

# IR Fact Sheet

Vol. 64 : May 2020

- Market Position
- IR Corner
- Highlight Product
- 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”

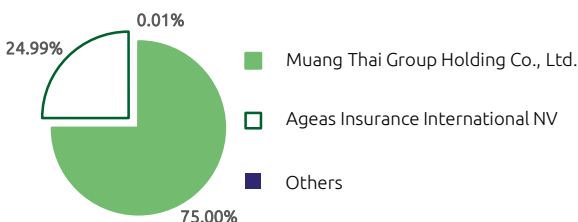
### Mission

- 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

Representative Office: Yangon, Myanmar

### Credit Ratings:

#### FitchRatings

Rating	Outlook
International	A- Negative
National	AAA (tha) Negative

(as of 8 May 20)

#### S&P Global

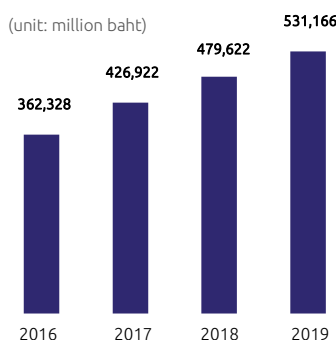
Rating	Outlook
International	BBB+ Stable
National	-

(as of 15 Apr 20)

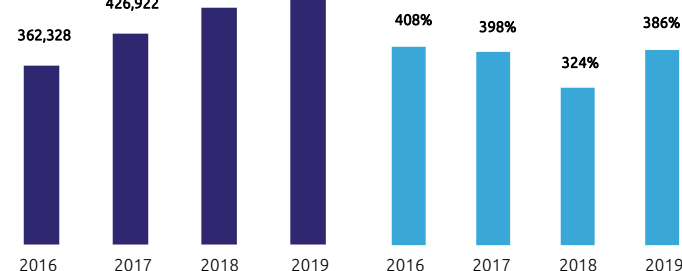
## FINANCIAL HIGHLIGHTS

### Total Asset<sup>1</sup>

(unit: million baht)



### Capital Adequacy Ratio<sup>2</sup>



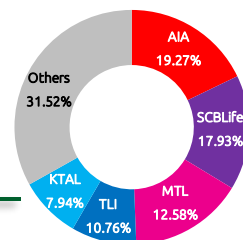
Remarks: 1. Asset data has been reviewed by the Certified Public Account.  
2. Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime.

## MARKET POSITION | 1 – 31 MARCH 2020

### New Business Premium

MTL ranked No. 3 in life insurance industry

- Equivalent to **1,904.27 MB**
- Market share at **12.58%**

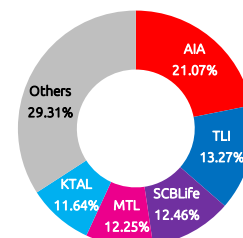


### Renewal Premium

MTL ranked No. 4 in life insurance industry

- Equivalent to **4,730.87 MB**
- Market share at **12.12%**

### New Business Premium



### Total Premium

MTL ranked No. 4 in life insurance industry

- Equivalent to **6,635.14 MB**
- Market share at **12.25%**

### Total Premium

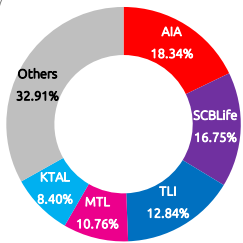
### OVERALL LIFE INSURANCE INDUSTRY

	equivalent (MB)	growth (YoY)
New Business Premium	15,138.86	-1.75%
Renewal Premium	39,022.86	-0.53%
Total Premium	54,161.72	-0.87%

Source: The Thai Life Assurance Association

# MARKET POSITION

## New Business Premium



### MTL ranked No. 4

- Equivalent to **4,440.72 MB**
- Market share at **10.76%**

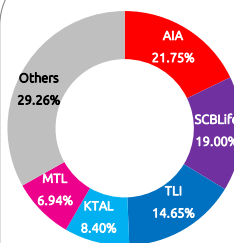
Industry: 8.63% growth (YoY)



Life insurance industry recorded - New Business Premium 41,287.24 MB

## JANUARY - MARCH 2020

## First Year Premium



### MTL ranked No. 5

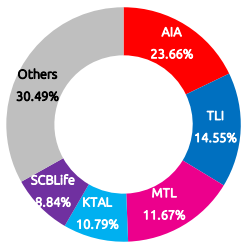
- Equivalent to **1,916.50 MB**
- Market share at **6.94%**

Industry: 17.47% growth (YoY)



Life insurance industry recorded - First Year Premium 27,601.07 MB

## Renewal Year Premium



### MTL ranked No. 3

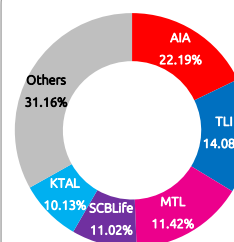
- Equivalent to **12,685.22 MB**
- Market share at **11.67%**

Industry: -1.71% growth (YoY)



Life insurance industry recorded - Renewal Year Premium 108,683.56 MB

## Total Premium



### MTL ranked No. 3

- Equivalent to **17,125.94 MB**
- Market share at **11.42%**

Industry: 0.93% growth (YoY)



Life insurance industry recorded - Total Premium 149,970.80 MB

## IR CORNER

### OIC Approved Ameliorating the Insurance Industry Through the COVID-19 Crisis with the Reduction of All Insurance-Related Fees

On 24 April 2020, the Board of Directors of Office of Insurance Commission (OIC) approved the request letter from Thai General Insurance Association for the mitigation of impacts and burdens of the insurance industry during the outbreak of Coronavirus 2019 (COVID-19), with the request to consider a relief measure via the reduction of fees or contribution to OIC.

