

IR Fact Sheet

Vol. 70 : November 2020

- Market Position
- IR Corner
- Highlight Product
- MTL Happening
- Etc.



Investor Relations Team, Corporate Secretariat Office
Contact: ir@muangthai.co.th



KEY INFORMATION

Vision

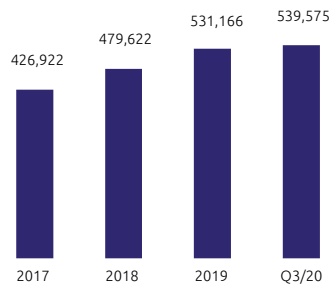
"To be the customers' trusted lifetime partner through innovative life and health solutions by putting customers at the heart of everything we do"

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.

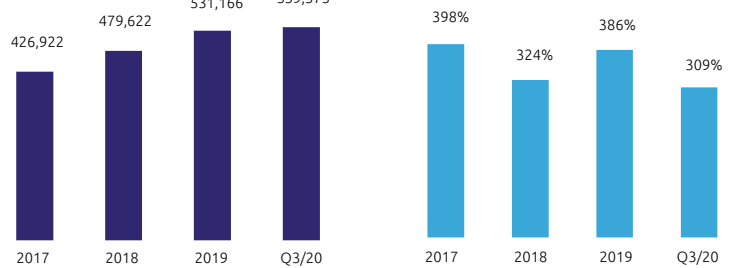
FINANCIAL HIGHLIGHTS

Total Asset¹



Capital Adequacy Ratio²

(unit: million baht)



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 SEPTEMBER 2020

New Business Premium

MTL ranked No. 3

in life insurance industry

- Equivalent to **1,996.91 MB**
- Market share at **14.98%**

Renewal Premium

MTL ranked No. 3

in life insurance industry

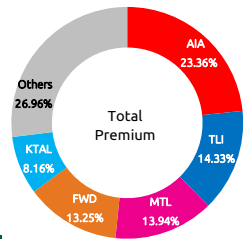
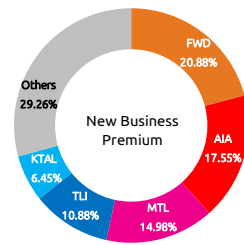
- Equivalent to **5,232.35 MB**
- Market share at **13.58%**

Total Premium

MTL ranked No. 3

in life insurance industry

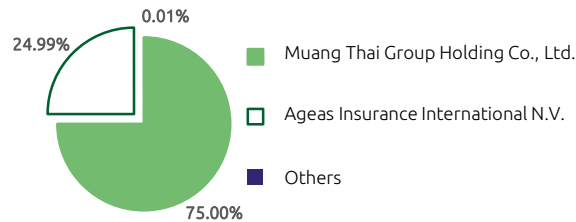
- Equivalent to **7,229.27 MB**
- Market share at **13.94%**



Company Profile

6 April 1951 | Date of Establishment
1 October 2012 | Conversation 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:

Fitch Ratings

S&P Global

	Rating	Outlook	Rating	Outlook
International	A-	Negative	BBB+	Stable
National	AAA (tha)	Negative	-	-

(as of 8 May 20) (as of 30 Oct 20)

OVERALL LIFE INSURANCE INDUSTRY

	equivalent (MB)	growth (YoY)
New Business Premium	13,333.79	-21.56%
Renewal Premium	38,529.11	5.45%
Total Premium	51,862.91	-3.13%

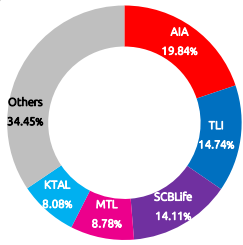
Source: The Thai Life Assurance Association

MARKET POSITION

JANUARY - SEPTEMBER 2020

Source: The Thai Life Assurance Association

First Year Premium



MTL ranked No. 4

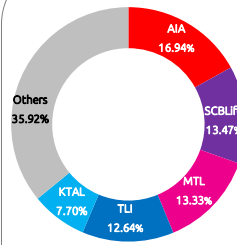
- Equivalent to **6,545.80 MB**
- Market share at **8.78%**

Industry growth: **-1.58% (YoY)**



Life insurance industry recorded - First Year Premium 74,563.60 MB

New Business Premium



MTL ranked No. 3

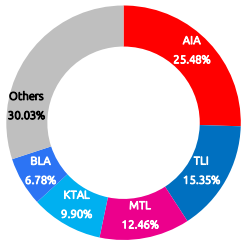
- Equivalent to **15,282.30 MB**
- Market share at **13.33%**

