

# IR Fact Sheet

Vol. 55 : August 2019

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## 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

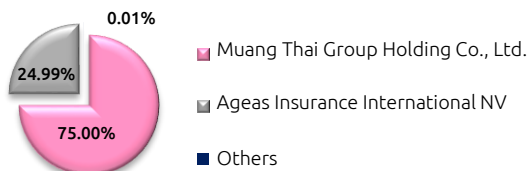
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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

No. of Agent Offices: 47 (As of 8 Aug 2019)

No. of Care Service Network: Hospital (309), Clinic (171)

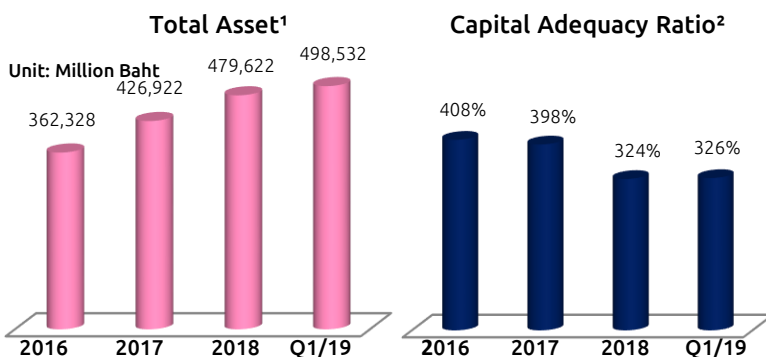
Representative Office: Yangon, Myanmar

### Credit ratings:

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

(As of 1 April 19) (As of 28 Nov 18)

## Financial Highlight



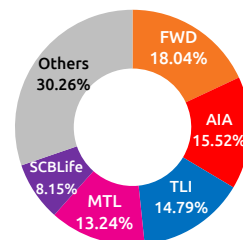
Remarks: 1. Asset data has been reviewed by the Certified Public Account.  
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

## Market Position

1 – 30 June 2019

### New Business Premium

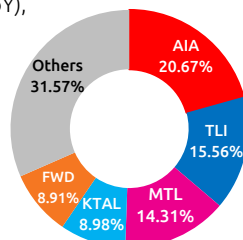
MTL ranked **No. 4** in life insurance industry equivalent to 2,497.45 MB, with growth of 1.53% (YoY), with market share at **13.24%**



### Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 5,445.18 MB, with growth of -32.68% (YoY), with market share at **14.86%**

### New Business Premium



### Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 7,942.64 MB, with growth -24.70% (YoY), with market share at **14.31%**

### Total Premium

### Overall Life Insurance Industry

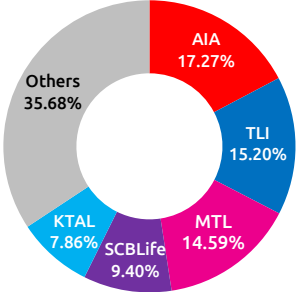
- ✓ New Business Premium of 18,863.73 MB with growth of 8.51% (YoY)
- ✓ First Year Premium of 36,649.62 MB with growth of -11.76% (YoY)
- ✓ Total Premium of 55,513.35 MB with growth of -5.78% (YoY)

Source: The Thai Life Assurance Association

**January – June 2019**

**MTL No. 3 New Business Premium**

which was equivalent to 12,252.66 MB,  
with market share at **14.59%**



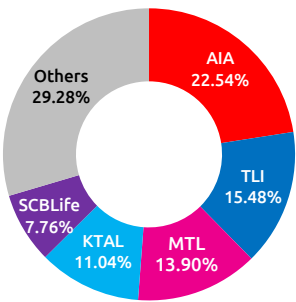
**Industry:** -7.91% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 84,001.56 MB

**MTL No. 3 First Year Premium**

which was equivalent to 6,768.01 MB,  
with market share at **13.90%**



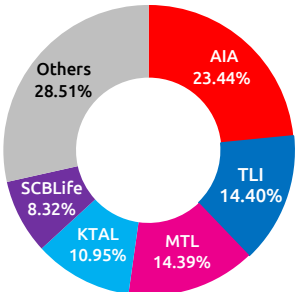
**Industry:** 3.43% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 48,699.04 MB

**MTL No. 3 Renewal Year Premium**

which was equivalent to 30,443.08 MB,  
with market share at **14.39%**



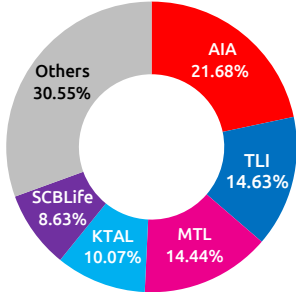
**Industry:** -5.23% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 211,611.40 MB

**MTL No. 3 Total Premium**

which was equivalent to 42,695.73 MB,  
with market share at **14.44%**



**Industry:** -6.00% growth (YoY)



➤ Life insurance industry recorded Total Premium of 295,612.96 MB

Source: The Thai Life Assurance Association

 **IR Corner**

**Motivating Insurance Industry in Thailand to Adapt the Business Model and Boost Efficiency in the Digital Age**

Dr. Sutthiphol Thaveechaikarn, Secretary General of OIC, was the chairperson opening the academic seminar of the topic “Liaw Lang Lae Na Pra Kan Pai”. He offered the special speech and illustrated the direction of OIC’s policy driving the insurance industry in Thailand in the context of “Liaw Lang (looking back)” to see the directions and operational frameworks in accordance with the previous insurance development plans.

