

IR Fact Sheet

Vol. 56 : September 2019

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- IR Corner
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- MTL Happening
- Etc.



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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

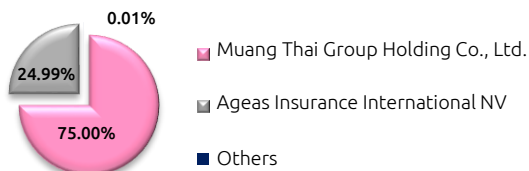
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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

No. of Agent Offices: 47 (As of 13 Sep 2019)

No. of Care Service Network: Hospital (309), Clinic (171)

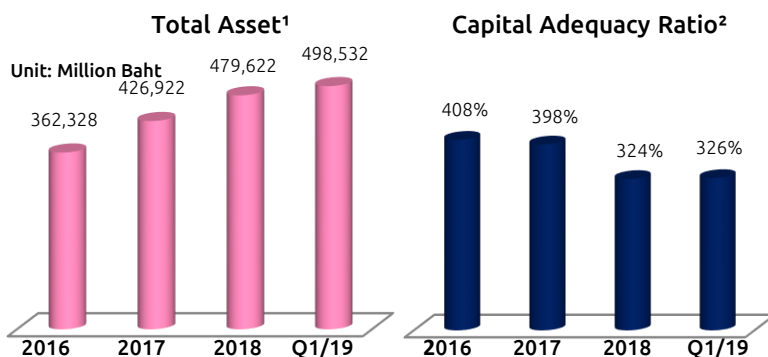
Representative Office: Yangon, Myanmar

Credit ratings:

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

(As of 1 April 19) (As of 28 Nov 18)

Financial Highlight



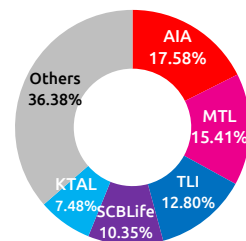
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 31 July 2019

▪ New Business Premium

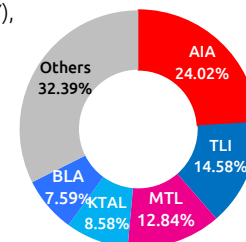
MTL ranked **No. 2** in life insurance industry equivalent to 2,117.56 MB, with growth of 9.33% (YoY), with market share at **15.41%**



▪ Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 3,810.28 MB, with growth of -4.79% (YoY), with market share at **11.75%**

New Business Premium



▪ Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 5,927.84 MB, with growth -0.19% (YoY), with market share at **12.84%**

Total Premium

▪ Overall Life Insurance Industry

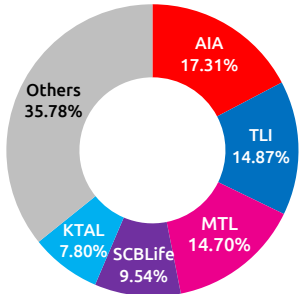
- ✓ New Business Premium of 13,745.36 MB with growth of 4.86% (YoY)
- ✓ First Year Premium of 32,426.24 MB with growth of -2.67% (YoY)
- ✓ Total Premium of 46,171.60 MB with growth of -0.54% (YoY)

Source: The Thai Life Assurance Association

January – July 2019

MTL No. 3 New Business Premium

which was equivalent to 14,370.21 MB,
with market share at **14.70%**



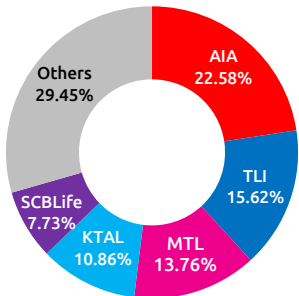
Industry: -6.30% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 97,746.92 MB

MTL No. 3 First Year Premium

which was equivalent to 7,813.81 MB,
with market share at **13.76%**



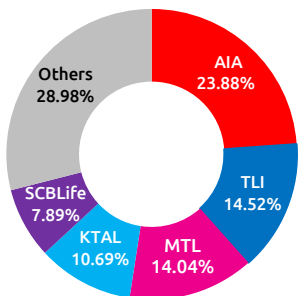
Industry: 5.79% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 56,773.93 MB

MTL No. 3 Renewal Year Premium

which was equivalent to 34,253.36 MB,
with market share at **14.04%**



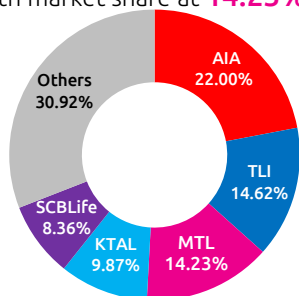
Industry: -4.89% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 244,037.64 MB

