

Information Disclosure Form
(Appendix to the Registrar Order No. 47/2561 (2018))
Re: Disclosure of Financial Status and Operating Results of
Life Insurance Companies

Part 1 Certification of the Accuracy of Disclosed Information

The Company has reviewed the disclosed information with care and certifies that the disclosed information is complete and accurate, not being false or misleading, or lacking material/significant information. The Company hereby certifies the accuracy of all information disclosed.

Signed Sara Lamsam
 Name (Mr. Sara Lamsam)
 Position Authorized Director

Signed Pakineenard Tiyachate
 Name (Mrs. Pakineenard Tiyachate)
 Position Authorized Director

On 1 November 2018
 Data for the year 2017

Part 2 Disclosure Details

The Company is required to disclose the following information.

1. Company profile, policy, objectives and strategies, business overview, product description and key services, contact channels, procedures and time frame of claim and compensation of life insurance contract

1.1 Company Profile: URL

<https://www.muangthai.co.th/en/about/history>

1.2 Policy, Objectives and Strategies

Muang Thai Life Assurance Public Company Limited has continuously been aware of the significance of Corporate Governance. It adheres to transparency, integrity, zero corruption, as well as having responsibility and giving fairness to every stakeholder. Muang Thai Life Assurance is committed to implementing “Customer Centric” policy as well as reiterating the objective to become a health leader through various innovations, products and services.

In order to support and satisfy customers’ needs together with current and future changes, the Company has been continuously revising the business strategies: product development, customer service experience enhancement and a larger variety of more modern distribution channels. Muang Thai Life Assurance has been adopting technology and innovative ideas to support each customer segment as well as cooperating with business partners to diversify products and services, gain competitive advantage and develop agents to become financial advisors or financial planners.

The Company has been preparing to uplift and develop the work process to meet the international standards. It aims to become a digital insurer, be a part of ASEAN Economic Community (AEC) and be the Regional Life Insurance Company. The Company has been joining hands with business partners in CLMV (Cambodia, Laos, Myanmar and Vietnam) and has set up joint ventures and a representative office in foreign countries.

1.3 Business Overview

Muang Thai Life Assurance Public Company Limited operates the business under the “Customer @ the Heart” policy, exhibited through the Company’s products, services, and innovations, and employing an outside-in perspective to truly meet customer needs. The heart of the “Customer @ the Heart” policy comprises 5 dimensions:

1. Segment of One focuses on creating products and services for customers in a one-to-one model, more personalized to fit the specific needs of each customer.
2. Health Focus is centered around becoming a comprehensive life and health insurer for customers of all lifestyles, unlocking limitations of a life and health insurer, and inventing new innovations.
3. Digital Insurer highlights the Company’s drive to develop platforms and tools to promote the Company’s leadership in offering services through tools modernized to match the rapid changing trends of the new era.
4. Regional Company emphasizes the Company’s commitment to expanding its business overseas and providing products and services that satisfy customers while travelling abroad. For example, MTL Global Connect Service allows eligible customers who fall sick or injured while overseas to claim medical expenses with no advanced payment required, according to policy coverage.
5. Touch Points allow the Company to relate to customers through face-to-face channel, digital channel, branches, visual tools, etc.

1.4 Company's Product and Key Services and Table of Proportion of Premiums Classified by Type of Insurance

(1) Company's Product and Key Services: [URL](#)

<https://www.muangthai.co.th/en/product>

<https://www.muangthai.co.th/en/product/group>

(2) Table of Proportion of Premiums Classified By Type of Insurance

Table of Proportion of Premiums Classified by Type of Insurance for Year 2017

Unit: Million Baht

| Items | Ordinary | | | | | Industrial | Personal Accident | Group | Total |
|------------------------------------|------------|-----------|----------|--------|-----------|------------|-------------------|----------|------------|
| | Whole Life | Endowment | Term | Others | Total | | | | |
| Direct Premium | 20,574.20 | 71,633.50 | 3,580.48 | 368.76 | 96,156.93 | 17.17 | 314.43 | 8,010.03 | 104,498.56 |
| Proportion of Premium (Percentage) | 19.69 | 68.55 | 3.43 | 0.35 | 92.02 | 0.02 | 0.30 | 7.67 | 100.00 |

