

IR Fact Sheet

The Company for Forward Thinking People

Volumes 48 : January 2019

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

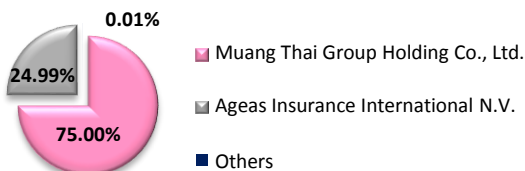
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services 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 10 Jan 19)

No. of Care Service Network: Hospital (307), Clinic (161)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

Rating	Outlook
International	BBB+ Stable
National	AAA (tha) Stable

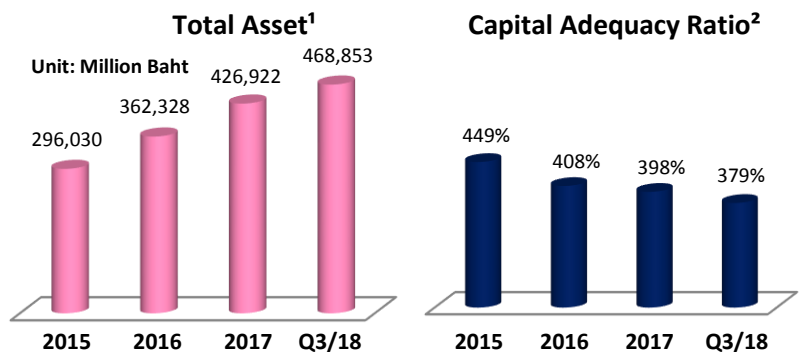
(As of 29 Oct 18)

S&P Global

Rating	Outlook
International	BBB+ Stable
National	-

(As of 28 Nov 18)

Financial Highlight



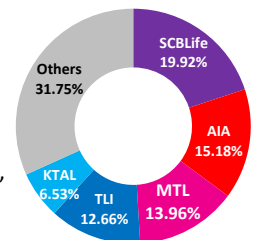
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 30 November 2018

New Business Premium

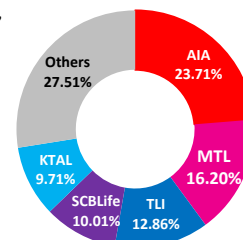
MTL ranked **No. 3** in life insurance industry equivalent to 2,197.72 MB, with growth of 4.49% (YoY), with market share at **13.96%**



New Business Premium

Renewal Premium

MTL ranked **No. 2** in life insurance industry equivalent to 6,312.35 MB, with growth of -7.20% (YoY), with market share at **17.16%**



Total Premium

Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 8,510.07 MB, with growth -4.44% (YoY), with market share at **16.20%**

Overall Life Insurance Industry

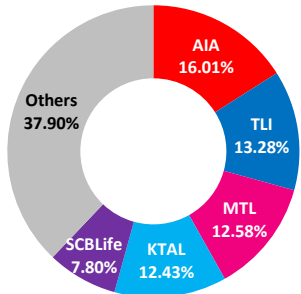
- ✓ New Business Premium of 15,739.97 MB with growth of 4.86% (YoY)
- ✓ First Year Premium of 36,786.99 MB with growth of -1.07% (YoY)
- ✓ Total Premium of 52,526.97 MB with growth of 0.64% (YoY)

Source: The Thai Life Assurance Association

January – November 2018

MTL No. 3 New Business Premium

which was equivalent to 20,441.28 MB,
with market share at **12.58%**



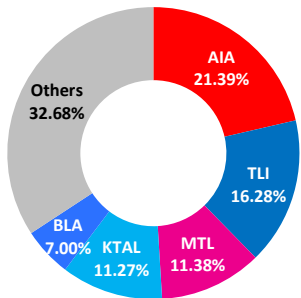
Industry: 7.18% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 162,461.31 MB

MTL No. 3 First Year Premium

which was equivalent to 9,636.47 MB,
with market share at **11.38%**



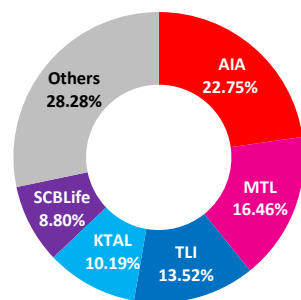
Industry: -9.52% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 84,681.34 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 65,860.13 MB,
with market share at **16.46%**



