

# IR Fact Sheet

Vol. 83 : December 2021

-  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, health and investment 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

Date of Establishment  
6 Apr 1951

Conversion to Public Company Limited  
1 Oct 2012

Registered Capital  
1,000 million baht

### Representative Office

Yangon, Myanmar

### Chairman

Mr. Photipong Lamsam

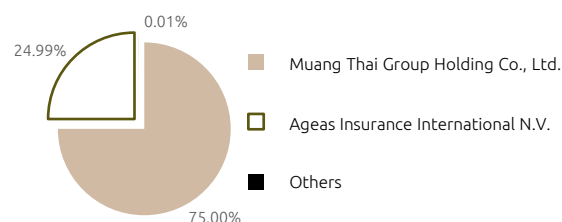
### Chief Executive Officer

Mr. Sara Lamsam

### President

Mr. Sutee Mokkhavesa, Ph.D.

### Shareholding Proportion



### Credit Ratings:

#### Fitch Ratings

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

(as of 9 Apr 21)

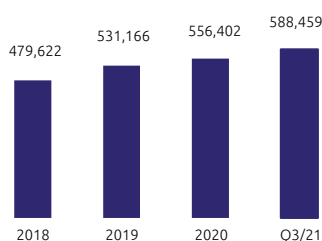
#### S&P Global

Rating	Outlook
International	BBB+ Stable
National	- -

(as of 12 Oct 21)

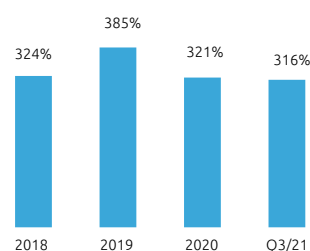
## FINANCIAL HIGHLIGHTS

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



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

(unit: million baht)



Note: <sup>1</sup> Asset data has been reviewed by the Certified Public Account

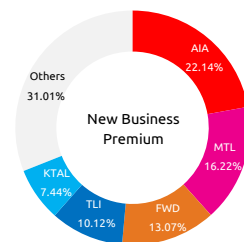
<sup>2</sup> Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime

## MARKET POSITION 1 – 31 October 2021

### New Business Premium

#### MTL ranked No. 2

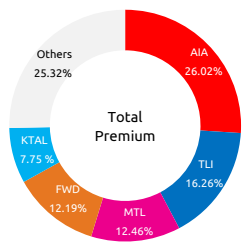
- in life insurance industry
- Equivalent to **2,226.74 MB**
- Market share at **16.22%**



### Renewal Premium

#### MTL ranked No. 3

- in life insurance industry
- Equivalent to **3,996.75 MB**
- Market share at **11.04%**



### Total Premium

#### MTL ranked No. 2

- in life insurance industry
- Equivalent to **6,223.49 MB**
- Market share at **12.46%**

Note: The mentioned premium information is from FWD (under the new juristic person) as a result of the merger between SCB LIFE and FWD, effective from 1 October 2020 onwards.

### OVERALL LIFE INSURANCE INDUSTRY

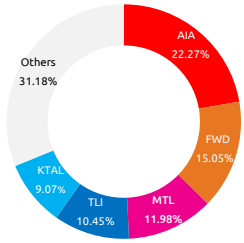
	equivalent (MB)	growth (YoY)
New Business Premium	13,724.86	6.79%
Renewal Premium	36,211.00	3.50%
Total Premium	49,935.86	4.39%

Source: The Thai Life Assurance Association



## MARKET POSITION

### First Year Premium



#### MTL ranked No. 3

- Equivalent to **9,109.88 MB**
- Market share at **11.98%**

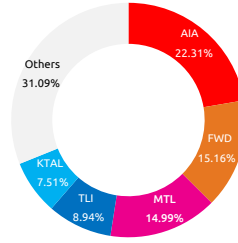
Industry growth:  
-7.89% (YoY)

Life insurance industry recorded - First Year Premium 76,027.80 MB

## JANUARY –OCTOBER 2021

Source: The Thai Life Assurance Association

### New Business Premium



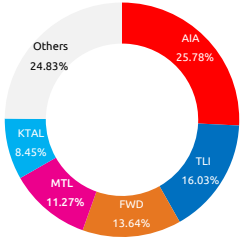
#### MTL ranked No. 3

- Equivalent to **20,519.74 MB**
- Market share at **14.99%**

Industry growth:  
7.39% (YoY)

Life insurance industry recorded - New Business Premium 136,895.61 MB

### Renewal Year Premium



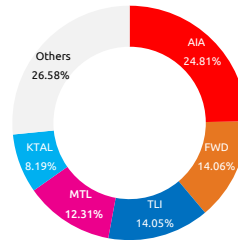
#### MTL ranked No. 4

- Equivalent to **39,685.67 MB**
- Market share at **11.27%**

Industry growth:  
0.72% (YoY)

Life insurance industry recorded - Renewal Year Premium 352,260.67 MB

### Total Premium



#### MTL ranked No. 4

- Equivalent to **60,205.41 MB**
- Market share at **12.31%**

Industry growth:  
2.50% (YoY)

Life insurance industry recorded - Total Premium 489,156.28 MB

Note: The mentioned premium information is from FWD (under the new juristic person) as a result of the merger between SCB LIFE and FWD, effective from 1 October 2020 onwards.