Remark: Data from annual report

1. Direct Premium = First Year Premium + Renewal Year Premium + Single Premium + Rider Premium
2. Premium reported by cash basis

1.5 Contact Channel and Method of Filing for Compensation of Life Insurance Contract

1.5.1 Procedures, Time Frame, Documents and Method of Filing for Compensation of Life Insurance Contract: [URL](#)

<https://www.muangthai.co.th/en/service/Service03>

1.5.2 How to Contact Company and Related Units in Case of Disputes or Complaints: [URL](#)

<https://www.muangthai.co.th/en/contact>

Remark: English version is for translation purpose only. In case of any discrepancy between the English and the Thai versions of this document, the Thai version shall prevail in all respects.

2. Corporate Governance and Internal Controls Including Details on the Implementation Framework and Processes

2.1 Corporate Governance and Internal Controls

(1) Corporate Governance: URL

https://www.muangthai.co.th/en/about/corporate_governance

(2) Internal Controls

Muang Thai Life Assurance Public Company Limited emphasizes the good internal control system being compatible with the total risk management policy. It reasonably assures that the Company's operations can achieve objectives and long-term profitability and that accountable financial and performance reports are provided in compliance with laws, regulations and other rules. Above all, it aims to prevent fraud, corruption or the conduct that may discredit the Company.

The Board of Directors and Senior Executives are aware of the importance of good internal control in order to maintain a culture of consciousness in risk management and internal control of all aspects of the Company's operations. Our employees are also fully aware of its importance and engage in maintaining a good internal control.

"Internal control policy" has been implemented to raise awareness among all employees. The policy is approved by the Board of Directors and reviewed on annual basis.

2.3 Management Structure: URL

<https://www.muangthai.co.th/en/about/board>

2.4 Subcommittees:

2.4.1 Audit Committee

Members of Audit Committee

- | | | |
|----|---|---------------|
| 1. | Dr. Pisit Leeahtam | Chairman |
| 2. | Mr. Suebtrakul Soonthornthum | Vice Chairman |
| 3. | Assoc. Prof. Dr. Theeraporn Verathaworn | Member |
| 4. | Mr. Philippe Pol Arthur Latour | Member |

Roles and Responsibilities of Audit Committee

1. Review and ensure that the Company's financial reports including reports being submitted to the regulatory authorities, are complete, accurate, have revealed the key information completely and are in accordance with the Generally Accepted Accounting Principles.
2. Review and evaluate so as to the Company has the appropriate, effective and concise internal control, internal audit and risk management systems in accordance with the international framework, including determine the authorities and responsibilities of the internal audit unit.
3. Consider the disclosure of the Company's information especially the connected transactions or transactions, which may lead to the conflict of interests, to ensure their accuracy and completeness.
4. Review so as to the Company's operations complied with the Life Insurance Act, the Anti-Money Laundering Act, the Countering Financing of Terrorism and Weapon of Mass Destruction Act, and regulations of the Office of Insurance Commission.
5. Consider, select and nominate the independent persons to perform a duty as the independent auditors of the Company, including offer the remuneration for the service of such persons as well as join a meeting with the independent auditors without participation of the management at least once (1) a year.
6. Consider and approve the compliance report and deliver to the related regulatory authority.
7. Review investment or any other activities that might cause damages to financial status and the wealth of the Company based on recommendations made either from the independent auditors or from the Company's staff.
8. Define the Charter of Audit Committee to be consistent with the scope of responsibilities regarding the Company's operations and to be approved by the Board of Directors. This Charter shall be reviewed the appropriateness at least once (1) a year.
9. Exchange opinion with the independent auditors and actuary regarding financial statement and the reports submitted to the related regulatory authority, including join the meeting with the Internal Audit Department concerning the efficiency of internal control system of the Company.

