

IR Fact Sheet

เมืองไทย
ประกันชีวิต
MUANG THAI LIFE ASSURANCE

The Company for Forward Thinking People

Vol. 45 : October 2018

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: 174 (exclude Head Office)

No. of Agent Offices: 54 (As of 17 Sep 18)

No. of Care Service Network: Hospital (304), Clinic (160)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

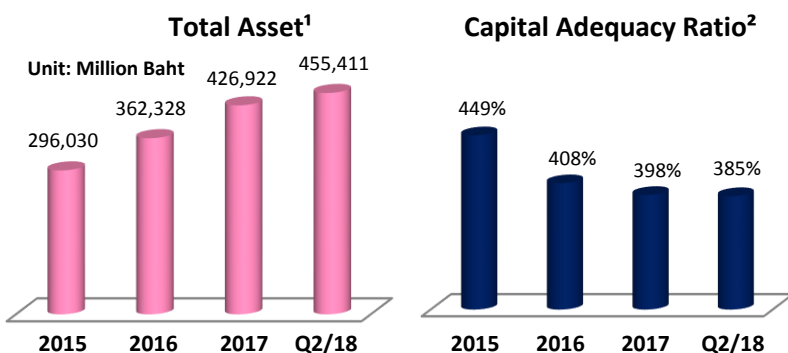
S&P Global

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

(As of 8 Nov 17)

(As of 27 Nov 17)

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 August 2018

New Business Premium

MTL ranked **No. 3** in life insurance industry equivalent to 1,561.88 MB, with growth of -14.06% (YoY), with market share at **11.85%**

Renewal Premium

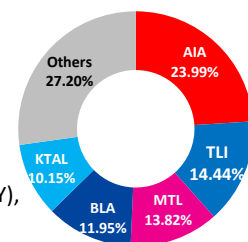
MTL ranked **No. 3** in life insurance industry equivalent to 4,441.13 MB, with growth of -3.92% (YoY), with market share at **13.82%**

Total Premium

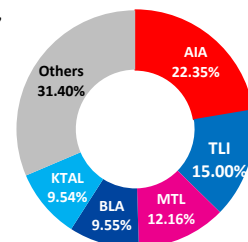
MTL ranked **No. 3** in life insurance industry equivalent to 6,003.01 MB, with growth -6.78% (YoY), with market share at **12.16%**

Overall Life Insurance Industry

- ✓ New Business Premium of 13,181.94 MB with growth of -4.10% (YoY)
- ✓ First Year Premium of 36,200.25 MB with growth of 8.22% (YoY)
- ✓ Total Premium of 49,381.99 MB with growth of 4.63% (YoY)



Renewal Premium



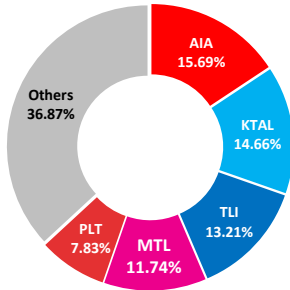
Total Premium

Source: The Thai Life Assurance Association

January – August 2018

MTL No. 4 New Business Premium

which was equivalent to 13,793.39 MB,
with market share at **11.74%**



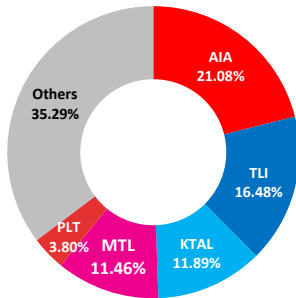
Industry: 8.78% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 117,503.76 MB

MTL No. 4 First Year Premium

which was equivalent to 6,987.75 MB,
with market share at **11.46%**



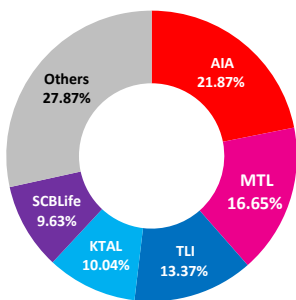
Industry: -7.32% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 60,952.11 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 48,750.73 MB,
with market share at **16.65%**



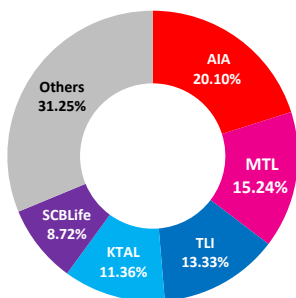
Industry: 3.93% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 292,794.49 MB

