

# IR Fact Sheet

The Company for Forward Thinking People

Volumes 50 : March 2019

## 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

No. of Branches: 173 (exclude Head Office)

No. of Agent Offices: 48 (As of 12 March 2019)

No. of Care Service Network: Hospital (306), Clinic (173)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

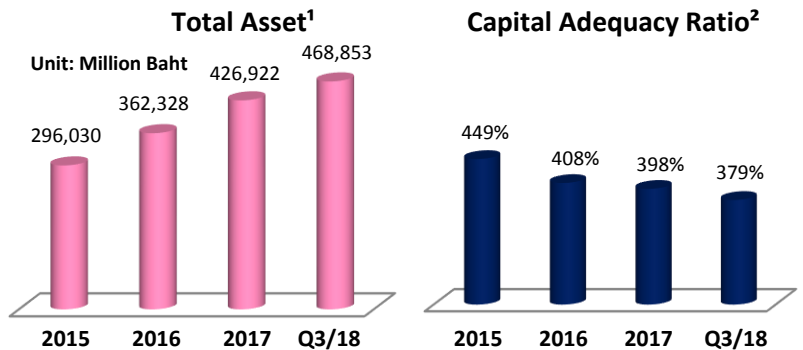
S&P Global

	Rating	Outlook	Rating	Outlook
International	BBB+	Stable	BBB+	Stable
National	AAA (tha)	Stable	-	-

(As of 29 Oct 18)

(As of 28 Nov 18)

## Financial Highlight



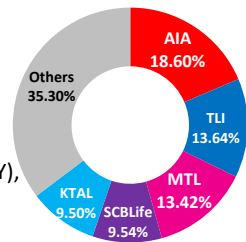
Remarks: 1. Asset data has been reviewed by the Certified Public Account.  
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

## Market Position

1 – 31 January 2019

### New Business Premium

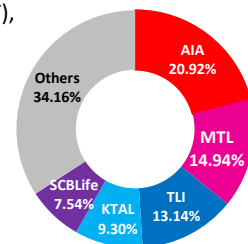
MTL ranked **No. 3** in life insurance industry equivalent to 1,589.18 MB, with growth of 10.86% (YoY), with market share at **13.42%**



New Business Premium

### Renewal Premium

MTL ranked **No. 2** in life insurance industry equivalent to 5,605.25 MB, with growth of -13.39% (YoY), with market share at **15.44%**



Total Premium

### Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 7,194.38 MB, with growth -8.90% (YoY), with market share at **14.94%**

### Overall Life Insurance Industry

- ✓ New Business Premium of 11,844.54 MB with growth of -12.85% (YoY)
- ✓ First Year Premium of 36,305.99 MB with growth of -4.09% (YoY)
- ✓ Total Premium of 48,150.53 MB with growth of -6.40% (YoY)

Source: The Thai Life Assurance Association



## Amendment to Parent Law Regarding Insurance to Protect Consumers' Rights



Source: The Thai Life Assurance Association

The Office of Insurance Commission (OIC) has made amendments on the parent law regarding life insurance and non-life insurance, to solve issues from existing law enforcements. This is to elevate the standard of the insurance corporate governance to be in accordance with the international standard. It will enhance corporate management of insurance companies, affirm their commitments to customers, and supervise insurance agents and brokers in order to prevent and combat insurance fraud, all of which is to protect consumers' rights.

In this regard, the amendments are divided into 3 categories for the bill. Just recently, on February 14<sup>th</sup>, 2019, the first category aiming at direct consumers' protections has been approved by the National Legislative Assembly (NIA). The second category is the legislation on stability and security of the companies. The third category is the legislation on mergers and acquisitions, and responsibilities of the companies' executives and authorized persons. At present, a hearing involving related parties has been conducted in order to propose to the Ministry of Finance further.