Roles and Responsibilities of Audit Committee

10. Provide an advice to the management to ensure that they perform their duties effectively and efficiently. Then, report to the Board of Directors to make an improvement deemed appropriate on the following matters found or suspected by the Audit Committee;
 - (1) Transaction with the conflict of interests.
 - (2) Fraud, corruption or irregular matter or significant defect in internal control system.
 - (3) Violation of the Life Insurance Act, the Anti-Money Laundering Act, the Countering Financing of Terrorism and Weapon of Mass Destruction Act and regulations of Office of Insurance Commission.
 - (4) If the Board of Directors or the management failed to take an action for improvement within a recommended period of time, the Audit Committee must report to the Office of Insurance Commission without delay.
11. Express the opinions accompanying with the internal control evaluation report to the Board of Directors.
12. Perform any other duties assigned by the Board of Directors and approved by the Audit Committee.

2.4.2 Risk Management Committee

Members of Risk Management Committee

| | | |
|-----|--------------------------------|----------------------|
| 1. | Mr. Somkiat Sirichatchai | Chairman |
| 2. | Mr. Philippe Pol Arthur Latour | Vice Chairman |
| 3. | Ms. Sujitpan Lamsam | Member |
| 4. | Mr. Sara Lamsam | Member |
| 5. | Mrs. Pakineenard Tiychate | Member |
| 6. | Mrs. Siriluck Ratanachai | Member |
| 7. | Mr. Kim Chee Yip | Member |
| 8. | Mr. Mong Siew Han | Member |
| 9. | Dr. Pisit Leeahtam | Member |
| 10. | Dr. Sutee Mokkhavesa | Member and Secretary |

Roles and Responsibilities of Risk Management Committee

1. Determine the risk management policy of the Company to be proposed to the Board of Directors, and regularly review the risk management policy and other risks-related policies.
2. Ensure that the Company has clear risk management which complies with rules, regulations, and criteria that regulate business of the Company.
3. Ensure that the Company has appropriate, sufficient and effective risk management process that comply with the Company's risk management policy, rules, regulations, and criterion that regulate business of the Company, and be in line with the good corporate governance. The risk management process should include identification, assessment, response, monitoring, review, and report of the risks. This should also include stress testing, Business Continuity Plan, risk model testing, and complete, timely, and reliable database for decision making. The details must be reported to the Board of the Directors.
4. Provide advice to the Board of Directors on the risk management or any matters relating to the Company's risk, including any advice on matters that may lead the Company to violate related regulations, rules or criterion.
5. Oversee and provide advice to the Board of Directors on the adequacy and sufficiency of infrastructure, tools, resources, systems, and documents for efficient risk management.
6. Review and provide advice to the Board of Directors on setting risk appetite, risk limit, and any assumptions relating to risk management models.
7. Regularly oversee and provide advice to the Board of Directors on current and future capital adequacy of the Company.

2.4.3 Investment Committee

Members of Investment Committee

| | | |
|-----|---------------------------------|----------------------|
| 1. | Mr. Sara Lamsam | Chairman |
| 2. | Mrs. Pakineenard Tiyachate | Member |
| 3. | Mrs. Siriluck Ratanachai | Member |
| 4. | Mr. Kim Chee Yip | Member |
| 5. | Dr. Sutee Mookhavesa | Member |
| 6. | Mr. Mong Siew Han | Member |
| 7. | Mrs. Duangporn Wasanasompong | Member |
| 8. | Mr. Thomporn Wongsirimaetheekul | Member |
| 9. | Mr. Amnaj Udomsamuthirun | Member |
| 10. | Mr. Rangson Kositsripanya | Member |
| 11. | Mr. Wisit Leksawangwong | Member |
| 12. | Mr. Wattanachai Tanthaprasart | Member |
| 13. | Ms. Nattha Munchitkatunyu | Member |
| 14. | Ms. Monthanat Archavachalee | Member |
| 15. | Mr. Thananchai Sajjaporamest | Member and Secretary |
| 16. | Mr. Photipong Lamsam | Advisor |
| 17. | Mr. Asoke Wongcha-um, Ph.D | Advisor |
| 18. | Mr. Ratanachai Torratana | Advisor |

Roles and Responsibilities of Investment Committee

1. Determine and present Investment Policy Statement (IPS), Policy for Real Estate Business, Investment Management Guideline (IMG) and Investment Procedure annually to be approved by the Risk Management Committee and Board of Directors.
2. Approve the amendment of IMG and Investment Procedures during the year.
3. Approve Investment Plan that is in-line with IPS and risk management policy.
4. Determine investment target and return on investment as a part of corporate budget.
5. Approve investment and real estate business under the scope of Policies.
6. Control and monitor investment, real estate business of the Company in compliance with Policies and relevant laws, and evaluate the investment activities and report performance to the Board of Directors regularly.
7. To be in charge of good corporate governance, transparency, and precaution against conflict of interest regarding investment transaction and real estate business of the Company, while ensuring adequate work systems, human resources, and data.
8. Appoint subcommittees and working teams as needed.

