

MTL Fact Sheet

เมืองไทย
ประกันชีวิต
THAI LIFE ASSURANCE

The Company for Forward Thinking People

Vol. 27 April 2017



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

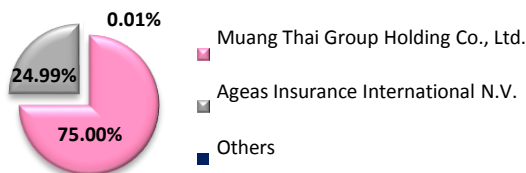
- We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services that 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.

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: 172 (include Head Office)

No. of Agent Offices: 59 (at the end of 2016)

No. of Care Service Network: Hospital (282), Clinic (149)

Representative Office: Yangon, Myanmar

Credit ratings:

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

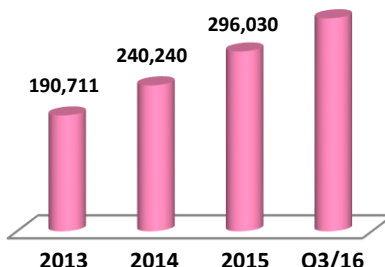
(As of 9 Dec 16) (As of 13 Dec 16)



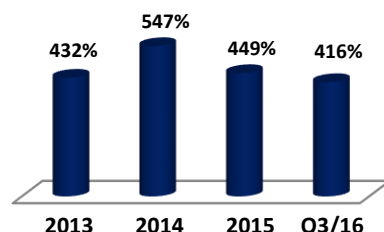
Financial Highlight

Total Asset¹

Unit: Million Baht



Capital Adequacy Ratio²



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.

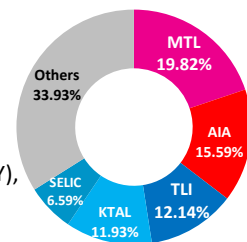


Market Position

1 - 28 February 2017

New Business Premium

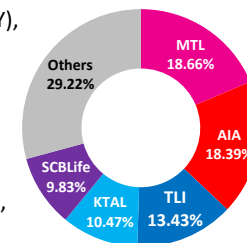
MTL ranked **No. 1** in life insurance industry equivalent to 2,546.91 MB, with growth of -26.91% (YoY), with market share at **19.82%**



New Business Premium

First Year Premium

MTL ranked **No. 2** in life insurance industry equivalent to 1,301.85 MB, with growth of -49.29% (YoY), with market share at **15.54%**



Total Premium

Total Premium

MTL ranked **No. 1** in life insurance industry equivalent to 8,619.13 MB, with growth of -1.84% (YoY), with market share at **18.66%**

Overall Life Insurance Industry

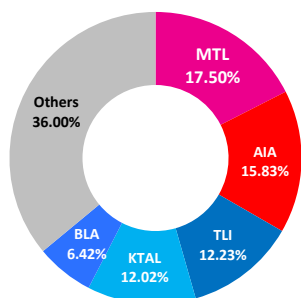
- ✓ New Business Premium of 12,850.36 MB with growth of -4.67% (YoY)
- ✓ First Year Premium of 8,378.03 MB with growth of -15.01% (YoY)
- ✓ Total Premium of 46,198.41 MB with growth of 3.09% (YoY)

Source: The Thai Life Assurance Association

January – February 2017

MTL No. 1 New Business Premium

which was equivalent to 4,127.59 MB,
with market share at **17.50%**



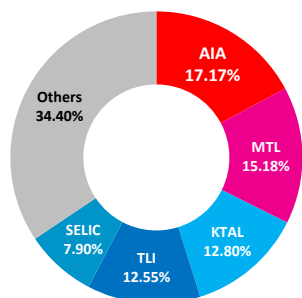
Industry: -7.38% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 23,586.71 MB

MTL No. 2 First Year Premium

which was equivalent to 2,412.00 MB,
with market share at **15.18%**



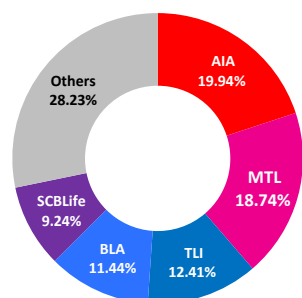
Industry: -14.27% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 15,890.07 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 12,963.91 MB,
with market share at **18.74%**



