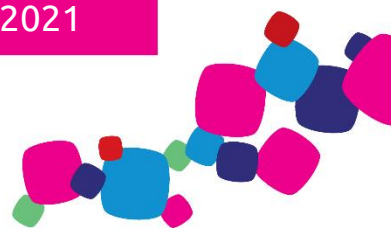


# IR Fact Sheet

Vol. 81 : October 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

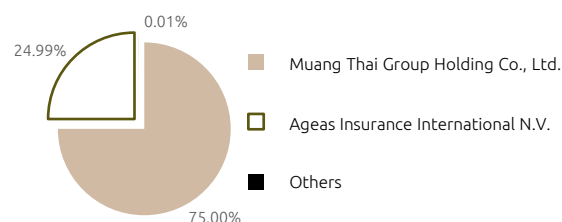
### Chief Executive Officer

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)

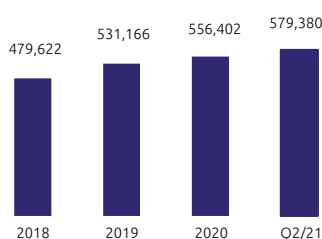
#### S&P Global

Rating	Outlook
International	BBB+ Stable
National	- -

(as of 12 Oct 21)

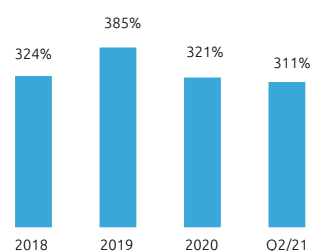
## FINANCIAL HIGHLIGHTS

### 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 August 2021

### New Business Premium

**MTL ranked No. 3**

- in life insurance industry
- Equivalent to **1,678.36 MB**
- Market share at **13.67%**

### Renewal Premium

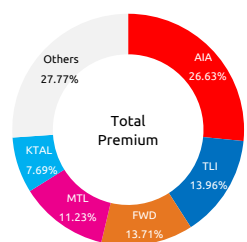
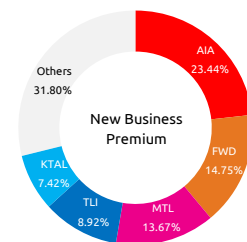
**MTL ranked No. 4**

- in life insurance industry
- Equivalent to **3,643 MB**
- Market share at **10.38%**

### Total Premium

**MTL ranked No. 4**

- in life insurance industry
- Equivalent to **5,321.36 MB**
- Market share at **11.23%**



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

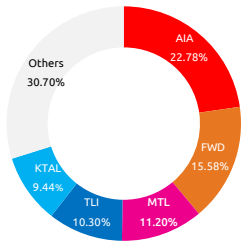
	equivalent (MB)	growth (YoY)
New Business Premium	12,276.29	-11.67%
Renewal Premium	35,089.83	2.30%
Total Premium	47,366.12	-1.73%

Source: The Thai Life Assurance Association



## MARKET POSITION

### First Year Premium



#### MTL ranked No. 3

- Equivalent to **6,621.07 MB**
- Market share at **11.20%**

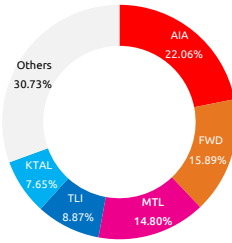
Industry growth:  
-10.81% (YoY)

Life insurance industry recorded - First Year Premium 59,101.48 MB

## JANUARY – AUGUST 2021

Source: The Thai Life Assurance Association

### New Business Premium



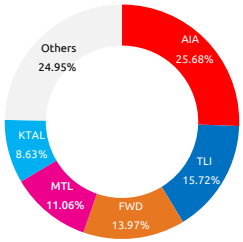
#### MTL ranked No. 3

- Equivalent to **15,973.50 MB**
- Market share at **14.80%**

Industry growth:  
6.55% (YoY)

Life insurance industry recorded - New Business Premium 107,921.20 MB

### Renewal Year Premium



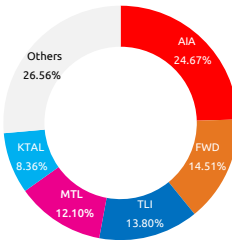
#### MTL ranked No. 4

- Equivalent to **30,793.08 MB**
- Market share at **11.06%**

Industry growth:  
0.82% (YoY)