The discussion started with the Insurance Development Plan Vol. 1 (2006-2009) aimed to improve for the alignment with development plans of financial institutions and capital market in Thailand, the restructuring of regulations of insurance industry for standardization, efficiency, and competitiveness, with management and service provision with the international standard.

For the Insurance Development Plan Vol. 2 (2010-2014), OIC set the ongoing insurance development scope with the aim to elevate the regulatory standard and risk-based audit to strengthen efficiency of the insurance industry and to have sufficient capital to handle operational risks and other challenges arisen from the surroundings.

Next was the Insurance Development Plan Vol. 3 (2016-2020). As the Thai insurance industry faces new and different challenges due to the world’s economy entering the change in the new era (New Normal). The world’s financial systems become more connected. Several issues mentioned included the restructuring of Thai population structure, labor shortage, senior society, climate change, and the development of IT as well as advanced communication.

OIC’s Secretary General also remarked that, within the context of “Lae Na Pra Kan Pai (looking ahead to Thai insurance industry)” meaning to foresee the future of the insurance industry in Thailand, this year, OIC prepares to produce the Insurance Development Plan Vol. 4 (2021-2025) with the emphasis on the support for sustainable growth of the insurance industry based on the balance between the protection of citizens’ rights and the enhancement of efficiency and competitiveness of the insurance sector. It will also support the role of insurance industry in Thailand to be a driving force of state policies and as an instrument for risk management to align with the changing economic and social contexts. In the aspect of the insurance industry, the concrete application of technologies is necessary, including changes of business models.

Source: www.oic.or.th

**Muang Thai Retirement Plus 60**



More Detail

- Cash Bonus**  
Of 1% before retirement Every 3 Policy Year
- High Benefit**  
Total benefit Throughout the Contract Up to 937%\*
- Long Term Coverage**  
Until the age of 90 And Up to 400%\*

\*% of the initial sum insured

**Extra Care Plus Campaign (insurable age is 18 – 70 years old.)**



More Detail

- Daily room benefit of up to 8,000 Baht<sup>(1)</sup>**
- Coverage for medical expenses that exceed existing**  
with maximum coverage of 400,000 Bath per any hospitalization<sup>(2)</sup>
- IPD lump sum coverage**  
with minimum premium of 285 Baht per month<sup>(3)</sup>

Remark

- (1) For coverage plan 6 only
- (2) For coverage plans 5 or 6 only (Deductible is 40,000 Baht.)
- (3) Healthy insured aged 18 - 20 years old

**Remark:**

- Underwriting is subject to the Company's regulations.
- Only applying with Life insurance agents.
- **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**

**Mr. Sara Lamsam**

received Awarded with Brand of the Year for 13 Consecutive Years

**24 July 19:** Mr. Sara Lamsam, President and Chief Executive Officer, received Brand of the Year award, or Superbrands Thailand 2018, for 13 consecutive years, emphasizing its success as the distinctive and leading top-of-mind brand in the insurance industry. The award is honorable and a guarantor of success in leadership with determination to create happiness and smiles to everyone as well as readiness for outstanding business operation under the concept "Happiness Means Everything". The concept is aimed to sustainably deliver happiness in all aspects to customers, employees, partners, and involved parties.

**Muang Thai Life Assurance**

Proudly Presented "Elite Health" to Address Life Insurance and Health Needs

**29 July 19:** Mr. Sara Lamsam, President and Chief Executive Officer, disclosed that Muang Thai Life Assurance offers "Elite Health Rider," which provides prestigious coverage to respond to the needs and provide alternatives to today's customers. It is to emphasize the policy "MTL Everyday Life Partner" to stand by customers' side in every life stage. The highlight is that Elite Health Rider allows customers to choose the plan and premium that match their needs. Customers may choose the coverage within the range of 20-100 million Baht per policy year. The rider provides both inpatient and outpatient protection for overseas treatment, with the special service "Best Doctor" offering medical second opinions and "MTL Global Connect" relieving the worries of getting sick abroad as customers are entitled to hospitalization internationally without any advance payment required.



**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 2006-2018**  
from Superbrands Thailand