

IR Fact Sheet

The Company for Forward Thinking People

Vol. 47 : December 2018

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: 173 (exclude Head Office)

No. of Agent Offices: 53 (As of 12 Dec 18)

No. of Care Service Network: Hospital (306), Clinic (161)

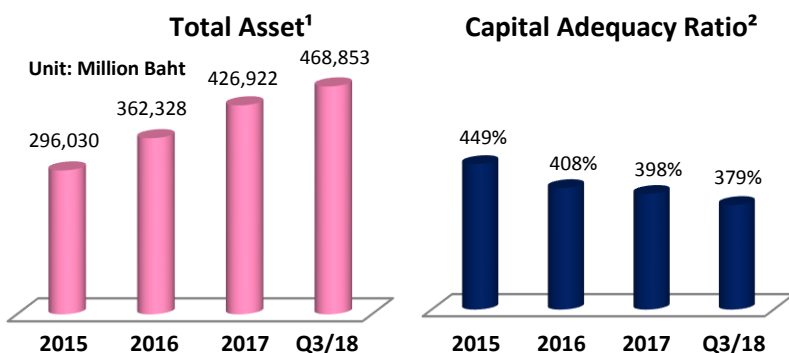
Representative Office: Yangon, Myanmar

Credit ratings:

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

(As of 29 Oct 18) (As of 28 Nov 18)

Financial Highlight



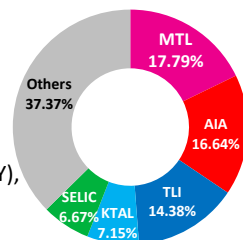
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 31 October 2018

New Business Premium

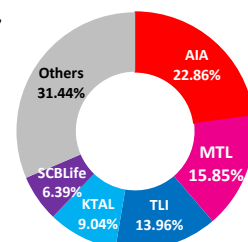
MTL ranked **No. 1** in life insurance industry equivalent to 2,659.20 MB, with growth of 39.88% (YoY), with market share at **17.79%**



Renewal Premium

MTL ranked **No. 2** in life insurance industry equivalent to 5,047.45 MB, with growth of -3.01% (YoY), with market share at **14.99%**

New Business Premium



Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 7,706.65 MB, with growth 8.47% (YoY), with market share at **15.85%**

Total Premium

Overall Life Insurance Industry

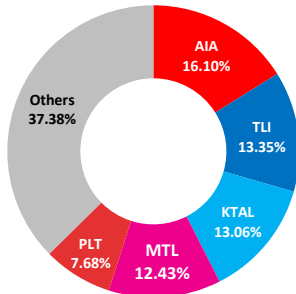
- ✓ New Business Premium of 14,947.08 MB with growth of 14.78% (YoY)
- ✓ First Year Premium of 33,673.32 MB with growth of -0.70% (YoY)
- ✓ Total Premium of 48,620.40 MB with growth of 3.60% (YoY)

Source: The Thai Life Assurance Association

January – October 2018

MTL No. 4 New Business Premium

which was equivalent to 18,243.56 MB,
with market share at **12.43%**



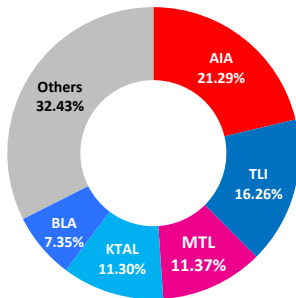
Industry: 7.44% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 146,721.34 MB

MTL No. 3 First Year Premium

which was equivalent to 8,783.12 MB,
with market share at **11.37%**



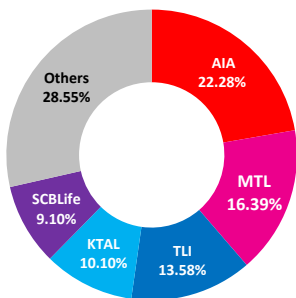
Industry: -8.52% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 77,269.67 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 59,547.79 MB,
with market share at **16.39%**



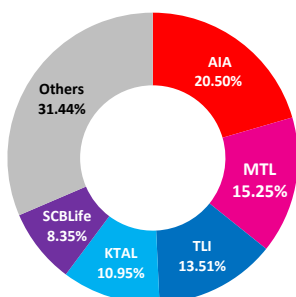
Industry: 3.46% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 363,233.37 MB

MTL No. 2 Total Premium

which was equivalent to 77,791.35 MB,
with market share at **15.25%**



Industry: 4.57% growth (YoY)



➤ Life insurance industry recorded Total Premium of 509,954.73 MB

Source: The Thai Life Assurance Association



Get to know...Market Conduct

Life insurance is considered a type of financial service. As such, providing fair service to customers or market conduct is an issue that the OIC places great importance on to ensure that insureds understand their rights to coverage and are able to choose services that truly meet their needs, as well as regulating insurance companies to ensure they provide fair services throughout all processes including:

1. Product development
2. Distribution channels
3. Sales process and providing correct information
4. After-sales services
5. Complaint management/ Claims

In addition, insurance companies are required to have an effective work system as well as management, control, monitoring, auditing, and assessments to ensure that insureds' rights and benefits are an important priority.

