

MTL Fact Sheet

เมืองไทย
ประกันชีวิต
THE LIFE ASSURANCE

The Company for Forward Thinking People

Vol. 25 February 2017



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

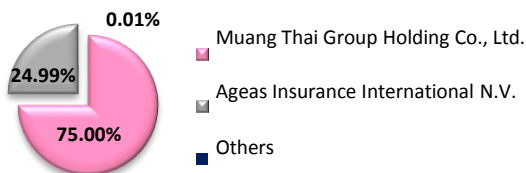
- We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services that 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: 172 (include Head Office)

No. of Agent Offices: 59 (at the end of 2016)

No. of Care Service Network: Hospital (279), Clinic (146)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

S&P Global

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

(As of 9 Dec 16)

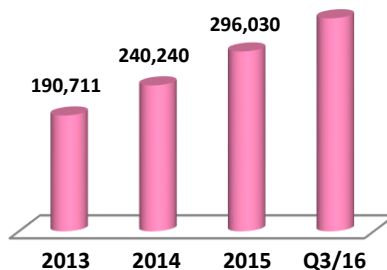
(As of 13 Dec 16)



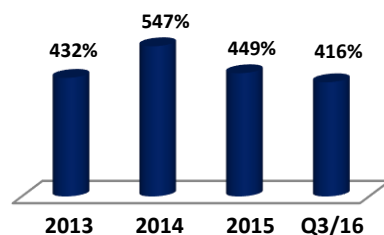
Financial Highlight

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.

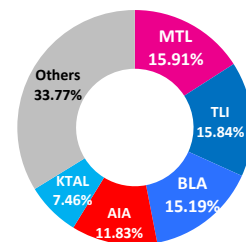


Market Position

1 - 31 December 2016

▪ New Business Premium

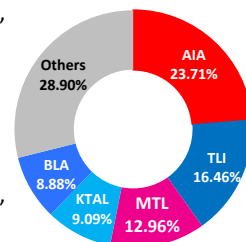
MTL ranked **No. 1** in life insurance industry equivalent to 2,671.31 MB, with growth of 0.68% (YoY), with market share at **15.91%**



New Business Premium

▪ First Year Premium

MTL ranked **No. 1** in life insurance industry equivalent to 1,995.09 MB, with growth of 19.61% (YoY), with market share at **20.33%**



Total Premium

▪ Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 7,807.95 MB, with growth of 11.64% (YoY), with market share at **12.96%**

▪ Overall Life Insurance Industry

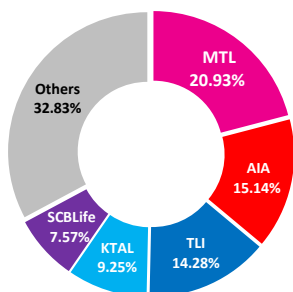
- ✓ New Business Premium of 16,789.42 MB with growth of 7.28% (YoY)
- ✓ First Year Premium of 9,813.30 MB with growth of -7.60% (YoY)
- ✓ Total Premium of 60,234.89 MB with growth of 8.59% (YoY)

Source: The Thai Life Assurance Association

January – December 2016

MTL No. 1 New Business Premium

which was equivalent to 33,815.23 MB,
with market share at **20.93%**



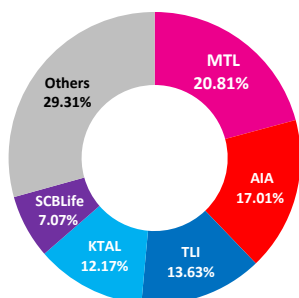
Industry: -5.75% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 161,568.83 MB

MTL No. 1 First Year Premium

which was equivalent to 22,929.58 MB,
with market share at **20.81%**



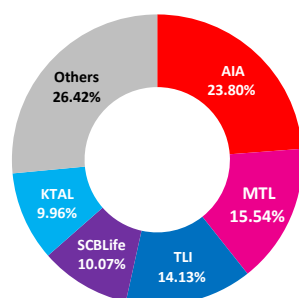
Industry: -7.94% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 110,196.03 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 63,197.30 MB,
with market share at **15.54%**



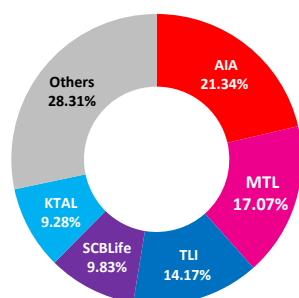
Industry: 11.09% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 406,691.55 MB

MTL No. 2 Total Premium

which was equivalent to 97,012.53 MB,
with market share at **17.07%**



Industry: 5.72% growth (YoY)





➤ Life insurance industry recorded Total Premium of 568,260.38 MB

Source: The Thai Life Assurance Association

Core Values

The M Powered C

-  Customer Centric
-  Creativity
-  Commitment to Success
-  Collaboration
-  Caring

IR Corner

(Corporate Governance : CG) (2)

CG related agencies

1. The Stock Exchange of Thailand (SET)

Propose good corporate governance in 2002 and continued development for more appropriateness by applying internationally accepted standards such as OECD, CG-ROSC and ASEAN CG Scorecard.