MTL No. 2 Total Premium

which was equivalent to 62,544.11 MB,
with market share at **15.24%**



Industry: 5.28% growth (YoY)



➤ Life insurance industry recorded Total Premium of 410,298.25 MB

Source: The Thai Life Assurance Association



IR Corner

United-Linked Insurance Policy and Financial Planning

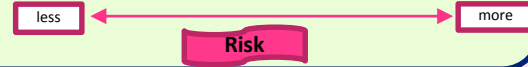
Unit-Linked Insurance Policy: Unit-Linked Insurance Policy (ULIP) is an investment-linked insurance policy that offers both life coverage and investment in mutual funds to the insured according to conditions set by the Company. This offers insureds the opportunity to generate additional investment return through mutual funds. The Company does not guarantee a minimum return for Unit-Linked Insurance Policy as opposed to Universal Life Insurance Policy which does offer a minimum return. Insureds will also be able to adjust the coverage amount.

4 Main Reasons to Consider Unit-Linked Insurance Policy for Financial Planning



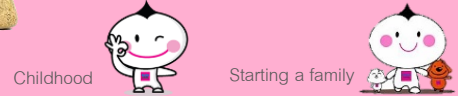
Create security through savings

Save through mutual funds and choose your own risk



Secure wealth with life coverage

Receive life coverage according to your plan



Accumulate wealth with investments

Manage your own investments



Pass on wealth through inheritance planning

Unit-Linked Insurance Policies can be passed on to your children



Unit-Linked Insurance Policies essentially combine the concept of a life insurance policy and mutual fund investment, so it is suitable for those who want to accumulate wealth. Unit-Linked Insurance Policies allow insureds to accumulate wealth through investments in mutual funds for additional return, while, at the same time, offer life coverage through death claim. As you can see, Unit-Linked Insurance Policies meet the needs of financial planning at all stages.

Source: www.set.or.th

★ Highlight Products

mDesign



More Detail



Financial Planning

One policy can make various financial plans



High Flexibility*

Choose the desired premium amount, change sum insured, reallocate investment portion as needed in each life stage



Higher Yield Opportunity

By investing in mutual funds of top asset management companies

*Subject to the conditions stated in the insurance policy and underwriting is subject to the Company's rules.

SME Khum Sure Campaign



Life and Health Insurance

All 2 in 1 Insurance Policy



Easy to claim

With presumable financial amount



Tax Deduction

Following rules of Revenue Department

Remark:

1. mDesign is a marketing name of Muang Thai Unit-Linked 1 Regular Premium
2. SME Khum Sure Campaign is a marketing name of ประกันภัยคุ้มครองภายในระยะเวลา 10/10 และสัญญาเพิ่มเติมการประกันภัยสุขภาพแบบเหมาจ่าย

More Detail

Remark:

- Underwriting is subject to the Company's regulations.
- 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



★ Awards & Recognition



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

1st Place Award for 12 consecutive years (2006-2017)
From Office of Insurance Commission



Life Insurance Company of the Year 2014 & 2017 Corporate Social Responsibility Award 2017

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



MTL Happenings

Muang Thai Life Assurance

"Health Lovers Enjoy Muang Thai Marathon 2018"

29 Sep 2018: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Co., Ltd. (MTL), launched "Muang Thai Marathon 2018", a continuous marathon series that is part of the Company's health promotion activities. MTL places great importance on encouraging the Thai people to exercise to stay healthy. The event was co-sponsored by the Ministry of Tourism and Sports, the Tourism Authority of Thailand (TAT), the Athletics Association of Thailand, the Police General Hospital Foundation under Her Royal Patronage, The Mall Group, and Jog & Joy Co., Ltd.



Muang Thai Life Assurance

"mDesign – mOne" Gets a Makeover

28 Sep 2018: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Co., Ltd. (MTL), said that the Company is modernizing Unit-Linked products to reiterate the Company's insistence on being customers' trusted lifetime partner in providing needs-based solutions. This makeover was done with the objective of modernizing and reaching out to more target groups, enhancing communication efficiency with customers, making the products easy to remember, as well as raising awareness about the benefits of both United-Linked products: mDesign and mOne.



Find MTL on

