

IR Fact Sheet

Vol. 58 : November 2019

-  Market Position
-  IR Corner
-  Highlight Product
-  MTL Happening
-  Etc.

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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

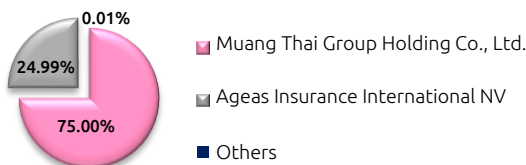
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services 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: 40

No. of Care Service Network: Hospital (316), Clinic (178)

(*As of 1 Nov 2019)

Representative Office: Yangon, Myanmar

Credit ratings:

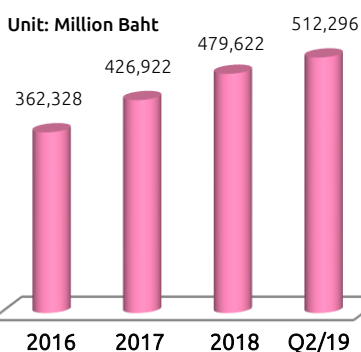
	FitchRatings		S&P Global	
	Rating	Outlook	Rating	Outlook
International	A-	Stable	BBB+	Stable
National	AAA (tha)	Stable	-	-

(As of 1 April 19) (As of 25 Oct 19)

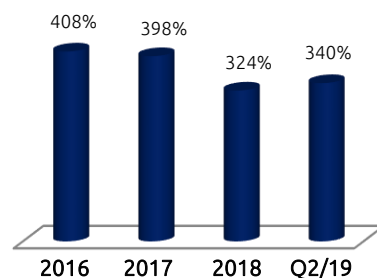


Financial Highlight

Total Asset¹



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.

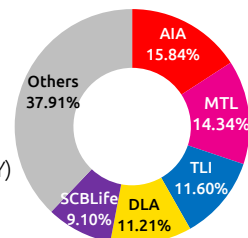


Market Position

1 – 30 September 2019

▪ New Business Premium

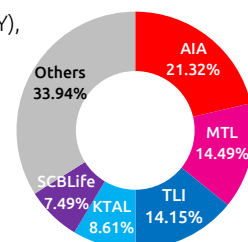
MTL ranked **No. 2** in life insurance industry equivalent to 2,437.00 MB, with growth of 36.07% (YoY) with market share at **14.34%**



New Business Premium

▪ Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 5,319.66 MB, with growth of -7.48% (YoY), with market share at **14.56%**



Total Premium

▪ Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 7,756.66 MB, with growth 2.87% (YoY), with market share at **14.49%**

▪ Overall Life Insurance Industry

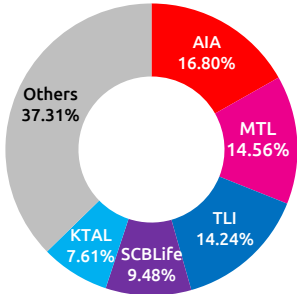
- ✓ New Business Premium of 16,999.24 MB with growth of 19.14% (YoY)
- ✓ Renewal Premium of 36,537.02 MB with growth of -0.62% (YoY)
- ✓ Total Premium of 53,536.26 MB with growth of 4.90% (YoY)

Source: The Thai Life Assurance Association

January – September 2019

MTL No. 2 New Business Premium

which was equivalent to 18,937.92 MB,
with market share at **14.56%**



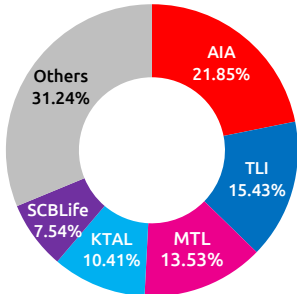
Industry: -1.28% growth (YoY)



➤ Life insurance industry recorded
New Business Premium of 130,083.85 MB

MTL No. 3 First Year Premium

which was equivalent to 10,249.74 MB,
with market share at **13.53%**



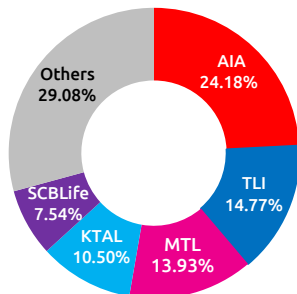
Industry: 9.48% growth (YoY)



➤ Life insurance industry recorded
First Year Premium of 75,763.53 MB

MTL No. 3 Renewal Year Premium

which was equivalent to 43,781.97 MB,
with market share at **13.93%**



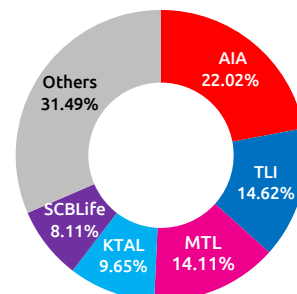
Industry: -4.61% growth (YoY)



