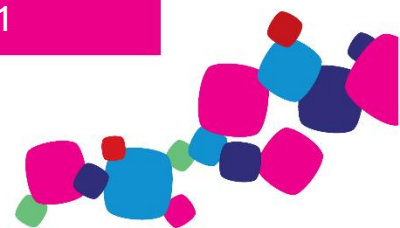


# IR Fact Sheet

Vol. 78 : July 2021

-  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, 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

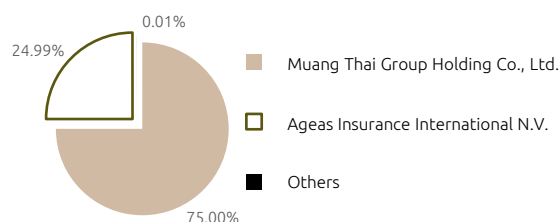
### Chief Executive Officer

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)

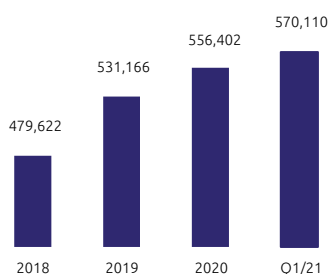
#### S&P Global

Rating	Outlook
International	BBB+ Stable
National	- -

(as of 30 Oct 20)

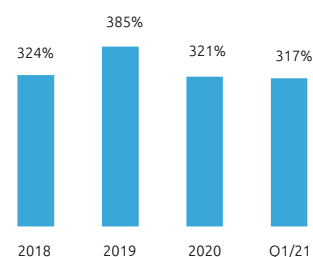
## FINANCIAL HIGHLIGHTS

### 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 MAY 2021

### New Business Premium

MTL ranked No. 3

- in life insurance industry
- Equivalent to **1,633.24 MB**
- Market share at **13.62%**

### Renewal Premium

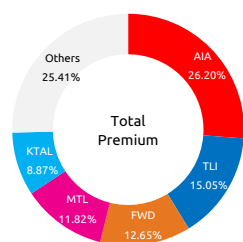
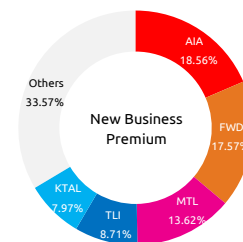
MTL ranked No. 3

- in life insurance industry
- Equivalent to **3,710.06 MB**
- Market share at **11.16%**

### Total Premium

MTL ranked No. 4

- in life insurance industry
- Equivalent to **5,343.30 MB**
- Market share at **11.82%**



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	11,994.34	10.96%
Renewal Premium	33,229.71	-0.03%
Total Premium	45,224.04	2.67%

Source: The Thai Life Assurance Association

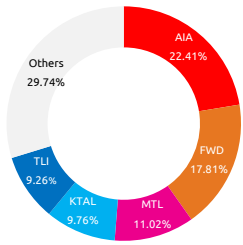


## MARKET POSITION

## JANUARY – MAY 2021

Source: The Thai Life Assurance Association

### First Year Premium



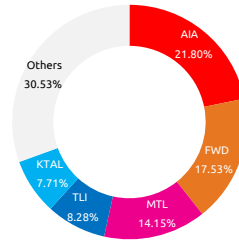
### MTL ranked No. 3

- Equivalent to **4,167.53 MB**
- Market share at **11.02%**

Industry growth:  
-5.50% (YoY)

Life insurance industry recorded - First Year Premium 37,817.34 MB

### New Business Premium



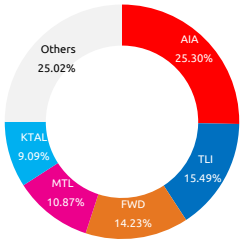
### MTL ranked No. 3

- Equivalent to **9,686.87 MB**
- Market share at **14.15%**

Industry growth:  
10.85% (YoY)

Life insurance industry recorded - New Business Premium 68,463.74 MB

### Renewal Year Premium



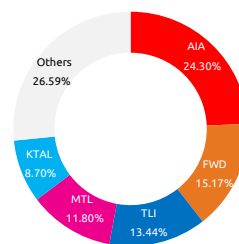
### MTL ranked No. 4

- Equivalent to **18,728.69 MB**
- Market share at **10.87%**

Industry growth:  
0.41% (YoY)

Life insurance industry recorded - Renewal Year Premium 172,361.76 MB

### Total Premium



### MTL ranked No. 4

- Equivalent to **28,415.56 MB**
- Market share at **11.80%**

Industry growth:  
3.17% (YoY)

Life insurance industry recorded - Total Premium 240,825.50 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)

## Insurance Fraud Prevention Measures for Deliberate Solicitation of COVID-19 Infection for Receiving Insurance Benefits

1. Insurance Bureau System (IBS) is used to analyze irregular claim behaviors.
2. Correct understanding of people is established to ensure that truthful insureds will not be affected, and to prevent the offences.
3. OIC shall publicize the stress test results of the Thai insurance business to ensure the people the stable financial status and sufficient liquidity for claim payment.
4. The insurance companies are obliged to comply with the measures, the OIC's notifications, and the relevant Registrar's orders to strictly prevent and suppress the insurance fraud.

### Long-term measures:

5. Integrate insurance fraud prevention and suppression to achieve concrete results and to be adhered as the practice of the insurance system.
6. Protect and guard the consumers from the insurance fraud. The issues will be discussed with the Consumer Protection and Insurance Participation Committee to explore consumer protection measures further.

### Additional measures:

1. Take strict legal action against those who intend to disseminate information to motivate or incite others to commit crimes.
2. Pass on knowledge and understanding of insurance, as well as the consequences of insurance fraud for the public.
3. Integrate the information from related organizations, such as the National Health Security Office (NHSO), Social Security Office, and Office of the Consumer Protection Board (OCPB), to prevent and suppress the insurance fraud, and to investigate as well as monitoring reasonable grounds for such behaviors.

# HIGHLIGHT PRODUCTS

more products

## Muang Thai 101 Plus



### 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.



### Tax Deductible

Eligible for personal income tax deduction of up to 100,000 Baht. \*

\* It is subject to the Revenue Department

## D Health Rider



### Long-Term Health Coverage

Entry age is until the age of 80 with long-term coverage period until the age of 99.



### Coverage to the Max

Lump sum coverage up to 5MB. \*\* Hospitalization in standard single room at every hospital.



### Adjust your plan as you want

In retirement, you can reduce deductible to receive more coverage without the need to declare health information again.

\*\* For IPD sum insured of 5 MB per any hospitalization

#### Note:

- Underwriting is subject to the Company's regulations
  - Only applying with Life insurance agents
  - D Health Rider must be attached to a policy which is still in force 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



## Kasikornbank Signs Bancassurance Agreement with Muang Thai Life Assurance for a 10-Year Period.

Kasikornbank joined hands with Muang Thai Life Assurance to sign the bancassurance agreement to distribute insurance products through the bank and 5 subsidiaries for 10 years, receiving the exclusivity fee of 12,700 MB. Both parties are to develop new products and new distribution channels to become a key player in the life insurance market in Thailand.



## Muang Thai Life Assurance Appoints Dr. Sutee Mokkhavesa to be the New President

The Board of Directors of Muang Thai Life Assurance has approved the appointment of Dr. Sutee Mokkhavesa as the Company's President, effective from 1 July 2021 onwards. Dr. Sutee Mokkhavesa is responsible for the operations management while Mr. Sara Lamsam still holds the position as Chief Executive Officer (CEO), driving the Company's strategic and commercial aspects.

# AWARD & RECOGNITION



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 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