Furthermore, SET is also the sponsor of Corporate Governance Report of Thai Listed Companies by the Thai Institute of Directors Association (IOD).

2. Office of Insurance Commission (OIC)

Set rules for good practices for life insurance companies such as guidelines on structure, qualifications and code of conduct of life insurance companies' directors, including criteria, methodology and conditions for payment collection, making payments, auditing and internal control of life insurance companies.

How to attain good corporate governance?

The Company is able to apply internationally accepted standard rules as a framework to develop good corporate governance for business operations overseas as well as good corporate governance for listed companies in the Stock Exchange of Thailand. The Company had previously formulated policies as good working guidelines for employees to adhere to, which included

- Corporate Governance Policy
- Anti-Corruption Policy
- Code of Conduct

(Next month fact sheet will show the details of each of the aforementioned policies for more understanding.)

Source: 1. www.cgthailand.org
2. www.oic.or.th

Highlight Products

Beyond Savings 1 (Muang Thai UL1 - Sin Perm Sub)



More Detail

- Guarantee Minimum Maturity Benefit**
Not lower than 115% *
- Single Premium Payment**
Long coverage for 10 years
- Tax Deduction Benefit**
- Investment Portfolio**
 1. Fixed income securities (main allocation)
 2. Stocks (not exceeding 10%)
 3. Deposites

Beyond Savings 2 (Muang Thai UL1 - Sin Tawee Koon)



More Detail

- Guarantee Minimum Maturity Benefit**
Not lower than 105% *
- Single Premium Payment**
Long coverage for 10 years
- Tax Deduction Benefit**
- Investment Portfolio**
 1. Fixed income securities (main allocation)
 2. Stocks (not exceeding 20%)
 3. Deposites

Fund Performance

* Of single premium

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



Life Insurance Company with Outstanding Management
1st Place Award for 10 consecutive years (2006-2015)
Winner and Honor of the Prime Minister's Insurance Award
3 consecutive times (2008 2011 & 2015)
From Office of Insurance Commission



Life Insurance Company of the Year 2014
Corporate Social Responsibility Award 2013
From Asia Insurance Review Magazine



Brand of the Year 2015-2016
Life Insurance Industry
From World Branding Forum



Business Continuity Management System
ISO 22301:2012 Ref. No. 44 756 150640



International Standard Certification
ISO 9001:2008 Ref. No. TH98/1709



Superbrands Awards 2006-2016
from Superbrands Thailand



Trusted Brand Award Gold Category 2010-2013
From Reader's Digest Magazine

MTL Happenings

Muang Thai Life Assurance launched joint venture company "MB Ageas Life" to fulfill Vietnam market

16 Jan 17: Mr. Sara Lamsam, President and Chief Executive Officer of MTL, revealed that the MTL, together with the Military Commercial Joint Stock Bank and Ageas Insurance International N.V., have established "MB Ageas Life", a joint venture company to operate life insurance business in Vietnam. MB Ageas Life received the license to operate life insurance business in Vietnam on 21 Jul 16. The official launch of MB Ageas Life was held on 16 Jan 17 in Hanoi, Vietnam. It is considered a strong business collaboration that could synergize one another. It is believed that MB Ageas Life will be able to offer effective life insurance products and services to the Vietnamese people.



Muang Thai Life Assurance launched "Fuchsia" Innovation Centre

24 Jan 17: Mr. Sara Lamsam, President and Chief Executive Officer of MTL, Ms. Ruthai Suttikulpanich, Head of Fuchsia, together with business partners joined the launching of "Fuchsia Innovation Centre, the new innovative dimension under the concept of "Out of the Box" thinking to transform the corporate culture at MTL and to join forces with both Tech and Non Tech business partners for products and services innovation and development to fulfill customers' needs, at Fuchsia, Muang Thai Phatra Complex Building.



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