MTL No. 3 Total Premium

which was equivalent to 48,623.57 MB,
with market share at **14.23%**



Industry: -5.30% growth (YoY)



➤ Life insurance industry recorded Total Premium of 341,784.56 MB

Source: The Thai Life Assurance Association

OIC Launched InsurTech Boot Camp 2019

Dr. Sutthiphol Thaveechaikarn, Secretary General of Office of Insurance Committee (Secretary of OIC), revealed that OIC arranged InsurTech Boot Camp 2019 supported by Center of InsurTech, Thailand (CIT), the center for the support and development of insurance technology to seek for the developers of new insurance innovative technologies. The pilot project included CIT Roadshow aimed to educate university students on the insurance technologies; they are from universities which provide curriculum of insurance technologies, including Thammasat University (Rangsit Campus), King Mongkut's Institute of Technology Ladkrabang, Mahidol University (Phayathai Campus), and Chulalongkorn University. The students are also encouraged to join the competition for insurance technology called "OIC InsurTech Award 2019," under the topic "The Development of Innovation for Health Insurance" in Thailand Insurance Expo 2019 during 27-29 September 2019 at Impact Arena Muang Thong Thani.

The Secretary General of OIC also added that, apart from the competition for university students, there is also another one for contestants regardless of age or educational level. A team should include 5 members, comprising those who are capable of business planning, application developers, program developers, or those interested in insurance. The enrollment and work submission period was until 5 September 2019. The 10 shortlisted teams (5 members each) have to join the 2-day in-depth workshop to enhance their knowledge and understanding on the insurance technology to apply to their works. After that, the judges will select the 5 finalist teams to enter the competition for the award.

In CIT Roadshow, insurance-related guidelines and knowledge are offered, under the topic of global fundamental knowledge about insurance and InsurTech, the insurance cycle, issues, obstacles, and needs for insurance technology by the 3 experts, including Dr. Thuntee Sukchotrat, CEO - TQLD (noon), Advisor - Thai Fintech Association, Mr. Thanasak Hoontrakul, Managing Director and Co-Founder of FairDee InsurTech Co.,Ltd., and Ms. Ruthai Suttikulpanich, Head of Fuchsia Innovation Center, Muang Thai Life Assurance. The closing session will be a workshop; the enrollment period was until 5 September 2019. The 10 shortlisted teams (5 members each) will get to join InsurTech Boot Camp 2019 to intensively enhance and refine their knowledge and skills for 2 days and a night, and the 5 finalist teams with distinctive work will prepare themselves to compete in OIC InsurTech Award 2019.

Source: www.oic.or.th

Muang Thai 8501, 9901 (Tax Deductible Annuity)



- Receive Annual Annuity** of 12%⁽¹⁾ After Retirement
- Single Premium Payment** Without Future Burden.
- Insurable age** is from 55 - 70

[More Detail](#)

Remark
⁽¹⁾ % of the initial sum insured

Elite Health Rider



[More Detail](#)

- High coverage** from 20 – 100 million Baht/year
- Cover critical illnesses** including cancer treatment by Targeted therapy
- Cover overseas treatment** based on coverage area⁽¹⁾

Remark
⁽¹⁾ for coverage plan 3 or 4 only

Remark:

- Underwriting is subject to the Company's regulations.
- Only applying with Life insurance agents.
- **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
Received "Education Achievement Awards"**

14 Aug 19: Mr. Sara Lamsam, President and Chief Executive Officer, received "Education Achievement Awards" presented by Mr. Surapon Thongtoonsab, Managing Director of LIMRA LOMA Thailand. "Education Achievement Awards" is an honorable award which reflects the Company's distinguishability for its personnel development management to foster the business's stable and sustainable growth as well as the development of comprehensive corporate learning culture at Head Office of Muang Thai Life Assurance.

Muang Thai Broker

Launched "gettgo" Website for people in the Digital Age

9 Sep 19: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Group Holding Company Limited revealed that Muang Thai Broker just officially launched the website "www.gettgo.com" or "gettgo" to completely expand the online insurance market to satisfy customers' needs in the digital age. At present, the advanced technology has taken more roles in everyday life which leads to the significant changes in consumer behaviors. Thus, businesses needs to adapt themselves to handle such changes as well as precisely eliminating customers' pain points. The service is divided into 3 aspects, including 1. Online service via www.gettgo.com 2. Face-to-face service via gett More, and 3. Technological service via gett Tech.



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 2006-2018
from Superbrands Thailand