2.4.4 Nomination, Remuneration, and Corporate Governance Committee

Members of Nomination, Remuneration, and Corporate Governance Committee

- | | |
|-----------------------------------|---------------|
| 1. Mr. Suebtrakul Soonthornthum | Chairman |
| 2. Mr. Somkiat Sirichatchai | Vice Chairman |
| 3. Mrs. Charuvarn Vanasin | Member |
| 4. Mr. Philippe Pol Arthur Latour | Member |
| 5. Mr. Vibul Aunsanunta | Member |

Roles and Responsibilities of Nomination, Remuneration, and Corporate Governance Committee

■ Nomination

1. Determine policies, principle and process in recruiting appropriate person to be in a position of Company's Directors and members of Subcommittees.
2. Nominate and select person who has qualification based on related laws and regulations and propose to the Board of Directors for consideration on the appointment of Directors and Member of Subcommittees.
3. Ensure that the Board of Directors is in appropriate size and have suitable combination with the corporate, contain persons with knowledge and experience in various fields that benefit the operation of the Company as well as to adjust the BOD to match the changing environment

■ Remuneration

1. Determine and consider the remuneration for Board of Directors and Subcommittees, including meeting allowance, annual bonus, other fringe benefits and present such matter to the Board of Directors.
2. Ensure that Board of Directors and Subcommittees receive appropriate remuneration in comparison to their duties and responsibilities toward the Company.
3. Have an annual consideration on the remuneration of the Board of Directors and Subcommittees, taking into account the environment, performance and yield in industry level.

■ Corporate Governance

1. Monitor, determine, and review policies on good governance, morals, and ethics of business operations, including various policies to align with relevant regulators and international practice.
2. Monitor and advise to ensure good governance and sustainable development which leads to continuous practice that is appropriate for the Company's business.
3. Monitor and ensure that the Company's operations are in line with good governance.
4. Report to the Board of Directors about the Company's good governance and sustainable development, as well as advice about practice and improvements as needed.
5. Appoint subcommittees and working teams as needed.

2.4.5 Executive Committee

Members of Executive Committee

| | | |
|----|----------------------------|----------|
| 1. | Ms. Sujitpan Lamsam | Chairman |
| 2. | Mr. Sara Lamsam | Member |
| 3. | Mr. Krisada Lamsam | Member |
| 4. | Mrs. Pakineenard Tiyachate | Member |
| 5. | Mr. Kim Chee Yip | Member |
| 6. | Mr. Kiam Khiaw Ho | Member |
| 7. | Mr. Mong Siew Han | Member |
| 8. | Mrs. Siriluck Ratanachai | Member |
| 9. | Mrs. Maythaca Laokwansatit | Member |

Roles and Responsibilities of Executive Committee

1. Cooperate with the Management regarding all aspects of the Company's business as usual and implementation according to the business plan and budget.
2. Consider the matters designated by the Board of Directors which are subject to annual revision and amendment as deemed appropriate by the Board of Directors.
3. Consider matters which are business as usual of the Company that the Management refers to Executive Committee.
4. Consider other matters, where such matter must have material impact on the financial status and profitability or reputation of the Company.

2.5 Nomination and Appointment of Directors, Independent Directors, and Executives

The Nomination and Appointment of Directors and Independent Directors

The Board of Directors established the Nomination, Remuneration, and Corporate Governance Committee to consider nominations and select qualified individuals to serve as Directors or Independent Directors when there is a vacancy on the Board of Directors or when a Director is retired by rotation. The Committee shall consider various dimensions such as age, gender, education background, competence, skills, experience, morals, ethics, and ability to dedicate time to the Company's work. The Committee shall also consider the appropriate ratio, number, and variety components of the Board of Directors. This shall be in line with Company policies, rules and guidelines of the regulator, relevant laws, and the Company's business strategy.

