

IR Fact Sheet

Vol. 57 : October 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: 47 (As of 2 Oct 2019)

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

Representative Office: Yangon, Myanmar

Credit ratings: **Fitch Ratings**

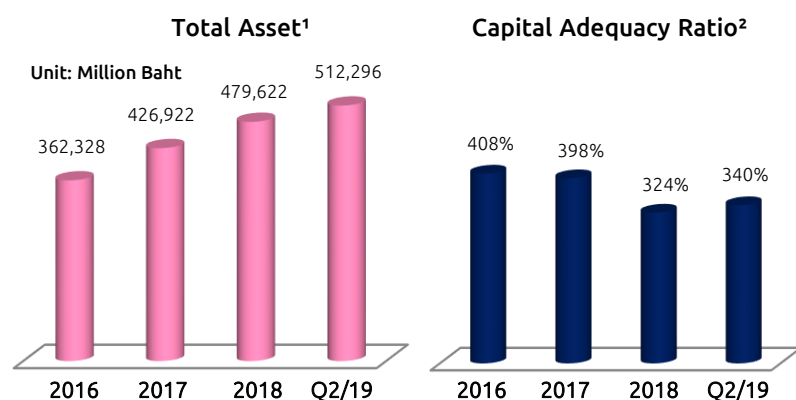
S&P Global

	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



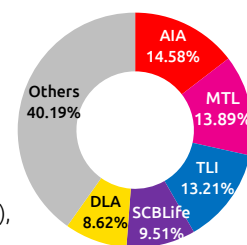
- Remarks:**
1. Asset data has been reviewed by the Certified Public Account.
 2. Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 31 July 2019

New Business Premium

MTL ranked **No. 2** in life insurance industry equivalent to 2,130.71 MB, with growth of 36.42% (YoY), with market share at **13.89%**



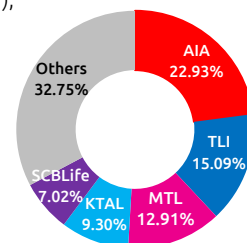
Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 4,208.95 MB, with growth of -5.23% (YoY), with market share at **12.46%**

New Business Premium

Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 6,339.66 MB, with growth 5.61% (YoY), with market share at **12.91%**



Overall Life Insurance Industry

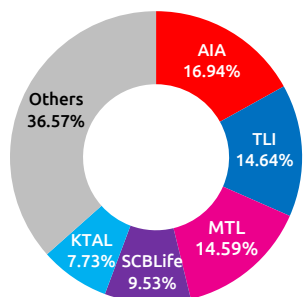
- ✓ New Business Premium of 15,337.69 MB with growth of 23.11% (YoY)
- ✓ Renewal Premium of 33,782.68 MB with growth of -6.68% (YoY)
- ✓ Total Premium of 49,120.37 MB with growth of -0.53% (YoY)

Source: The Thai Life Assurance Association

January – August 2019

MTL No. 3 New Business Premium

which was equivalent to 16,500.93 MB,
with market share at **14.59%**



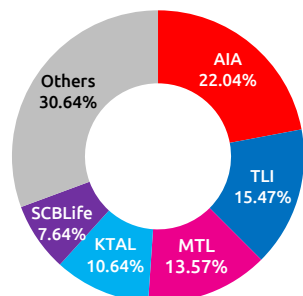
Industry: -3.76% growth (YoY)



➤ Life insurance industry recorded
New Business Premium of 113,084.61 MB

MTL No. 3 First Year Premium

which was equivalent to 8,921.68 MB,
with market share at **13.57%**



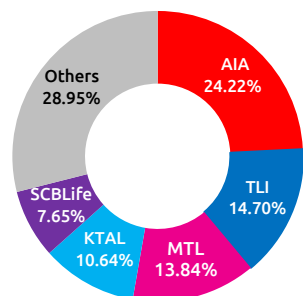
Industry: 7.86% growth (YoY)



➤ Life insurance industry recorded
First Year Premium of 65,753.63 MB

MTL No. 3 Renewal Year Premium

which was equivalent to 38,462.31 MB,
with market share at **13.84%**



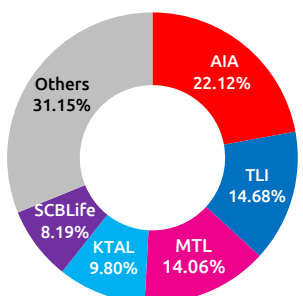
Industry: -5.11% growth (YoY)



➤ Life insurance industry recorded
Renewal Year Premium of 277,820.32 MB

MTL No. 3 Total Premium

which was equivalent to 54,963.23 MB,
with market share at **14.06%**



Industry: -4.73% growth (YoY)



➤ Life insurance industry recorded
Total Premium of 390,904.93 MB

Source: The Thai Life Assurance Association

OIC Joins Hands with Monetary Authority of Singapore to Enhance Regulations on the Insurance Businesses to Achieve the Global Standard