## IR CORNER

Source: Office of Insurance Commission (OIC)

### The OIC held CEO Insurance Forum 2021 to brainstorm about policies to strengthen the industry and build the public confidence.

The Office of Insurance Commission (OIC) held the **CEO Insurance Forum 2021** under the theme “**Navigating the Future of Thai Insurance to Cope with COVID-19 and New Emerging Risks**” on 19 November 2021.

Mr. Arkhom Termpittayapaisith, Minister of Finance, as the chairman gave the speech about “**Insurance System and a Drive to Recover and Handle Risks of Economy and Society System**”. He emphasized that the OIC and the insurance industry should collaborate to endorse insurance to have roles in 3 key matters, i.e.,

1. Promoting insurance to drive the economy and society,
2. Adopting digital transformation,
3. Enhancing protection of public interest as well as educating the public about insurance.

Dr. Suttipol Taweekhaikarn, the Secretary-General of the OIC, gave the speech about “**How to Drive the Insurance Industry in the New Era**” by presenting policies of 2021 which was a challenging year in terms of economy and changing society due to COVID-19 pandemic. 2021 is the first year that the insurance industry is driven by **Insurance Development Plan Vol. 4 (B.E. 2564 – 2568)** under the vision “Thai insurance system is a stable and sustainable insurance system that facilitates a healthy competition in the digital economy through the adoption of new innovations and technologies; the public, the private and the people will have an easy access to the insurance as a risk management tool for the citizens’ well-being”. Lastly, he shared about **4 principles of Hack the Future** to overcome challenges in the insurance industry.

1. Lead the trend, don’t follow the trend by executing offensive strategy to change business model and quickly adapt.
2. Advanced technology to cope with digital disruption and adopt new technologies.
3. Non-stop working with forward looking ideas to achieve goals.
4. Turn crisis into opportunity “COVID-19 = Opportunity” since learning and adapting is the only way to overcome changes.



# HIGHLIGHT PRODUCTS

more products

# AWARD & RECOGNITION

## Muang Thai Return Retire Campaign



Remark: Tax deduction of up to 300,000 Baht.

**Maximum annuity of 520%<sup>(1)</sup>**  
Receive 20% annuity each year<sup>(1)</sup> until the age of 85

**Tax Deductible**  
Up to 300,000 Baht<sup>(2)</sup>

**Guaranteed 15-year annuity payment**  
In case of death during annuity payment period<sup>(3)</sup>

- <sup>(1)</sup> Is % of the initial sum insured
- <sup>(2)</sup> Insurance premium is entitled to tax deduction.
- <sup>(3)</sup> In case the insured passes away before receiving a complete 15-year annuity payment, the Company shall guarantee to pay a lump sum amount which is equivalent to the present value of unpaid annuity of such 15-year period (according to the calculation specified in the insurance policy) to the beneficiary.

## Elite Health Rider



Remark: Tax deduction of up to 25,000 Baht.

**Right Coverage**  
Medical expense coverage for both OPD\* and IPD which is paid by actual amount in case of hospitalization

**Comprehensive Coverage**  
Kidney dialysis, diabetes, heart disease, chemotherapy and targeted therapy

**Long-Term Health Coverage**  
Insurable age is until the age of 80 with coverage period until the age of 99

\* In case of choosing coverage plan 2,3 or 4  
Coverage area (Premium varies based on area)  
The insured can select one coverage area as specified by the Company.

- Note:
- Underwriting is subject to the Company's regulations.
  - Only applying with Life insurance agents.
  - Elite Health Rider must be attached to a new policy only.
  - The coverage of this rider must not exceed the coverage period of the life insurance policy to which this rider is attached.
- Remark: Consumer should have an understanding in the details of coverage, conditions and exclusions before making a decision to purchase insurance.

# MTL HAPPENINGS



## Muang Thai Life Assurance won 2 awards from "Product of the Year Awards 2021" for 2 consecutive years

1. Premium Health Insurance from "Elite Health"
2. Lump Sum Coverage Health Insurance from "D Health"

hosted by BUSINESS+ Magazine and College of Management, Mahidol University (CMMU).



## Muang Thai Life Assurance won "Superbrands Thailand 2021" for 16 consecutive years

from Superbrands Thailand 2021 hosted by Superbrands Thailand



## Mr. Sara Lamsam received "Best Life Insurance CEO Sara Lamsam Thailand 2021"

from International Finance Awards 2021 hosted by International Finance Magazine United Kingdom



Insurance Hall of Fame Award 2020  
Honorary Outstanding Insurance Company Awards of 2017 Winner and Honor of the Prime Minister's Insurance Awards 4 consecutive times (2008, 2011, 2015 and 2019)  
Life Insurance Company with Outstanding Management 1<sup>st</sup> Place Award for 15 consecutive years (2006 – 2020) 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 - 2020  
from Superbrands Thailand