Once the Board of Directors or Annual General Meeting of Shareholders resolves to appoint a Director or Independent Director, in the event of an appointment to replace a vacancy, the Corporate Secretariat Division and Legal Division will register the change in Directors with the Ministry of Commerce and relevant regulators within the specified timeframe.

Each Director's term lasts 3 years from the date of appointment by the Board of Directors or the Annual General Meeting of Shareholders, unless the Director was appointed to replace a Director retired for any other reason than retirement by rotation. In such case, the Director shall serve the remaining term of the Director being replaced. The Director who is retired by rotation may be reappointed for another term.

Recruitment and Selection Policy

The Company places an emphasis on employee recruitment and selection in order to acquire talents. MTL recruitment and selection policy is as follows:

1. Provide opportunities for those who are interested in joining the Company by specifying the qualifications of each position prior to the recruitment i.e. qualifications, educational qualifications, skills and work experience. Provide opportunities to those who have abilities and skills as required to join the Company. There is no discrimination and limitation in the selection process.
2. Employee selection process is based on the Right to Equality and Non-discrimination for those who meet the required qualifications, educational qualifications and work experience. However, applicants must not possess prohibited characteristics as specified by law or notifications of the regulator.
3. Employment selection process is collaboratively conducted between an original department who are experts in specific professions and the Human Resources Management Department to ensure that the selection is transparent and the candidates who have appropriate qualifications with their positions are selected.
4. Assessment tools are utilized during employment selection in order that the Company acquires the right person who has potential to success in the career.
5. Provide security in professions for every level of MTL employees and adequate welfare to enhance morale and performance while working with the Company.

The Company's employment selection channels are as follows:

1. Walk-in application at the Company
2. Job fairs held at leading universities to create good image for the Company and the leading universities
3. Job fairs with other organizations and online media
4. Internal recruitment
5. Referral program
6. Recruitment agency

2.6 Remuneration policy

The Board of Directors established the Nomination, Remuneration, and Corporate Governance Committee to set policies and consider remuneration for Directors and subcommittee members, including meeting allowance, annual bonuses, welfare, and other benefits, both monetary and non-monetary, to ensure that compensation for Directors and subcommittee members is appropriate and in line with the responsibilities. The Directors shall follow the Fiduciary Duty, which is stipulated by law. Directors shall be liable for both civil and criminal offenses if he or she does not act with dedication, which includes the value of the Director's work, in relation to the business conditions, performance, and return of the same type of business.

3. Enterprise Risk Management: ERM and Asset Liability Management: ALM

3.1 Enterprise Risk Management: ERM: [URL](https://www.muangthai.co.th/en/about/corporate_governance)

https://www.muangthai.co.th/en/about/corporate_governance

3.2 Asset Liability Management: ALM

MTL manages the assets and liabilities by focusing on the economic value concept. That is to consider the impact of interest rate changes or other financial factors on the Company's future cash flows derived in such a way as to be consistent with market prices or using market consistent principle. The assets and liabilities management takes into consideration other risks such as market risk and insurance risk to ensure that the Company's assets are adequate to meet the obligations from the insurance contract. As of 31 December 2017, the Company's duration of interest rate sensitive assets and insurance contract liabilities are in 10-15 years range which remains at a manageable level and the Company still maintains the capital adequacy ratio at an acceptable level.

4. Expected Underwriting Risks That Might Significantly Affect Company Financial Position, Reinsurance Management, Relation among Capital, Risk and Concentration Risk

■ Risk and Retention

MTL manages insurance risk by taking into consideration the appropriateness of underwriting process, pricing and insurance reserve allocation. The Company takes account of regulatory capital requirement and minimum capital at a company's acceptable level. In addition, the Company diversifies the risk that is beyond the Company's ability to accept alone by arranging a transfer of risk through reinsurance contract.

The Company sets retention limit by type of risks. For the risks that the Company has an expertise and sufficient experience data, the Company will retain at high proportion. For relatively new risks, the Company will retain at small proportion.

