

MTL Fact Sheet



The Company for Forward Thinking People Vol. 33 October 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

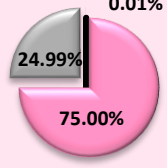
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers' needs and behaviors in order to provide superior products and relevant services 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.

Background:

6 April 1951 Date of establishment
1 October 2012 Conversion to public company limited

Registered Capital: 1,000 million Baht

Shareholding Proportion: 0.01%



- Muang Thai Group Holding Co., Ltd.
- Ageas Insurance International N.V.
- Others

Chairman: Mr. Photipong Lamsam
President & CEO: Mr. Sara Lamsam

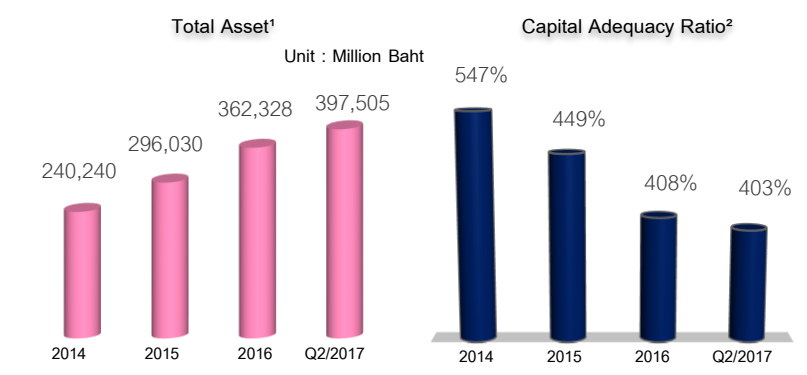
No. of Branches: 172 (exclude HQ)
No. of Agent Offices: 57 (as of 1 Oct 2017)
No. of Care Service Network: Hospital (291), Clinic (163)
Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings		S&P Global	
Rating	Outlook	Rating	Outlook
International	BBB+ Stable	BBB+	Stable
National	AAA (tha) Stable	aaA+ (Asean)	-

(As of 9 Dec 16) (As of 13 Dec 16)

Financial Highlight



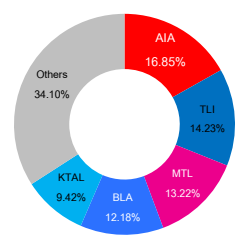
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 31 August 2017

New Business Premium

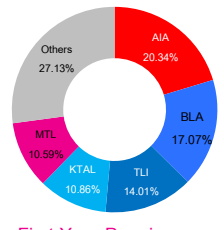
MTL ranked **No. 3** in life insurance industry equivalent to 1,817.41 MB, with market share at **13.22%**



New Business Premium

First Year Premium

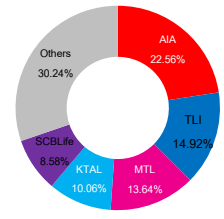
MTL ranked **No. 5** in life insurance industry equivalent to 912.30 MB, with market share at **10.59%**



First Year Premium

Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 6,440.07 MB, with market share at **13.64%**



Total Premium

Overall Life Insurance Industry

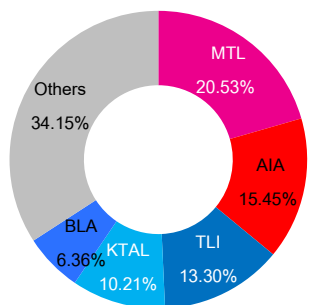
- ✓ New Business Premium of 13,748.89 MB with growth of 11.82% (YoY)
- ✓ First Year Premium of 8,615.20 MB with growth of 3.02% (YoY)
- ✓ Total Premium of 47,201.99 MB with growth of 7.91% (YoY)

Source: The Thai Life Assurance Association

January – August 2017

MTL No. 1 New Business Premium

which was equivalent to 22,177.81 MB, with market share at **20.53%**

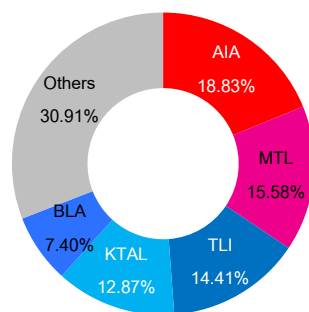


MTL: -0.66% growth (YoY)
Industry: -3.00% growth (YoY)

➤ Life insurance industry recorded New Business Premium of 108,034.55 MB

MTL No. 2 First Year Premium

which was equivalent to 10,253.64 MB, with market share at **15.58%**

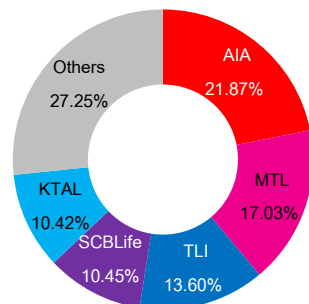


MTL: -35.20% growth (YoY)
Industry: -11.28% growth (YoY)

➤ Life insurance industry recorded First Year Premium of 65,798.16 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 47,971.65 MB, with market share at **17.03%**

