

MTL Fact Sheet

เมืองไทย
ประกันชีวิต
MUANG THAI LIFE ASSURANCE

The Company for Forward Thinking People Volume 37: February 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

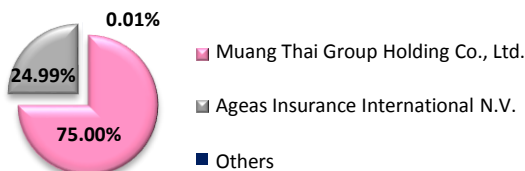
- We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services that 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: 175 (exclude Head Office)

No. of Agent Offices: 58 (As of 31 Dec 17)

No. of Care Service Network: Hospital (295), Clinic (158)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

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

(As of 8 Nov 17)

S&P Global

Rating	Outlook
International	BBB+ Stable
National	-

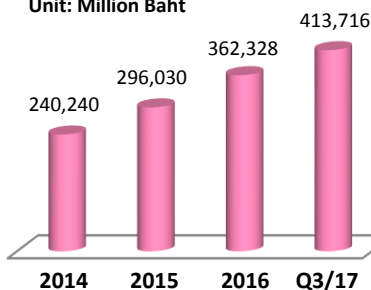
(As of 27 Nov 17)



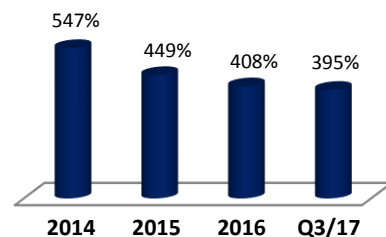
Financial Highlight

Total Asset¹

Unit: Million Baht



Capital Adequacy Ratio²



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.

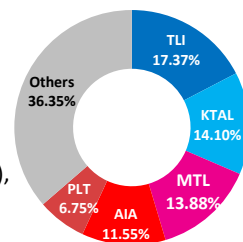


Market Position

1 – 31 December 2017

New Business Premium

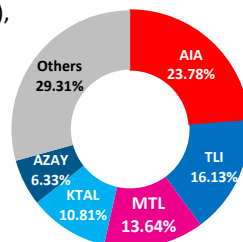
MTL ranked **No. 3** in life insurance industry equivalent to 2,255.68 MB, with growth of -15.56% (YoY), with market share at **13.88%**



New Business Premium

First Year Premium

MTL ranked **No. 4** in life insurance industry equivalent to 1,181.51 MB, with growth of -40.78% (YoY), with market share at **12.39%**



Total Premium

Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 8,442.96 MB, with growth of 8.13% (YoY), with market share at **13.64%**

Overall Life Insurance Industry

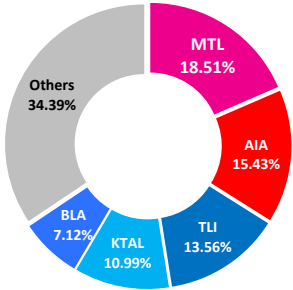
- ✓ New Business Premium of 16,252.71 MB with growth of -3.20% (YoY)
- ✓ First Year Premium of 9,533.35 MB with growth of -2.85% (YoY)
- ✓ Total Premium of 61,883.10 MB with growth of 2.74% (YoY)

Source: The Thai Life Assurance Association

January – December 2017

MTL No. 1 New Business Premium

which was equivalent to 31,066.41 MB,
with market share at **18.51%**



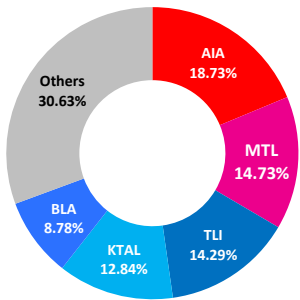
Industry: 3.87% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 167,824.56 MB

MTL No. 2 First Year Premium

which was equivalent to 15,194.31 MB,
with market share at **14.73%**



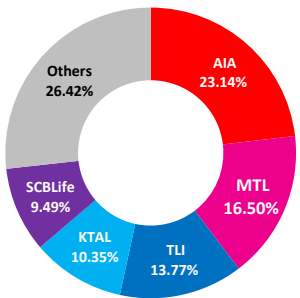
Industry: -6.42% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 103,124.82 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 71,614.96 MB,
with market share at **16.50%**