➤ Life insurance industry recorded
Renewal Year Premium of 314,357.35 MB

MTL No. 3 Total Premium

which was equivalent to 62,719.89 MB,
with market share at **14.11%**



Industry: -3.66% growth (YoY)



➤ Life insurance industry recorded
Total Premium of 444,441.19 MB

OIC to launch its first dengue fever standard policy to thoroughly protect citizens from the illness

Dr. Sutthiphol Thaveechaikarn, Secretary-General of Office of Insurance Commission (Secretary-General of OIC), revealed that, as Thailand was impacted from tropical storms and heavy rain from time to time, along with frequent rain from the transition period from rainy to dry seasons, this led to some flash flood which could be a breeding site for mosquitoes, known as the carriers of the fever. Upon a concern over the illness, on 2 September 2019, the Secretary-General of OIC, as the registrar, announced the registrar's order No. 41/2562 Re: Contents and Premium of Insurance Coverage for dengue fever in order to establish some standard and employ the system of insurance as a way to minimize potential financial burdens on citizens suffering from the fever.

The Secretary-General of OIC also added that the dengue fever coverage is the first dengue fever standard policy in Thailand that applies insurance system and risk management system for those suffering from dengue fever. The said policy would provide coverage to the insured diagnosed with dengue fever after the 30-day waiting period from the policy effective date. There are 2 types of coverage. The first type is IPD and OPD benefit. Once the insured is diagnosed with dengue fever and requires either IPD or OPD treatments at a hospital, a medical center, or a clinic, the insured will receive the compensation for necessary and appropriate expenses arising from medical treatment based on medical necessity and medical standard such as medical bills, daily room and board expenses, nursing fees, general expenses, medication expenses, etc. However, it must not exceed the sum insured as specified in a policy schedule. The second type is hospital daily benefit for IPD patients in hospitals or medical centers based on medical necessity and medical standard. The insured will be compensated based on the period of medical treatment.

"OIC is proud to be a key driver in introducing insurance system and risk management to the citizens, with the emphasis and support on dengue fever policy which is affordable and matches the needs of citizens on every level. It will also help mitigate the loss and difficulties from the illness, and improve the quality of life of all," said the Secretary-General of OIC.

Muang Thai 8501 D55 D60 (Tax Deductible Annuity)



More Detail

- Single premium payment
 - Receive a pension of 12%⁽¹⁾ per year up to 372%⁽²⁾ of Annuity Benefit
 - Easy to Apply Without Medical Health Check⁽³⁾
- (1) % of the premium
 (2) % of the initial sum insured
 (3) Consumer must declare his/her health conditions in the insurance application form and health declaration is one of the factors used for underwriting or payment consideration according to insurance contract. In this regard, underwriting is subject to the criteria specified by the Company.

CI Perfect Care Rider



More Detail

- Cover Critical Illness since the Early Stage
Up to 36 critical illnesses, Totaling Maximum of 100%*
 - Receive Death Coverage
From both illness and accident, Totaling Up To 100%*
 - Receive additional**
- *% of the initial sum insured
 ** Receive additional benefits, if
 - Having illness due to complications of diabetes, receive 10%
 - Having balloon angioplasty, receive 10%

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

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 13 consecutive years (2006-2018)
 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



The Thai Chamber of Commerce Business Ethic Standard Test Awards 2005 & 2019
 From The Thai Chamber of Commerce & Board of Trade of Thailand



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

MTL Happenings

Muang Thai Life Assurance
 Received TCC Best Award 2019



11 Nov 19: The Company received TCC Best Award 2019 (**Business Ethics for Sustainable Development**) by The Thai Chamber of Commerce and Board of Trade of Thailand. It was an honor that Prof. Dr. Kasem Wattanachai, Privy Councilor, presided over the ceremony. MTL receives this honorable award for the 2nd time which can guarantee its operational success as a life insurance company or as "a company with **Good Corporate Governance**," which is the heart of business operations. It is the main policy with which the Company continuously complies as an excellent service provider that addresses the needs of customers, citizens, and stakeholders for corporate sustainability.

Muang Thai Life Assurance

Won "Educational Service Provider of the Year 2019" Award

29 Oct 19: It was the first time that the Company received "Educational Service Provider of the Year 2019" award From the 23rd Asia Insurance Industry Awards in Singapore in 2019. MTL was the only life insurance company shortlisted as the finalist from Thailand and won the award. This award guarantees our success in terms of excellent training management and development of personnel and agents to strengthen the business for stable and sustainable growth and cultivate a comprehensive corporate learning culture. In cooperation with SET, the Company consistently and annually holds a "Young Financial Star Competition" (YFS) campaign, aiming to develop students' potentials and guide them to become professionals in financial and capital market fields.