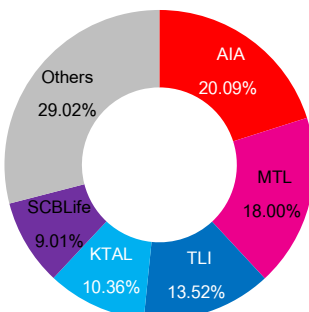


MTL: 14.45% growth (YoY)
Industry: 8.02% growth (YoY)

➤ Life insurance industry recorded Renewal Year Premium of 281,703.79 MB

MTL No. 2 Total Premium

which was equivalent to 70,149.46 MB, with market share at **18.00%**



MTL: 9.20% growth (YoY)
Industry: 6.58% growth (YoY)

➤ Life insurance industry recorded Total Premium of 389,738.34 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 (9)

5. Responsibilities of the Board

Principle: The Board of Directors has authority, duties and responsibilities to carry out the Company's business operation with morality by adhering to and complying with the Anti-corruption Policy and avoiding any conflicts of interest in order to maintain the Company's overall benefit and not limited to any specific person or group of shareholders. The Board of Directors also has authority and duties to supervise and oversee the Company in developing an appropriate management policy and audit system to comply with relevant policies and laws together with best practices announced by the regulator.

Recommended best practices:

- The structure of the board should consist of directors with various qualifications, which are skills, experience, and expertise that are useful to the company. Directors should commit to their responsibilities and put all their efforts to creating a strong board.
- The director's nomination process should be transparent, without any influence of controlling shareholders or management, and be credible to outsiders.
- For efficiency and effectiveness, the board should set up committees to study and screen special tasks on behalf of the board, especially issues that need unbiased opinions. Committees should have a clear scope of their work, roles and responsibilities as well as working procedures, such as meetings and reporting to the board.
- The board should not approve its own remuneration. The process of setting their remuneration should be transparent, and shareholders should approve directors' remuneration. The level and composition of remuneration should be appropriate and high enough to keep qualified directors but not overpaid.

(Next month will show the case study of Corporate Governance .)

Source: www.cgthailand.org

★ Highlight Products

Smart Return 10/5



Short-term savings with annual cash bonus
Total benefit throughout the contract at 554%⁽¹⁾



Tax Deductible According to the criteria of the Revenue Department



Simple No health checkup and no health questions

⁽¹⁾ % of the initial sum insured

Personal Accident Insurance PA Extreme



Premium Payment Credit card is applicable.



Daily Compensation in case of death caused by extreme sports Up to 1,000,000 Baht⁽²⁾



No Claim, Get Return Payment for medical expense once present Easy PA Credit card and receive treatment from network hospitals

⁽²⁾ For plan 3

Remark:

- Conditions and exclusions are as specified in the insurance 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

Joins Ministry of Tourism and Sports, Tourism Authority of Thailand, Association of Athletics of Thailand under the Royal Patronage of His Majesty the King, Police General Hospital, and The Mall Group in organizing the "Muang Thai Marathon 2017"

Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited, held press conference to announce the launch of "Muang Thai Marathon 2017", a continuous marathon series that promotes good health. The Company places great importance and promotes Thai people to exercise. The Ministry of Tourism and Sports, Tourism Authority of Thailand (TAT), Association of Athletics of Thailand under the Royal Patronage of His Majesty the King, Police General Hospital, and The Mall Group Company Limited, and Jog & Joy Company Limited, together with partners joined in the press conference at Muang Thai Life Assurance Headquarters.

The first run of the "Thai Marathon 2017 Smile @ Bangkok" run "Rama VI Bridge - Elevated Boromrajonani" on October 8, 260 with a smiley atmosphere. There are more than 7,000 runners, including Thai, foreigners and runners who come together in a family. The next field to meet. "Muang Thai Chiang Mai Marathon 2017 Smile @ Chiang Mai" on December 24, 2560 at the roundabout around Chiang Mai.



Muang Thai Life Assurance

Wins 3 Prestigious Awards from OIC

Mr. Apisak Tantivorawong, Minister of Finance, chaired the Prime Minister's Insurance Awards 2017 presentation ceremony organized by the Office of the Insurance Commission (OIC). Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited (MTL), received 3 prestigious awards including "Honorary Outstanding Insurance Company Award of 2017", which makes MTL the first and only company to have received the award, "1st Place Award, Life Insurance Company with Outstanding Management Award of 2017", which is the 11th consecutive time MTL has won the award, and "Micro Insurance Award of 2016", which is the 4th consecutive time MTL has won the award. The ceremony was observed by Dr. Suthiphon Thaveechaiyagarn, Secretary-General of the Office of the Insurance Commission who joined in congratulating award winners at the Ballroom, Queen Sirikit National Convention Center.

Find MTL on



Awards & Recognition



Prime Minister's Insurance Awards of the Year 2017

Winner and Honor of the Prime Minister's Insurance Award

3 consecutive times (2008 2011 & 2015)

From Office of Insurance Commission

Life Insurance Company with Outstanding Management 1st Place Award

for 11 consecutive years (2006-2016)



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