Industry growth: **-11.88% (YoY)**



Life insurance industry recorded - New Business Premium 114,623.92 MB

Renewal Year Premium



MTL ranked No. 3

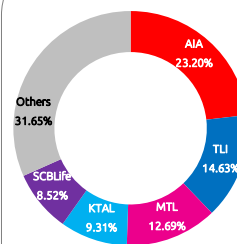
- Equivalent to **39,210.14 MB**
- Market share at **12.46%**

Industry growth: **0.13% (YoY)**



Life insurance industry recorded - Renewal Year Premium 314,758.52 MB

Total Premium



MTL ranked No. 3

- Equivalent to **54,492.44 MB**
- Market share at **12.69%**

Industry growth: **-3.39% (YoY)**



Life insurance industry recorded - Total Premium 429,382.44 MB

IR CORNER

Source: Bank of Thailand

Regulatory Guillotine (RG)

to reduce and revoke unnecessary, outdated, inconvenient and obstructive laws

The Main Objectives

The aim is for mutual cooperation and the use of systematic regulation review in the 2 dimensions as follows:

- 1) **The legal aspect** to review legal necessity
- 2) **The economic aspect** to review economic and business value

Criteria Review

The legal aspect

Legal necessity review

The economic aspect

Economic and business value review

- 1) Is it legal? Is there any law supported?
- 2) Is there any amendment of such law?
- 3) Is it redundant or conflicting with other laws?
- 4) Is it conflicting with Thailand's mission regarding international agreements?
- 5) Where is the law enforced?

- 1) Are the objectives clear?
- 2) Are the objectives in line with the current environment?
- 3) Is the enforcement effective?
- 4) Is there an approach for cost reduction?
- 5) Cost assessment such as fees, transportation costs, paperwork costs and opportunity cost

Cost Assessment

- Fees
- Transportation costs
- Paperwork costs
- Opportunity cost regarding legal compliance under "5Cs"

5Cs

- Cut
- Change
- Combine
- Continue
- Create

Processing



- Review the rules
- Gather the pain points
- Study the best practice



- Information processing
- Advisors
- Proposals in accordance with 5Cs



- Consultations with the government sector, the private sector and the public sector
- Interviews
- Conferences and surveys



- Presentation of review results
- Conferences
- Opinions

HIGHLIGHT PRODUCTS

more products

AWARDS & RECOGNITION

Muang Thai 101 Plus Campaign

Muang Thai 101 Plus Campaign is a marketing name of Muang Thai Smart Linked Plus 10/1 (Global)



Chance for Upside Gain

Through Citi Global Multi Asset USD VT 5 Series 3 Index



Guaranteed Benefits

Guaranteed cash bonus during the contract and protected paid premium. Insurance premium will not be lost



Tax Deductible

Eligible for personal income tax deduction of up to 100,000 baht. It is subject to the Revenue Department



Get it easily and be covered to the max!

Get coverage for standard private room, ICU room fee, examination fee, medicine cost, operation fee during hospitalization and IPD expenses in a lump sum payment of up to 5 MB* per time, with no limit of times per year



Get it easily and be taken care of extensively

until 99 years old



Get it easily and choose what suits you

with the lump sum payment option since the first baht or a deductible option for more affordable premium

* For the 5-million-Baht coverage plan, it is the medical coverage per hospitalization

D Health



Remarks:

- 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, risk and conditions every time before making a decision to purchase insurance

MTL HAPPENINGS



Muang Thai Life Assurance Joined Money Expo

Chiang Mai 2020 with the Concept of "Wealth Being"

On 6-8 November 2020, Mr. Jurin Laksanawisit, Deputy Prime Minister and Minister of Commerce, presided over the event at Central Plaza Chiang Mai Airport.

MTL Chiang Mai Branch Held the Open House

For the first step towards becoming a life insurance and financial advisor, this open house is aimed to find those who seek wealth and career growth with this popular career as "life insurance and financial advisors" and MTL's practical towards success. This includes ways to earn limitlessly and career advancement based on capabilities, along with experienced support teams, modern and friendly working atmosphere and readiness to share tips for success from those who have actual experience. Applications are now welcomed in the event on 15 November 2020 in Chiang Mai Province.



Honorary Outstanding Insurance Company Award of 2017 Winner and Honor of the Prime Minister's Insurance Award 4 consecutive times (2008, 2011, 2015 and 2019) Life Insurance Company with Outstanding Management 1st Place Award for 14 consecutive years (2006 - 2019) From Office of Insurance Commission



Life Insurance Company of the Year (2014, 2017 and 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 and 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