The Company sets the condition of risk transfer by policy. For cases that net amount at risk exceeds the appropriate retention limit, the Company will transfer the amount of risk above the retention limit to a reinsurance company.

■ Reinsurance

Reinsurance is a transfer of parts or all of the retained risk to other companies while the transferring risk company is "Ceding Company" and Accepting Risk Company is "Reinsurer".

Reinsurance is not only an important risk transferring tool for the Company, but also has many other advantages below:

- To reduce volatility of claim payments
- To reduce risk of losses from large claims and catastrophes
- To stabilize financial statement
- To increase capacity of acceptance of higher case size
- To allow the Company to enter into new product lines, where internal expertise is limited
- To make services meet the international standards

■ **Factor for Reinsurance Company Selection**

- 1) Credit Rating: The Company will consider financial strength of Reinsurance Company from result of credit rating. This is to obtain more confidence in reinsurer's repayment ability.
- 2) Experience and technical expertise of reinsurers which can professionally advise as international standards
- 3) Appropriate reinsurance premium rate and reinsurance structure.
- 4) Flexibility and understanding of domestic marketing competition
- 5) Other services

The Company also uses reinsurance to manage various business areas including:

Credit Risk Management

The Company will reinsure with reinsurer whose financial rating is at least BBB+ (or equivalent local capital adequacy ratio defined by OIC) at commencement date.

The Company will monitor the reinsurer's ratings regularly. If the rating falls below BBB+, then the Company will have an action plan to reduce the credit risk and the Company reserves the right to terminate the new business.

Liquidity Risk Management

On special request, the reinsurer shall remit immediately its share of the claim.

Reinsurer Concentration Risk Management

The Company sets the proportion of reinsurer which is consistent with reinsurance's rule and criteria of Life Insurance Company in OIC's announcement and always monitors concentration risk.

Reinsurance Policy and Business Plan, Capital Requirement and Risk Management Policy

In the business plan of the company, the company sets the target by taking into account the direction and trend of the market, risks that may occur, including risk management. Reinsurance, which is a tool of insurance risk management, is one of the concerned factors in the company's business plan.

The reinsurance policy is established by taking expected company's growth and product mix, which stated in the company business plan submitted to OIC annually, into consideration. The policy also considers the risk of catastrophic events; for example, terrorism and tsunami, to ensure the business continuity during emergencies.

The reinsurance policy is also aligned with the company risk appetite, which stated in the risk management policy, in terms of 1) the proportion of total actual premium per expected premium and 2) MTL's Capital Adequacy Ratio (CAR).

5. The Valuation, Method, and Assumptions for Insurance Liabilities

Reserves for Long-Term Insurance Contract

The Company calculates reserves for long-term insurance contract as follows:

- Book Value for Long-Term Reserves

The Company calculates reserves using net premium valuation as at valuation date booked in accounting as disclosed in the financial statement. Mortality and morbidity assumptions are set according to the standard mortality table, while the discount rates, valuation interests, are used according to OIC allowance based on types of product.

- Admitted Value for Long-Term Reserves

The Company calculates reserves, on valuation date, using gross premium valuation as disclosed in the report. Best estimate assumptions are used to calculate gross of reinsurance liabilities, considering provision for adverse deviation (PADs), according to risk-based capital regimes regulated by OIC.

Reserves for Short-Term Insurance Contract

The Company calculates reserves for short-term insurance contract as follows:

- Book Value and Admitted Value for Short Term Insurance Contract

For short-term contract, book value and admitted value consist of claim reserves, reported but not paid reserves, and premium reserves as of valuation date.

- As at valuation date, the Company uses Chain-Ladder for calculating claim reserves which is the international standard methods. The assumptions aim to estimate the reserves that are adequate for the future liability as reasonably as possible.

For premium reserves, the Company holds the maximum between “Unearned Premium Reserves: UPR” and “Unexpired Risk Reserves: URR” considering provision for adverse deviation (PADs) as of valuation to ensure adequacy of the reserve as regulated by OIC.

Nonetheless, the Company assesses data source, consistency in methodology, data accuracy, data completeness, assumptions, and also the reliability of the data used to calculate reserves by both internal and external auditors.