In this regard, the reduction of contribution must be based on considerations of the nation's and public goods, worthiness and economization, prudence and caution, and appropriate risk management as to prevent damage on the nation's assets. It must be at a necessary level in order to maintain sufficient liquidity for payments for OIC's operation, with considerations of expenses and costs for liquidity management, which may not align with related regulations.

Therefore, the reduction of the fees for the life and non-life insurance businesses would be beneficial and would not impact OIC's liquidity as this is a supportive measure that will be generally favorable for those related.

The Committee approved the reduction of the fee for life and non-life insurance businesses. The next step would be to propose to the Ministry of Finance as, according to the regulation, fee specification is under the authority of the Minister of Finance.

The fee reduction would benefit citizens who would like to enter the insurance-related career according to

**"the statistics in 2019 which showed the number of 680,227 citizens applying for agent licensing examination"**

Moreover, this could reduce the costs for manufacturers, including life/non-life insurance companies and life/non-life insurance brokers.

**1. The reduction of the fees for life insurance industry by half for every item until 31 December 2020**

- ✓ Examination application fee
- ✓ License requesting fee
- ✓ Renewal fee
- ✓ License fee
- ✓ Fee for issuing a license substitute
- ✓ Fee for certified copies

**2. The approval of a draft ministerial regulation regarding the fees for life and non-life businesses**  
During the outbreak of Coronavirus 2019 (COVID-19)

**Muang Thai Smart Linked 10/1 (Global)**



More Detail

- Opportunity of international investment**  
Via Global Multi Asset
- Secured paid premium**  
Upon maturity
- Chance to receive special dividends (if any) upon maturity**  
Returns from Citi Global Multi Asset Index

**Mao Chai Extra Campaign**



More Detail

- Complete lump sum coverage**  
for both illness and surgery
- Lump sum amount since the first Bath**  
up to 500,000 Baht per any hospitalization<sup>(1)</sup>
- Maximum lump sum amount**  
to receive room fees in addition to the coverage amount, specifically up to 4,000 Baht per day<sup>(2)</sup>, with the doubled amount for ICU hospitalization
- Comprehensive coverage**  
Including COVID-19, epidemics, general diseases and critical illnesses

<sup>(1)</sup> For plan 3  
<sup>(2)</sup> For plan 2 and 3



more products

**Remark:**

1. Underwriting is subject to the Company's regulations.
2. Only applying with Life insurance agents.

**Note:** Consumer should have an understanding in the details of coverage, risk and conditions every time before making a decision to purchase insurance.

**MTL HAPPENINGS**

**MTL and Muang Thai Yim Foundation contributed 1 MB to "Chaipattana Foundation to aid fight against COVID-19"**



**Muang Thai Life Assurance PCL.** and Muang Thai Yim Foundation gave 1,000,000 Baht to Dr. Sumet Tantivejkul, Committee Member and Secretary-General of the Chaipattana Foundation as a contribution to "Chaipattana Foundation to aid fight against COVID-19 and other epidemics" to support hospitals and medical personnel at Chaipattana Foundation in Rama VIII on 8 May 2020.

**บริการสุดพิเศษ**

**Video Call**

ให้คุณคลายความกังวล ในการทำธุรกรรมกับเมืองไทยประกันชีวิต ได้ตลอดจากบ้าน **ห่างไกล COVID-19**

- บริการติดตามสิทธิกรมธรรม์
- บริการต่ออายุกรมธรรม์
- ช่องปรึกษาชีวิตและสุขภาพของเมืองไทยประกันชีวิต

สนใจใช้บริการ โทร. 1766



**MTL Developed VIDEO CALL Services**

**Muang Thai Life Assurance PCL.** developed the services via Video Call, enabling customer transactions anywhere even at home. The feature comes with simple steps, just call Tel. 1766 and inform the staff of the services you would like to have, including policy loan, policy renewal, purchase of life and health insurance products from Muang Thai Life Assurance. These transactions can be done via Video Call services.



**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 1<sup>st</sup>**  
Place Award For 13 consecutive years (2006-2018)  
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



**NACC Integrity Awards 2019**  
by National Anti-Corruption Commission  
**The Thai Chamber of Commerce Business Ethic Standard Test Awards 2005 & 2019**  
From The Thai Chamber of Commerce & Board of Trade of Thailand



**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