

# IR Fact Sheet

Vol. 61 : February 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

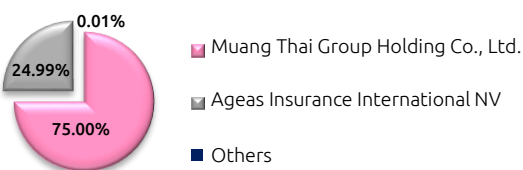
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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

(As of 1 April 19)

#### S&P Global

Rating	Outlook
BBB+	Positive
-	-

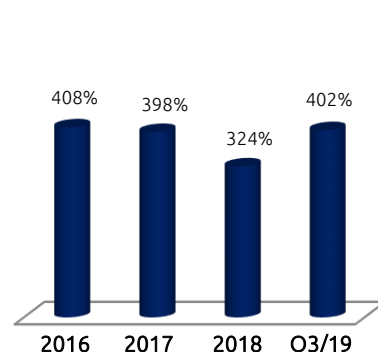
(As of 11 Dec 19)

## Financial Highlight

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



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



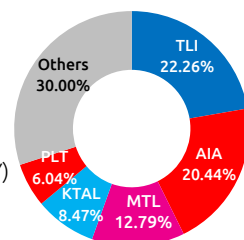
- Remarks:**
- Asset data has been reviewed by the Certified Public Account.
  - Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime.

## Market Position

### 1 – 31 December 2019

#### ▪ New Business Premium

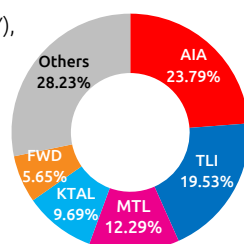
MTL ranked **No. 3** in life insurance industry equivalent to 2,617.11 MB, with growth of 12.24% (YoY) with market share at **12.79%**



#### ▪ Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 5,447.21 MB, with growth of -6.63% (YoY), with market share at **12.06%**

### New Business Premium



#### ▪ Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 8,064.33 MB, with growth -1.24% (YoY), with market share at **12.29%**

### Total Premium

#### ▪ Overall Life Insurance Industry

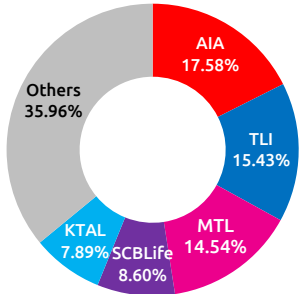
- ✓ New Business Premium of 20,458.86 MB with growth of 13.95% (YoY)
- ✓ Renewal Premium of 45,168.73 MB with growth of -3.80% (YoY)
- ✓ Total Premium of 65,627.59 MB with growth of 1.11% (YoY)

Source: The Thai Life Assurance Association

## January – December 2019

### MTL No. 3 New Business Premium

which was equivalent to 25,955.70 MB,  
with market share at **14.54%**



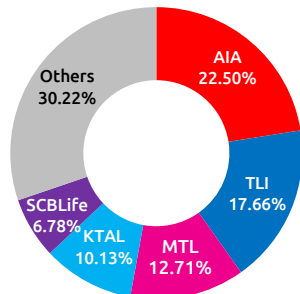
**Industry:** -1.07% growth (YoY)



➤ Life insurance industry recorded  
New Business Premium of 178,487.45 MB

### MTL No. 3 First Year Premium

which was equivalent to 13,821.12 MB,  
with market share at **12.71%**



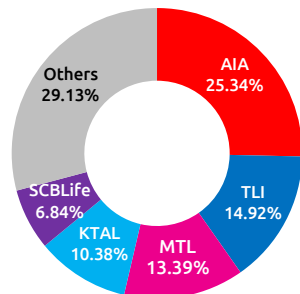
**Industry:** 13.65% growth (YoY)



➤ Life insurance industry recorded  
First Year Premium of 108,737.99 MB

### MTL No. 3 Renewal Year Premium

which was equivalent to 57,884.53 MB,  
with market share at **13.39%**



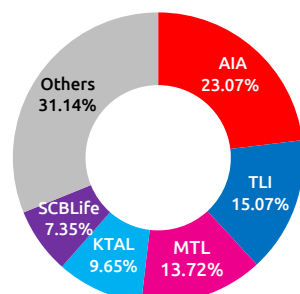
**Industry:** -3.25% growth (YoY)