Quantitative Data

Unit: Million Baht

| Items | 2017 | | 2016 | |
|-------------------------------|------------|----------------|------------|----------------|
| | Book Value | Admitted Value | Book Value | Admitted Value |
| Long-Term Technical Reserves | 359,349 | 373,239 | | |
| Short-Term Technical Reserves | 2,971 | 3,069 | | |
| Unpaid Policy Benefits | 832 | 832 | | |
| Due To Insured | 351 | 351 | | |

Remark: - Book Value means the insurance contract liabilities appraised by accounting standards. Its main objective is to allow investors and financial analysts to understand the economic value of insurance contract liability in accordance with generally accepted accounting principles of Thailand and it must be approved by an auditor.

- Admitted Value means the insurance contract liabilities appraised according to the OIC Notification Re: The valuation of assets and liabilities of Life Insurance Company. Its main objectives are to supervise the financial stability of insurance companies and to ensure that the companies have the ability to pay all insurance contract benefits to the insured, which must be appraised by an actuary certified by the Registrar according to accepted actuarial principles. The appraisal assumptions must be in line with actual experience or, if a company does not have sufficient data, it may refer to industrial experience and adapt to suit the characteristics of the underwriting portfolio of such company. In addition, the insurance reserve value must include the Provision of Adverse Deviation (PAD) as prescribed by OIC regulations.

Note: During some periods of financial reporting, the insurance contract liabilities may have significant differences between the book value and admitted value due to the aforementioned difference in objectives and methods of appraisal. Data users should study and understand the objectives of both appraisals of insurance contract liabilities carefully before making a decision.

6. The Company's Investment

Investment Objectives

- 1) The Company's investment objective is to achieve higher investment return than minimum required return committed to policyholders.
- 2) The Company's investment objective is to service operating cash flow of the company.
- 3) The Company's investment objective is to conform with the risk management policy of the Company.

Investment Policy and Process

The principle of investment is to obtain the highest investment return at the affordable risk. The Company should focus on reliable investment with liquidity and securities in terms of the preservation of the principal sum and stable cash inflow. The investment portfolio should contain a variety of different asset classes in order to diversify returns and risks of the investment along with assets and liabilities management to decrease duration gap.

Quantitative Data

Unit: Million Baht

| Type of Invested Assets | AS OF 31 DECEMBER | | | |
|---|-------------------|----------------|------------|----------------|
| | 2017 | | 2016 | |
| | Book Value | Admitted Value | Book Value | Admitted Value |
| Deposits at Financial Institution and Certificate of Deposits | 7,705 | 7,705 | | |
| Debt Securities (bonds, debentures, promissory notes, bills of exchange, convertible bonds and savings tickets) | 336,141 | 372,848 | | |
| Equity Securities (excluding investments in subsidiaries and investments in associates) | 32,677 | 33,147 | | |
| Unit Trusts | 13,731 | 13,731 | | |
| Policy Loans | 14,854 | 14,854 | | |
| Loans, Hire Purchase and Leasing | 4,915 | 4,912 | | |
| Warrants | 50 | 50 | | |
| Derivatives | 893 | 2,648 | | |
| Other Investment | - | - | | |
| Total Invested Assets | 410,966 | 449,894 | | |

- Remark:**
- Book Value means assets and liabilities appraised according to financial reporting standards.
 - Admitted Value means assets and liabilities appraised according to the OIC Notification Re: The valuation of assets and liabilities of Life Insurance Company. Its main objectives are to supervise the financial stability of insurance companies and to ensure that the companies have the ability to pay all insurance contract benefits to the insured.

7. Financial Performance and Analysis

■ Financial Performance and Analysis

Unit: Million Baht

| Items | 2017 | 2016 |
|--|---------|------|
| Gross premiums written | 102,681 | |
| Net premiums earned | 99,764 | |
| Net investment income | 15,667 | |
| Long-term technical reserves increase from previous year | 57,345 | |
| Net benefit payments and insurance claims | 32,111 | |
| Net profit | 8,621 | |

The company had total premiums at the amount of 102,681 MB, mostly contributed by Bancassurance channel (KBank). After deducting the premium ceded and unearned premium reserves increase from previous year, the net premium earned was 99,764 MB. The net investment income was at 15,667 MB, largely contributed by the interest income from investment in held to maturity securities and dividends. The long-term technical reserves increased from previous year by 57,345 MB which aligned with the product mix and covered the insurance contract liabilities of existing in-force policies. The net benefit payments and insurance claims were at 32,111 MB, mainly contributed by maturity, cash bonus and surrender. As a result, the company had net profit for the period of January to December 2017 at the amount of 8,621 MB.

