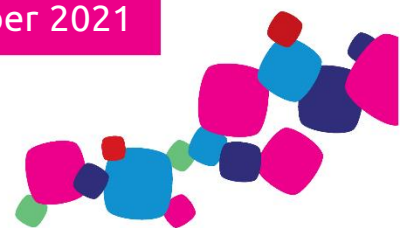


IR Fact Sheet

Vol. 80 : September 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

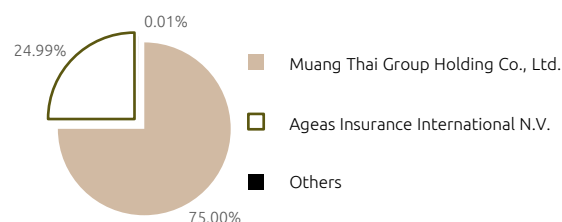
Chief Executive Officer

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)

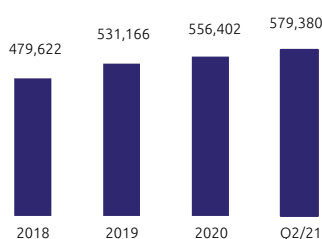
S&P Global

Rating	Outlook
International	BBB+ Stable
National	- -

(as of 30 Oct 20)

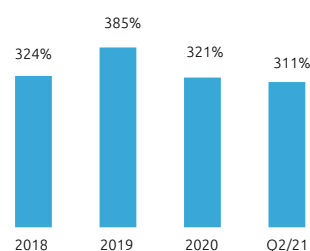
FINANCIAL HIGHLIGHTS

Total Asset¹



Capital Adequacy Ratio²

(unit: million baht)



Note: ¹ Asset data has been reviewed by the Certified Public Account

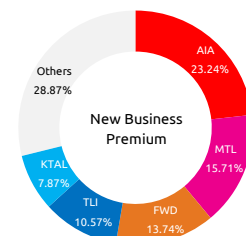
² Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime

MARKET POSITION 1 – 31 JULY 2021

New Business Premium

MTL ranked No. 2

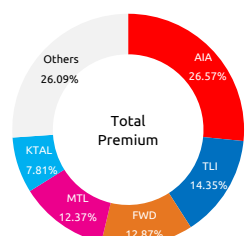
- in life insurance industry
- Equivalent to **1,882.79 MB**
- Market share at **15.71%**



Renewal Premium

MTL ranked No. 4

- in life insurance industry
- Equivalent to **3,591.58 MB**
- Market share at **11.13%**



Total Premium

MTL ranked No. 3

- in life insurance industry
- Equivalent to **5,474.37 MB**
- Market share at **12.37%**

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	11,982.89	7.22%
Renewal Premium	32,268.94	0.20%
Total Premium	44,251.83	2.01%

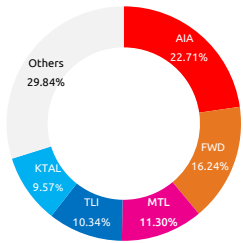
Source: The Thai Life Assurance Association

MARKET POSITION

JANUARY – JULY 2021

Source: The Thai Life Assurance Association

First Year Premium



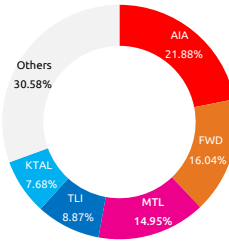
MTL ranked No. 3

- Equivalent to **5,914.35 MB**
- Market share at **11.30%**

Industry growth:
-8.41% (YoY)

Life insurance industry recorded - First Year Premium 52,328.20 MB

New Business Premium



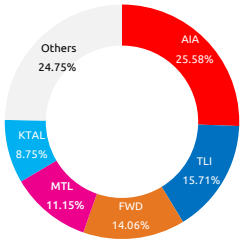
MTL ranked No. 3

- Equivalent to **14,295.15 MB**
- Market share at **14.95%**

Industry growth:
9.44% (YoY)

Life insurance industry recorded - New Business Premium 95,644.91 MB

Renewal Year Premium



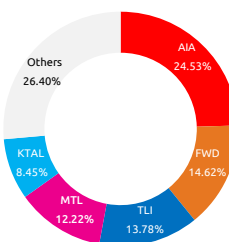
MTL ranked No. 4

- Equivalent to **27,150.08 MB**
- Market share at **11.15%**

Industry growth:
0.62% (YoY)

Life insurance industry recorded - Renewal Year Premium 243,417.57 MB

Total Premium



MTL ranked No. 4

- Equivalent to **41,445.23 MB**
- Market share at **12.22%**

Industry growth:
2.96% (YoY)

Life insurance industry recorded - Total Premium 339,062.48 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)

OIC Opens Offline-Online COVID-19 Insurance Complaint Center to Protect People's Benefits

The OIC is aware of the impact of the late claim payments of insurance companies due to COVID-19, so the OIC founded a center to receive COVID-19 insurance complaints separated from regular complaint channels as to facilitate the process for insureds along with the implementation of urgent measures. It would be officially opened on 9 September 2021 which is the 14th anniversary of the OIC's establishment.

This aims to provide a comprehensive One Stop Service and cover all dimensions of COVID-19 insurance coverage. Furthermore, insureds are able to file complaints and follow up progress online. The OIC opened a channel for COVID-19 insurance especially to support insureds who are not convenient to file a complaint at the center.

The complaint handling team will be set up as follows:

1 Found-Paid-Done team

3 Medical care team


2 Daily compensation team

4 Handling team for other issues

From statistics of complaints about the COVID-19 insurance policy as of 3 September 2021, there were 3,145 complaints in total, and the most common complaint issue is that insurance companies have not paid compensation according to the COVID-19 Found-Paid-Done insurance policy.



HIGHLIGHT PRODUCTS

 more products

Muang Thai 9960 (Tax Deductible)



Income after retirement
Receive annuity of 12% a year.⁽¹⁾



Annuity payment mode of choice
Annually or monthly.



Tax deductible
Up to 300,000 Baht. ⁽²⁾

⁽¹⁾ Is % of the initial sum insured.

⁽²⁾ According to the Revenue Department's rules.

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.

Remark: Consumer should have an understanding in the details of coverage and conditions every time before making a decision to purchase insurance

MTL HAPPENINGS



Muang Thai Life Assurance Wins 2 Prestigious Awards "Business+ Product Innovation Awards 2021".

Mr. Sara Lamsam, the Chief Executive Officer, and Dr. Sutee Mokkhavesa, the President of Muang Thai Life Assurance Public Company Limited received 2 prestigious awards "Business+ Product Innovation Awards 2021" comprising Life and Non-Life Insurance Award under Health Insurance Category for "Extra Care Plus", and Life and Non-Life Insurance Award under Service Category for "MTL Click Application". Muang Thai Life Assurance is the only life insurer receiving such 2 awards from "Business+ Product Innovation Awards 2021" held by Business+ Magazine.



Muang Thai Life Assurance Wins Prestigious International Award "Corporate Excellence Award".

Mr. Sara Lamsam, the Chief Executive Officer, and Dr. Sutee Mokkhavesa, the President of Muang Thai Life Assurance Public Company Limited received prestigious international award "Corporate Excellence Award" held by Asia Pacific Enterprise Awards (APEA) 2021, Regional Edition.

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 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