➤ Life insurance industry recorded  
Renewal Year Premium of 432,426.66 MB

### MTL No. 3 Total Premium

which was equivalent to 83,840.22 MB,  
with market share at **13.72%**



**Industry:** -2.63% growth (YoY)



➤ Life insurance industry recorded  
Total Premium of 610,914.11 MB

### OIC Issued a Notification Extending Scope of Investment in Other Businesses of Insurance Companies to Boost Competitiveness and Grapple with Low Interest Rate and Baht Appreciation.

Dr. Suthiphon Thaveechaiyagarn, Secretary-General of the Office of Insurance Commission (OIC), disclosed that OIC had amended the Notification Re: Investment in Other Businesses of Life Insurance Companies/ Non-Life Insurance Companies (No. 4) B.E. 2563 on 29 January 2020 which has been effective immediately as a result of the government's policy to utilize capability of the insurance industry to boost economy and grapple with low interest rate and Baht appreciation.

The objective of this amendment is to enhance competitiveness capability of Thai insurance industry and support economy as well as giving opportunity to insurance companies to have variety of investments in accordance with risks and obligations owed to insureds.

5 key details of the amendment include:

1. Increase foreign investment allocation for more investment options and improve asset management to be in line with liabilities and obligations owed to insureds (asset-liability management).

2. Add types of assets to support the government's policy to reduce investment concentration of the insurance industry.

3. Allow insurance companies to invest in equity instruments of medical centers, hospitals or companies operating long-term care for senior citizens and dependent persons under the aging society policy as well as enhancing efficiency or reducing cost of the insurance business, resulting in ecosystem in Thai insurance industry.

4. Allow insurance companies to invest in InsurTech business in order to develop insurance-related technologies and give opportunity to Startup companies to reach source of funds for boosting macro economy.

5. Relax currency hedging by allowing insurance companies to conduct currency hedging based on their financial status for foreign investment flexibility.

"However, the Investment Notification still requires insurance companies to monitor, control and oversee stability, financial status, performance, good governance and suitable risk management in order to protect insurance companies' financial position" said by the Secretary-General of OIC.

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



[More Detail](#)

- Global investment opportunity through global multi assets
- Full premium upon maturity
- Opportunity to receive special dividend upon maturity (if any) from return of Citi Global Multi Asset Index

**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 <sup>(1)</sup>

<sup>(1)</sup> The coverage area is as chosen.

**Remark:**

- Underwriting is subject to the Company's regulations.
- Only applying with Life insurance agents.
- Elite Health Rider shall be attached to new policy only.

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



[More Products](#)

**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



**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

**MTL Happenings**

**Muang Thai Life Assurance Emphasized the 2020 Strategy "MTL Everyday Life Partner".**

**20 Jan 2020:** Mr. Sara Lamsam, the President and Chief Executive Officer, and the executives held a press conference to disclose the Company's business direction of 2020. Muang Thai Life Assurance (MTL) aims to be a leader providing excellent products and services through innovation and modern technology which can better meet all unique lifestyles and is determined to properly strengthen wealth and security in every life stage and lifestyle of customers. To emphasize the strategy "MTL Everyday Life Partner", the variety of life insurance products including protection, health and investment will be offered; moreover, the Company will uplift its standard to meet international standard, become modern and be able to tackle the Digital Era entirely.



**Muang Thai Life Assurance Launched "Sarsara" Learning Center to Develop Staff for New Generation.**

**20 Jan 2020:** Mr. Sara Lamsam, the President and Chief Executive Officer, disclosed that the Company has continued to develop the organization and staff from all levels to be capable of working in more different functions and be more efficient under the new world. MTL opened "Sarsara" Learning Center located on the area of 48 rai in Ratchaburi province, it is surrounded by nature and fully equipped with learning facilities and accommodations. The property was designed to have open space and energy-saving facilities and be eco-friendly. Sarsara Learning Center will be a development hub for employees, agents and related parties which will lead to the right ideas and innovations that can meet customer needs comprehensively. MTL is ready to grow sustainably, securely and firmly.