■ Report on Relevant Ratios

Unit: Percentage

| Ratio | 2017 | 2016 |
|---|--------------|------|
| First Year Underwriting Expenses: Net First Year Premiums | 35.65 | |
| Renewal Underwriting Expense: Net Renewal Premiums | 8.28 | |
| Return on Equity Ratio | 17.43 | |
| Return on Assets Ratio | | |
| - Return on Total Assets Ratio | 2.18 | |
| - Return on Assets Ratio Excluding Unit Linked and Universal Life | 2.18 | |
| Return on Investment Ratio | | |
| - Return on Total Investment Ratio | 4.12 | |
| - Return on Investment Ratio Excluding Unit Linked and Universal Life | 4.12 | |
| Invested Asset: Policy Reserve (Admitted Value) | 120.59 | |

- Remark:** - Admitted Value means assets and liabilities appraised according to the OIC Notification Re: The valuation of assets and liabilities of Life Insurance Company. Its main objectives are to supervise the financial stability of insurance companies and to ensure that the companies have the ability to pay all insurance contract benefits to the insured.
- Unit-Linked insurance policies offer both life coverage and investments in mutual funds, whereby the policy value depends on mutual fund value. The assets under mutual funds belong to the insured, not the Company.
 - Universal Life insurance policy is life insurance that clearly separates life coverage and investment. The return on investment depends on the Company's investment performance, but it will not be lower than the minimum guaranteed return.

8. Capital Adequacy

MTL places great emphasis on capital that reflects the financial strength and credibility of the company. The capital management is under supervision of the Risk Management Committee to ensure that the Company's risk level is maintained within risk appetite.

The main objectives of MTL's capital management are to strengthen the capital position and ensure capital adequacy for business undertaking under normal and stressed conditions as well as being consistent with the company's risk level, business strategy, and business plans. MTL effectively manages capital for maximizing stakeholders' returns through various management processes e.g. financial planning, asset and liability management, product pricing and performance assessment.

Capital management procedures ensure alignment of business plans, business strategy, risk appetite, and capital position. The capital management covers various types of risk including insurance risk, market risk, credit risk, and other risks. MTL also assesses capital adequacy under stressed conditions and management actions are in place to handle stressed events and ensure the capital adequacy.

MTL regularly assesses, monitors, and reports capital adequacy under normal situation and stressed conditions to the Board of Directors to ensure the effective and timely capital management. Moreover, MTL has continuously developed its capital management process.

Quantitative Data

Unit: Million Baht

| Items | As of 31 December | |
|-------------------------------------|-------------------|------|
| | 2017 | 2016 |
| Total assets | 471,487 | |
| Total liabilities | 386,467 | |
| - Insurance contract liabilities | 377,491 | |
| - Other liabilities | 8,976 | |
| Total equity | 85,020 | |
| Capital Adequacy Ratio (Percentage) | 397.7 | |
| Total Capital Available | 84,846 | |
| Total Capital Required | 21,333 | |

Remark: English version is for translation purpose only. In case of any discrepancy between the English and the Thai versions of this document, the Thai version shall prevail in all respects.

- Remark
- According to the OIC Notification Re: Determination of types and categories of capital including rules, procedures and conditions of capital calculation of life insurance companies, the Registrar may impose necessary measures to supervise companies whose capital adequacy ratio is lower than one hundred and forty percent.
 - The capital is calculated based on appraisal value according to OIC Notification Re: The valuation of assets and liabilities of Life Insurance Company.
 - The above items are calculated based on admitted value according to OIC Notification Re: The valuation of assets and liabilities of Life Insurance Company.

9. Audited Financial Statements and Notes to Financial Statements in a Previous Calendar Year: [URL](#)

Financial statements for the year ended 31 December 2017

https://www.muangthai.co.th/en/download/Financial_Position