

IR Fact Sheet

Vol. 77 : June 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.

Chairman

Mr. Photipong Lamsam

President & CEO

Mr. Sara Lamsam

Representative Office

Yangon, Myanmar

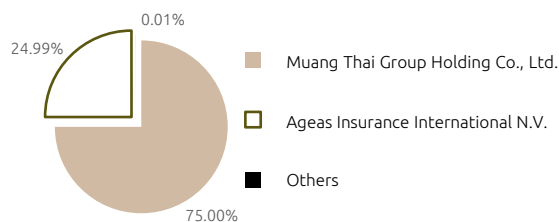
Company Profile

Date of Establishment
6 Apr 1951

Conversation to Public Company Limited
1 Oct 2012

Registered Capital
1,000 million baht

Shareholding Proportion



Credit Ratings:

Fitch Ratings

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

(as of 9 Apr 21)

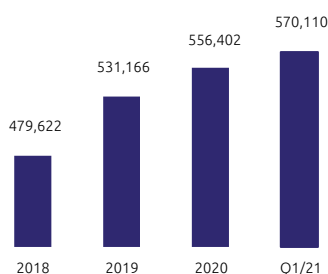
S&P Global

Rating	Outlook
International	BBB+ Stable
National	- -

(as of 30 Oct 20)

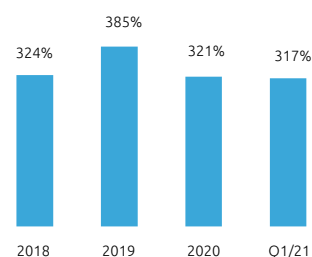
FINANCIAL HIGHLIGHTS

Total Asset¹



Capital Adequacy Ratio²

(unit: million baht)



Note: 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 APRIL 2021

New Business Premium

MTL ranked No. 2

- in life insurance industry
- Equivalent to **1,651.45 MB**
- Market share at **13.17%**

Renewal Premium

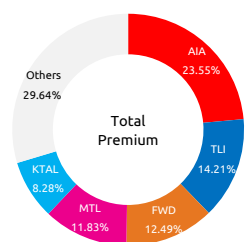
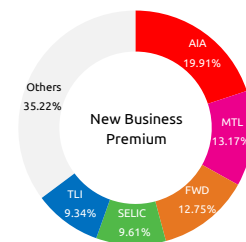
MTL ranked No. 4

- in life insurance industry
- Equivalent to **3,357.31 MB**
- Market share at **11.27%**

Total Premium

MTL ranked No. 4

- in life insurance industry
- Equivalent to **5,008.76 MB**
- Market share at **11.83%**



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	12,544.14	29.88%
Renewal Premium	29,802.86	0.17%
Total Premium	42,347.01	7.45%

Source: The Thai Life Assurance Association

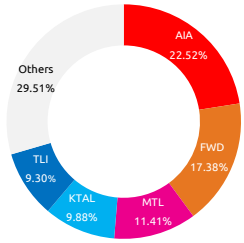


MARKET POSITION

JANUARY – APRIL 2021

Source: The Thai Life Assurance Association

First Year Premium



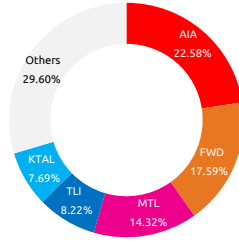
MTL ranked No. 3

- Equivalent to **3,552.19 MB**
- Market share at **11.41%**

Industry growth:
-6.31% (YoY)

Life insurance industry recorded - First Year Premium 31,133.31 MB

New Business Premium



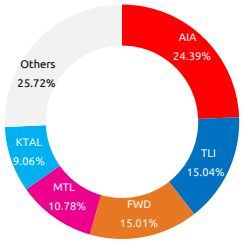
MTL ranked No. 3

- Equivalent to **8,053.63 MB**
- Market share at **14.32%**

Industry growth:
10.40% (YoY)

Life insurance industry recorded - New Business Premium 56,253.23 MB

Renewal Year Premium



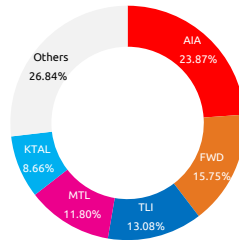
MTL ranked No. 4

- Equivalent to **15,018.63 MB**
- Market share at **10.78%**

Industry growth:
0.63% (YoY)

Life insurance industry recorded - Renewal Year Premium 139,290.80 MB

Total Premium



MTL ranked No. 4

- Equivalent to **23,072.26 MB**
- Market share at **11.80%**

Industry growth:
3.25% (YoY)

Life insurance industry recorded - Total Premium 195,544.03 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)

Coverage Measure for Allergies from COVID-19 Vaccination at Service Points Outside Hospital

To support government policies and action plans of the National Vaccine Committee

In order to accelerate herd immunity and reduce risks, including to ensure that the insured who purchases coverage for side effects from COVID-19 vaccination remains covered according to the general conditions of the insurance policy, OIC issued the Registrar's Order No. 26/2021 Re: Coverage for side effects from COVID-19 vaccination according to the insurance policy or rider for life insurance companies, and Registrar's Order No. 27/2021 Re: Coverage for side effects from COVID-19 vaccination according to the insurance policy or attachment for non-life insurance companies.

These two registrar orders require insurance companies to cover side effects from COVID-19 vaccination performed by physicians, nurses or personnel authorized by the laws of the Kingdom of Thailand, regardless of the location, and the insured will still receive the same coverage according to conditions specified in the insurance policy as well as vaccination in general hospitals. This measure is expected to mitigate a controversy and to ensure people who have insurance for allergies from COVID-19 vaccination.

Insurance policies covering side effects from COVID-19 vaccination



Data during
22 April -
15 May 2021

Policy

800,269

Policies



Premium

96,931,810

Baht



Claim

105,190

Baht



Muang Thai Smart Linked 15/6 (Global) Campaign



Potential for upside gain

from GS Momentum Builder® Multi-Asset 5S ER Index



Guaranteed benefits

Guaranteed cash bonus during the contract and protected paid premiums⁽¹⁾



Tax Deductible

Eligible for personal income tax deduction of up to 100,000 Baht⁽²⁾

⁽¹⁾ In case of being alive until contract maturity, the payable benefits will not be lower than the paid premium

⁽²⁾ It is subject to the Revenue Department

Elite Health



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

^(*) For coverage plan 2,3 or 4 only

Note:

- Underwriting is subject to the Company's regulations

- Only applying with Life insurance agents

- Elite Health shall be attached to new policy only

- Coverage period of the rider must not exceed coverage period of the life insurance policy that this rider is attached to

Remark: 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 won

“Best Life Insurance Company - Thailand 2020”

Mr. Sara Lamsam, President & Chief Executive Officer, received “Best Life Insurance Company - Thailand 2020” from the International Finance Awards 2020, organized by International Finance magazine, with international pride Continued for the 3rd time.



Muang Thai Life Assurance Launched New Application

“MTL Fit”, Fit For Everyone

Muang Thai Life Assurance launched a new application “MTL Fit”, Fit For Everyone, for customers and general users. It is a health application encouraging Thai people to take care of, pay attention, better know their health, and have fun with several characters of animals in each level. Each character represents the users’ health based on given health information. The characters’ cuteness and uniqueness will help everyone better understand their health.



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 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 - 2020 from Superbrands Thailand