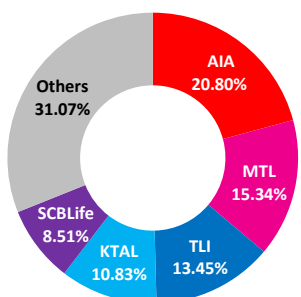
Industry: 3.03% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 400,020.38 MB

MTL No. 2 Total Premium

which was equivalent to 86,301.41 MB,
with market share at **15.34%**



Industry: 4.19% growth (YoY)



➤ Life insurance industry recorded Total Premium of 562,481.69 MB

Source: The Thai Life Assurance Association

OIC Compliance Policy 2019

On 30 December 2018, Dr. Sutthiphol Thaveechaikarn, Secretary General of Office of Insurance Commission (OIC), announced OIC Compliance Policy 2019 to build up confidence among the public by standardizing and developing industry towards insurance innovation. OIC focuses on consumer protection and insurance knowledge for the public to gain the utmost insurance benefits. Insurance system is implemented for risk management which is in line with the government's 3 key missions.

- (1) Strengthen insurance business
- (2) Strengthen the nation's economy through insurance business
- (3) Protect insured's right of insurance through the following 5 strategies:

Strategy 1: Promote new insurance products to enhance market flexibility, credibility and stability of insurance industry

Strategy 2: Enhance standard, work system and management of OIC

Strategy 3: Create and expand partner network, and promote insurance industry growth and flexibility

Strategy 4: Develop compliance and audit system based on balanced approach, and provide suggestions to the industry about Digital Disruption, as well as placing importance on Market Conduct and insured's right protection

Strategy 5: Develop IT and database capability to enhance the nation's insurance system for all stakeholders

The OIC expects continual economic growth next year in both trade and investment. It is expected that as of 2019 the insurance industry's total premium will be 904 billion Baht with 4.9%-5.9% growth including 664 billion Baht of life premium with 5%-6% growth and 240 trillion Baht of non-life premium with 4.7%-5.7% growth.

Source: OIC

Muang Thai Smart Protection 99/20



- Long term coverage**
Life coverage at 100%⁽¹⁾ for 99 years and premium payment period of 20 years
- Tax Deductible**
Following rules of Revenue Department
- Health Checkup**
According to the Company's rules

More Detail

⁽¹⁾ 100% of the initial sum insured or surrender value at that time or accumulated paid premium (whichever amount is higher)

CI Perfect Care Rider



- Cover Critical Illness since the Early Stage**
Up to 36 critical illnesses
Totaling Maximum of 100%*
- Receive Death Coverage**
From both illness and accident
Totaling Up To 100%*
- Receive additional****

More Detail

- * % of the initial sum insured
- ** Receive additional benefits, if
 - Having illness due to complications of diabetes, receive 10%*
 - Having balloon angioplasty, receive 10%*

Remark:

- Additional insured coverage attached to the end of the insurance details
- 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



MTL Happenings



Muang Thai Life Assurance and Shopee Pioneer E-Commerce Market

4 Dec 18: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance PCL (MTL), and Mr. Terence Pang, Chief Operating Officer of Shopee, an E-Commerce platform leader in Southeast Asia and Taiwan, offer new experience for insurance industry in Thailand. It is the first time that life insurance products and services are provided on E-Commerce market via Shopee application under the "Muang Thai Life Official" shop. This is a new touch point to penetrate more customers and cater to digital lifestyle.



Year-end Event by Muang Thai Life Assurance "Muang Thai Chiang Mai Marathon 2018" - An Event of Happiness and Smiles

23 Dec 18: Mr. Supachai Iamsuwan, Chiang Mai Governor, opened "Muang Thai Chiang Mai Marathon 2018 (No. 13) Smile@Chiang Mai" event. Muang Thai Life Assurance Public Company Limited organized the event to promote good health for northern people. Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance PCL (MTL), also joined the marathon. There were over 11,000 runners including 3,000 foreigners from 54 countries. Net income after expenses will be partly donated to charities together with medical, educational, social and environmental organizations in Chiang Mai.

Find MTL on



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