Dr. Sutthiphol Thaveechaikarn, Secretary-General of Office of Insurance Commission (Secretary-General of OIC) revealed that, on 26 September 2019, he and the group of OIC's high level executives welcomed Mr. Daniel Wang, Executive Director of Insurance Department, Monetary Authority of Singapore (MAS), along with high-level officers from MAS to cooperatively sign the Memorandum of Understanding (MOU). It was the first time that the two units collaborated for the insurance regulations and favorable insurance-related knowledge sharing as well as assistance and mutual exchange of knowledge and expertise. This is to enhance the insurance personnel for higher efficiency and potential of operations. Singapore is considered an ASEAN member with the excellent insurance market structure and insurance regulations of an internationally high standard. According to Singapore's FSAP result, it was ranked as excellent compared to other developed countries. Thus, the cooperation under this MOU would be highly favorable for the insurance industry of the two nations.

This MOU signing is the first and only time in the history of the two units and considered a good start for the cooperative attempt to drive the ASEAN insurance business to be powerful and able to handle changing economic, social, and up-to-date technological trends in the age of technology that every type of businesses, including the insurance business, has to inevitably encounter. Thus, it is necessary to establish the mutual cooperation to utilize the knowledge, expertise, and other novel technologies. The cooperation is aimed to develop excellent regulations to be in line with the international standard, catch up with the Digital Era, and provide fair protection to policyholders. It will establish trust and confidence, leading to the citizens' higher awareness of the importance of insurance as risk management tool.

The Secretary-General of OIC also stated that, apart from its support on the mutual exchange of academic knowledge and new innovations, this cooperation between the two units would result in OIC's internal development in the Digital Age for higher efficiency, including the adoption of the knowledge gained from Singapore such as InsurTech, regulations and supervision via up-to-date technology suitable with Thailand's insurance industry. This also includes the knowledge related to the efficient claim management system and health technologies.

Source: www.oic.or.th

Muang Thai Return Retire Project



More Detail



Retired Millionaire

Annuity at 20% ⁽¹⁾ on every policy anniversary that attains the age of 60 – 85, totaling up to 520% ⁽¹⁾



Tax Deductible

Up to 300,000 Baht ⁽²⁾



No Health Checkup Required

Simply apply without health checkup ⁽³⁾

Remark

- (1) % of the initial sum insured
- (2) Tax deduction benefit equals paid premium
- (3) Buyer must provide health declaration in the insurance application form and the health declaration is one of the factors for underwriting or consideration of insurance contract payment.

Smart Health Rider



More Detail



Whether hospitalized or not

receive medical expense benefit up to 5,000,000 Baht* per year



Cover room

and board plus hospital expense up to 10,000 Baht* per day, receive two times benefits once hospitalized in I.C.U.**



Ongoing medical expense

benefit after discharge up to 5,000 Baht*

Remark

- *For plan 5
- **For I.C.U. hospitalization, benefit will be paid at two times with maximum period of 30 days; once benefits of room and board, daily nursing service fee are included, it must not exceed 150 days

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

Muang Thai Life Assurance

Received "Life Insurance Company with Outstanding Management 1st Place Award" for 13 Consecutive Years.

27 Sep 19: Mr. Uttama Savanayana, Minister of Finance, was the award presenter at Prime Minister's Insurance Awards of 2019 by Office of Insurance Commission (OIC). Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited received "No. 1 Life Insurance Company with Outstanding Management 2018" for 13 consecutive years from 2006-2018 and "Micro Insurance Award of 2018" for 6 consecutive years from 2013-2016. Dr. Suthiphon Thavechaikarn, Secretary-General of Office of Insurance Commission, attended the event at Impact Arena Muang Thong Thani to offer his congratulations.

Muang Thai Life Assurance

Rejoices as "Muang Thai Marathon 2019" Was Enthusiastically and Well Received

6 Oct 19: Muang Thai Life Assurance Public Company Limited cooperates with the Ministry of Tourism and Sports of Thailand, the Tourism Authority of Thailand, the Athletic Association of Thailand under the Royal Patronage of His Majesty the King, the Police General Hospital Foundation under the Royal Patronage of Her Majesty the Queen, The Mall Group Co., Ltd., Jog and Joy Co., Ltd. to hold "Muang Thai Marathon 2019 Smile @ Bangkok" for the first round in Bangkok at "Rama VIII Bridge Ground". The event was well-attended, with over 10,000 runners. In addition, Mr. Sara Lamsam, President and Chief Executive Officer, donated some of the proceedings from the marathon event, with the amount of 500,000 Baht, to support the project of the Police General Hospital Foundation under the Royal Patronage of Her Majesty the Queen to help poor patients.



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



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 2006-2018

from Superbrands Thailand