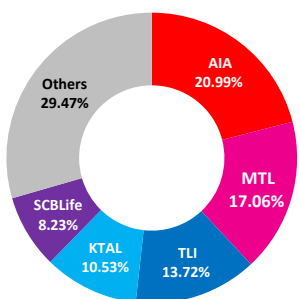
Industry: 6.69% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 433,900.13 MB

MTL No. 2 Total Premium

which was equivalent to 102,681.37 MB,
with market share at **17.06%**



Industry: 5.89% growth (YoY)



➤ Life insurance industry recorded Total Premium of 601,724.69 MB

Source: The Thai Life Assurance Association

 **IR Corner**

4 Steps to Sustainable Wealth with Unit-Linked Life Insurance

Wealth Management is something that everyone should learn as planning systemically from the beginning will enhance wealth sustainability. Now, there is a life insurance product that can help with wealth management combining various benefits under one policy called United-linked life insurance.

Let's see how Unit-linked products can help generate wealth:



1. Savings: We should set a target to save at least 10% of our income consistently.

Unit-linked allows you to increase investment amount at any time.

2. Protection: We can transfer risk in the event of an unfortunate situation such as death or accident with life and health insurance.

Unit-linked provides you with death coverage according to the policy value.

3. Accumulate: We should invest our savings in stocks or mutual funds, but we must select investments according to our risk appetite.

Unit-linked invests in mutual funds with potential for higher long-term growth than a savings account or other investment options, while also offering cash bonuses each year the policy is held.

4. Inheritance: Once we have generated wealth, we must pass on that wealth to future generations. However, we must be cautious about wealth transfer fees and inheritance tax.

Unit-linked allows you to designate beneficiaries without inheritance tax obligations.

Therefore, unit-linked products is another option for those looking for complete wealth management and creating inheritance for future generations with higher returns than ordinary life insurance. However, every investment has risks that we should study in detail before making a decision to purchase a policy to invest.

Source: maoinvestor.com



Highlight Products

Muang Thai Super Protection 90/5



More Detail

- Make Big Coverage with Small Money
- Short Term Premium Payment
No long term obligation
- Tax Deductible
According to the criteria of the Revenue Department

Muang Thai SabaiChai KoenKhum



More Detail

- Comprehensive Life and Health Lump Sum Insurance plan
- Short Term Premium Payment
No long term obligation
- Tax Deductible
According to the criteria of the Revenue Department

Remark:

- 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 11 consecutive years (2006-2016)
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



ISO 27001

BUREAU VERITAS
Certification

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

joins insurance MoU signing ceremony in Myanmar

30 Jan 18: Mr. Sara Lamsam, President and CEO of MTL joined in witnessing the signing of the Memorandum of Understanding (MoU) between the Office of Insurance Commission (OIC), the insurance regulator of Thailand, and the Financial Regulatory Department (FRD), the insurance regulator of the Republic of the Union of Myanmar. The objective is to promote collaboration in developing the regulation of the insurance business and industry between the regulators of the two countries. In addition, the distinguished guests visited the MTL Representative Office. They were informed of updates on Myanmar's business sector as well as guidelines on the promotion of highly capable Thai insurance companies to invest in Myanmar.



Muang Thai Life Assurance

showcases outstanding performance with total premium surpassing 100 billion & reveals 2018 strategy

24 Jan 18: Mr. Sara Lamsam President and CEO of MTL said 2017 was a year of success for the Company in many dimensions. The Company's total premium was 102,681 MB, growth of 6% from 2016, comprising new business premium of 31,066 MB and renewal premium of 71,615 MB. Mr. Sara also revealed the Company's business strategy for 2018 which is to focus on keeping Customers @ The Heart, meeting the needs of a digital lifestyle. The event took place at the MTL Headquarters in Khon Kaen province.



Find MTL on