4 Don't that the financial services provider must comply

1. Don't Cheat
2. Don't Force
3. Don't Bother
4. Don't Take Advantage

Hence, the OIC has amended the Notification Re: Prescription of rules on methods of issuing and offering insurance policy for sale of life insurance companies and operations of life insurance agents, life insurance brokers, and banks B.E. 2561, which will become effective on 1 January 2019.

The amendment will not only become a regulatory tool and enhancement of effective sales process of insurance products and aligning with modern consumer behavior, but will also promote the alignment of operations of insurance companies, insurance agents-brokers with government policy especially on offering insurance for sales via telesales, whereby priority is placed on quality control of insurance policy sales to protect consumer benefits and protect against customers being taken advantage of in the insurance policy sales presentation.

For this initiative to succeed, in addition to strict regulation, citizens should also be adequately informed to make a decision, while financial institutions should make serious efforts to improve services as a high priority.

Source: Bank of Thailand, OIC

★ Highlight Products

Muang Thai Return Retire (8505)



More Detail



Retired Millionaire
Annuity at 20%⁽¹⁾ on every policy anniversary that attains the age of 60 – 85, totaling up to 520%⁽¹⁾



Tax deductible
Following rules of Revenue Department



No Health Checkup Required
Simply apply without health checkup⁽²⁾

⁽¹⁾ % of the initial sum insured
⁽²⁾ 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.

Elite Health Rider



More Detail



Both IPD and OPD Coverage
Coverage benefit of up to 100,000,000 ⁽¹⁾ Baht per year



Coverage for All Health Needs ⁽²⁾
Annual health checkup, vaccination fee, dentistry fee, eye treatment fee, child delivery, and alternative medicine



Coverage Anywhere at Anytime
Choose any one of the following 4 Coverage Areas available: 1) Thailand 2) Asia (29 countries only) 3) Worldwide: Excluding USA and US Minor Outlying Islands 4) Worldwide

⁽¹⁾ for plan 4
⁽²⁾ for plan 3 or 4

Remark:

- Elite Health Rider must be attached to new in force policy only.
- Underwriting is subject to the Company's regulations.
- 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



Honorary Outstanding Insurance Company Award of 2017

Winner and Honor of the Prime Minister's Insurance Award
3 consecutive times (2008 2011 & 2015)

Life Insurance Company with Outstanding Management
1st Place Award for 12 consecutive years (2006-2017)
From Office of Insurance Commission



Life Insurance Company of the Year
(2014, 2017 & 2018)

Asia Insurance Industry Awards 2013
in Corporate Social Responsibility
From Asia Insurance Review Magazine



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



Information Security Management System
ISO 27001:2013 Ref. No. IND17.0416/U



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



International Standard Certification
ISO 9001:2015 Ref. No. TH98/1709



Superbrands Awards 2006-2017
from Superbrands Thailand

MTL Happenings

Muang Thai Group Makes Offering of Royal Kathina Robes

3 Nov 2018 : Mr. Photipong Lamsam, Chairman of MTL and MTL, chaired the offering ceremony of the Royal Kathina Robes of His Majesty the King of 2018 to restore the monastery of Phra That Hariphunchai Woramahawihan Temple in Lamphun province. The ceremony was joined by Mrs. Yupa Lamsam, Mr. Krisada Lamsam, Mr. Sara-Mrs. Salin Lamsam, Mr. Poomchai Lamsam, Mrs. Puntrika Baingern, and Executives and staff of Muang Thai Group. On this occasion, partners, customers, executives, and staff of Muang Thai Group joined in making merit together.



Muang Thai Life Assurance exhibits vision of an organization of the future driven by technology

5 Nov 2018 : Mr. Sara Lamsam, President and Chief Executive Officer of MTL, said "To prepare for the future world in which environmental factors will change quickly, the Company has prepared modern technology to thrive in the new world. Most recently, MTL has collaborated with Oracle, a leading company in providing solutions that are modern and applicable companywide to support Company operations and to drive the business with enhanced efficiency.



Find MTL on YouTube