For the amendment to the first category which aims at direct consumers' protections, the legislation regarding insurance fraud prevention and combat has been added. Moreover, supervision on performance of insurance agents/brokers is revised to be stricter as well as punishment measures to be more appropriate. Details are as follows:


- 1) Determine measures to prevent and combat insurance fraud.
- 2) Determine legislation regarding the use of electronics methods in insurance business.
- 3) Revise and add the qualifications and prohibited characteristics of loss adjusters.
- 4) Revise and add the qualifications and prohibited characteristics of insurance agents/brokers.
- 5) Determine duties and responsibilities of a juristic person with insurance broker license.
- 6) Authorize the board of directors to determine the rules, procedures, and conditions of insurance agents/brokers, and the legislation regarding prohibited actions of insurance agents/brokers.
- 7) Revise and add the legislation regarding performance monitoring of insurance agents/brokers.
- 8) Revise and add the legislation regarding a license suspension and revocation, including appeal for license suspension and revocation of insurance agents/brokers.
- 9) Revise and add punishment measures to be in accordance with the law amendments.

Source: [www.oic.or.th](http://www.oic.or.th) and [www.tlaa.org](http://www.tlaa.org)

**Muang Thai Muang Thai Super Saving 14/7**







-  **Cash Bonus**  
At the end of every policy year Up to 51%<sup>(1)</sup> throughout the Contract
  -  **Good Benefit**  
With maturity benefit of 135%<sup>(1)</sup>
  -  **Life Coverage**  
Throughout the contract Up to 145%<sup>(1)</sup>
- <sup>(1)</sup> % of the initial sum insured

[More Detail](#) 

**Personal Accident Insurance PA Broken Bone**



-  **Receive coverage**  
Of broken bone or injury of internal organ due to accident up to 200,000 Baht<sup>(1)</sup>
-  **Receive coverage**  
Of medical expense due to accident up to 100,000 Baht<sup>(1)</sup>
-  **No Advance Payment**  
Simply submit Easy PA Credit card<sup>(2)</sup>

[More Detail](#) 

<sup>(1)</sup> For coverage plan 4  
<sup>(2)</sup> Easy PA Credit Card is for identifying yourself to the Company's network hospitals in order to receive treatment in case of accident without making any advance payment according to your selected medical expense limit.

- Remark:**
- Underwriting is subject to the Company's regulations.
  - Only applying with Life insurance agents.
  - Benefit, conditions and coverage in details are subject to the terms and conditions as stated in the policy.
  - **Note:** Consumer should have an understanding in the details of coverage and conditions every time before making a decision to purchase insurance.

[More Products](#)



**MTL Happenings**

**Muang Thai Life Assurance**

held the award ceremony "Muang Thai Life Assurance Hospital Awards 2018"



27 Feb 19 : Mr. Sara Lamsam, the President and Chief Executive Officer of Muang Thai Life Assurance PCL or MTL, disclosed that the Company held Muang Thai Life Assurance Hospital Awards 2018 for the 4th year with objectives to enhance the cooperation between the Company and 467 network hospitals nationwide. Moreover, it aims to elevate health services in order to deliver excellent and standard services to customers for utmost satisfaction according to the Company's main commitment to be the innovative life insurance company that is ready to stand by customers' side at every life stage, under the concept of "MTL Everyday Life Partner."

**Muang Thai Life Assurance**

held the event called "Challenge Run with MTL"

21 Feb 19 : Mr. Sara Lamsam, the President and Chief Executive Officer of Muang Thai Life Assurance PCL or MTL, along with the executives and employees, jointly held an event called "Challenge Run with MTL" to support "Run for AED" project, bringing together runners nationwide to achieve 10 million kilometers which will be converted to the donation worth 10 million Baht. The activity, held by the Thai Red Cross Society, aims to raise fund for purchasing automated external defibrillators.



Find MTL on       



**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 12 consecutive years (2006-2017)  
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



**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 2006-2017**  
from Superbrands Thailand