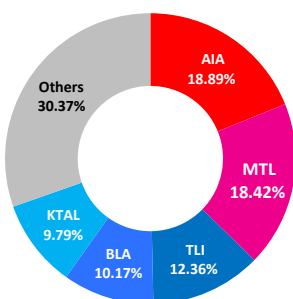
Industry: 7.73% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 69,191.96 MB

MTL No. 2 Total Premium

which was equivalent to 17,091.50 MB,
with market share at **18.42%**



Industry: 3.44% growth (YoY)



➤ Life insurance industry recorded Total Premium of 92,778.66 MB

Source: The Thai Life Assurance Association

Core Values

The M Powered C

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

IR Corner

(Corporate Governance : CG) (4)

Corporate Governance Principles consists of principles and best practices related to five main good governance. The first principle is the Rights of Shareholders.

Shareholders have ownership rights to control the Company by appointing a Board of Directors to carry out duties on their behalf. They have the right to make decisions on important changes in the Company. The Company should encourage shareholders to exercise their rights and should treat shareholders fairly and legally.

Basic shareholder rights

1. The right to participate in shareholder meetings.
2. The right to vote on matters affecting the Company such as the appointment of auditors and approval of important projects of the Company.
3. The right to express their opinion and ask questions in shareholder meetings.
4. The right to receive dividends.

Shareholder meetings are considered a way of encouraging shareholders to exercise their rights as much as possible which is in line with the Public Limited Companies Act (Article 98) which stipulates that the Board of Directors to organize an annual General Meeting within 4 months from the last day of the Company's fiscal year or an Extraordinary Meeting to be called when deemed appropriate or shareholders can gather according to the number stipulated by law to call for a meeting.

Recommended best practices are as follows:

Before the meeting date: The Company shall send meeting invitations at least 14 days before the meeting date, which must contain sufficient documentation necessary to come to a resolution for each meeting agenda.

On the meeting date: The Company shall facilitate shareholders attending the meeting, conduct the meeting transparently, and support the Directors, Executives, or Auditors to join the meeting to answer questions and acknowledge opinions of shareholders.

After the meeting date: The Company shall produce meeting minutes and disclose the meeting resolutions within 14 days of the meeting date.

(The next issue will mention details in principle 2 on Equitable Treatment of Shareholders)

Source: www.set.or.th

Highlight Products

Muang Thai Good Choice 10/6



More Detail

- Short-Term Premium**
Only 6-year premium payment period
- Life Coverage**
Maximum life coverage of 600%
- Tax Deduction Benefit**
- Simply Apply**
No health check

Ubattihet Thetsakan Songkran Suk Chai (PA100 Micro Insurance)



More Detail

- Low Premium**
Pay only 100 Baht per year
- Coverage**
In case of death due to accident receive 100,000 Baht⁽¹⁾
- Funeral Expense**
In case of death due to illness at 5,000 Baht

(1) Except death due to illness within the first 120 days from the insurance effective date

Remark:
- Benefit, conditions and coverage in details are subject to the terms and conditions as stated in the policy.
- **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 2006-2016
from Superbrands Thailand



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

MTL Happenings

Muang Thai Life Assurance

Joint hands to enhance capacity to promote startups to compete globally



3 Mar 17: Mr. Sara Lamsam, President and Chief Executive Officer of MTL, said, in 2017, the Company has joined hands with DTAC Accelerate in organizing "DTAC Accelerate Batch 5" to drive startups in Thailand to grow sustainably and to enhance their competitiveness on the global stage. In addition, the program will instill confidence for teams that pass the Boot Camp of Batch 5 to work effectively. The Company has provided life insurance and group insurance protection with total sum insured of up to 10 MB, which encourages participants to join activities with confidence.

Muang Thai Life Assurance

launched "ST-Muang Thai Insurance" to penetrate the Laos market

16 Mar 17: Mr. Sara Lamsam, President and Chief Executive of MTL, said MTL had joined hands with Muang Thai Insurance PCL, Muang Thai Holding Co., Ltd., and S.T. Group Co., Ltd., the operator of ST Bank in the Lao People's Democratic Republic (Laos) in setting up a joint venture, ST-Muang Thai Insurance Co., Ltd. (ST-MTI) and has been granted a license to operate life and non-life insurance business in Laos. An official was held on 15 March 2017 at The Crowne Plaza, Vientiane. The Launch of "ST-MTI" is considered another successful step towards becoming a Regional Company. MTL has the readiness in terms of capacity and experience to expand internationally, especially to CLMV (Cambodia, Laos, Myanmar, Vietnam) countries.



Find MTL on