Life insurance industry recorded - Renewal Year Premium 278,507.39 MB

### Total Premium



#### MTL ranked No. 4

- Equivalent to **46,766.59 MB**
- Market share at **12.10%**

Industry growth:  
2.36% (YoY)

Life insurance industry recorded - Total Premium 386,482.60 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 Insurance Development Plan Vol. 4 (2021-2025)

As the global economic system is now in context of modern world transformation (New Normal), social structural changes, aging society, and the progressive development of technology and innovation as well as COVID-19 pandemic affecting people's lifestyles to rely more on technology and online transactions. Hence, the OIC conducted the Insurance Development Plan Vol. 4 (2021-2025) to be appropriate, flexible and adjustable to respond to the situation and serve as a guideline for the Thai insurance industry to be prepared for the changing global environment.

#### Strategy 1 Developing and Encouraging Insurance Business to Adjust Business to Align with New Environment

Encourage insurance business to maximize the capability by implementing technology, encourage Thailand to become an InsurTech Hub, link to startups and tech firms, and promote channel development, methods, and products for each group of people to easily access.

#### Strategy 2 Cultivating Insurance Risk Management Culture for the General Public and Private Sector

Strengthen the potential and quality of insurance sales offering and services as well as claims request, and strengthen the insurance intermediaries' potentials, and provide advice on financial planning and risk management in parallel with offering the insurance products to the public and private sectors.

#### Strategy 3 Promoting a role of the Insurance System in Contributing to Sustainable Development of Economic and Social Systems

Focus on applying insurance to help manage risks and proceed government policies, strengthen the financial stability of insurance companies to take more risks, and push insurance business to be a part of ESG (Environmental, Social, and Corporate Governance).

#### Strategy 4 Developing Insurance Infrastructure to Promote Insurance Business

Develop modern laws and rules of the governing and comply with the international standards, enhance capability and knowledge of insurance personnel, develop work systems, databases, and technologies to connect information internally and externally, transform the regulator to become SMART OIC by developing personnel ability, and apply technology in terms of internal processes and governance (SupTech) to catch up with changes in time.

# HIGHLIGHT PRODUCTS

more products

# AWARD & RECOGNITION

## Muang Thai 101 Plus Campaign



- 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.

## Mao Chai Extra Campaign



- Comprehensive Lump Sum Coverage**  
Medical expenses for epidemics, critical illnesses and general diseases.
- Super Lump Sum Coverage**  
Medical coverage up to 500,000 Baht per any hospitalization\*
- Lump Sum Coverage for All**  
Room fee of 4,000 Baht per day\* with the doubled amount for ICU hospitalization

\* In case of choosing coverage plan 500,000 Bath

Note:  
 - Underwriting is subject to the Company's regulations  
 - Only applying with Life insurance agents  
 - Extra Care Rider (N) must be attached to a policy which is still in force 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 risks before making a decision to purchase insurance.

# MTL HAPPENINGS



## Muang Thai Life Assurance Won 2 Awards: 2021 Thailand's Most Admired Brand

Mr. Sara Lamsam, Chief Executive Officer, and Dr. Sutee Mookhavesa, the President of Muang Thai Life Assurance Public Company Limited, received 2 prestigious awards "2021 Thailand's Most Admired Brand" under category of financial services of digital life insurance group, and "Top Social Commerce Brand Award", which were from the survey results showing that the Company has been recognized and trusted by the consumers. The event was held by BrandAge magazine.



## Muang Thai Life Assurance Joins Hands with ZA Tech to Launch COVID-19 Insurance Plan

The Company joins hands with ZA Tech Global Limited, a leading technology joint venture in Asia, to launch the first product which was developed for sales during COVID-19 crisis in Thailand by designing sales process of COVID-19 vaccine insurance enabling customers to simply purchase in real time, and designing products that give customers the flexibility to choose coverage for side effects of the COVID-19 vaccine in affordable price.



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