO 22301:2012 Ref. No. 44 756 150640



**International Standard Certification**  
ISO 9001:2008 Ref. No. TH98/1709



Superbrands Awards 2008-2016 from Superbrands Thailand



**Trusted Brand Award Gold Category 2010-2013**  
From Reader's Digest Magazine



## MTL Happenings



### MTL Donates Industrial Fans to Schools in Nonthaburi Province

Mrs. Pitraporn Boonyaratpan, Executive Vice President of Muang Thai Life Assurance PCL, together with Mr. Paothong Thongchua, Advisor to the President donated industrial fans to Wat Bang Phai Community School and Bang Bua Thong School to be used for school activities. The directors of both schools received the gifts. The Company gave out the gifts as a way of giving back to society with emphasis on education and development of quality of life for youths at Wat Bang Phai Community School at Nonthaburi Province.



### MTL Pays Respect to His Majesty the Late King Bhumibol Adulyadej

Mr. Photipong Lamsam, Chairman of Muang Thai Life Assurance PCL, together with Mr. Sara Lamsam, President and Chief Executive Officer, led Executives and employees to sign their names in the condolence book for His Majesty the late King Bhumibol Adulyadej. In front of a royal portrait of His Majesty, Mr. Photipong led the group in paying tribute to the late King and stood in a 9-minute silence in remembrance of Rama the 9th. Thereafter, Muang Thai Life Assurance employees took turns signing the condolence books and expressed their gratitude for His Majesty's invaluable contributions to the Thai people at the Customer Service Center of Muang Thai Life Assurance's Head Office.

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