

# IR Fact Sheet

Vol. 63 : April 2020

-  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, health and investment solutions by putting customers at the heart of everything we do”

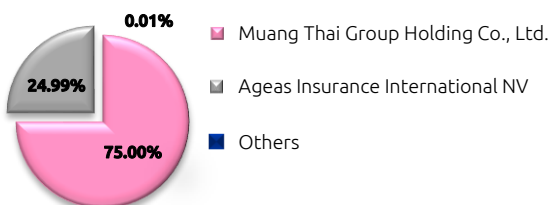
### Mission

- 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

Representative Office: Yangon, Myanmar

### Credit Ratings:

#### FitchRatings

Rating	Outlook
International	A- Stable
National	AAA (tha) Stable

(As of 25 Mar 20)

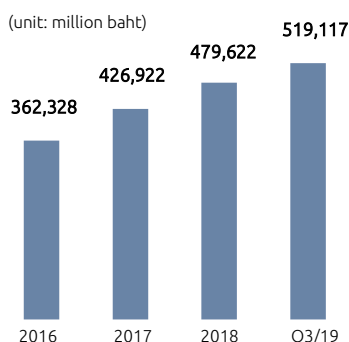
#### S&P Global

Rating	Outlook
International	BBB+ Stable
National	-

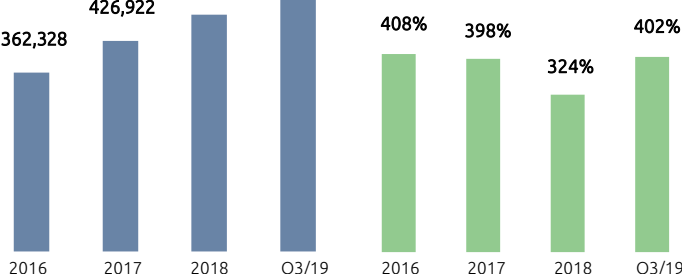
(As of 15 Apr 20)

## Financial Highlight

### Total Asset<sup>1</sup>



### Capital Adequacy Ratio<sup>2</sup>



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 – 28 FEBRUARY 2020

### New Business Premium

MTL ranked No. 4

- in life insurance industry
- Equivalent to **1,286.82 MB**
- Market share at **10.64%**

### Renewal Premium

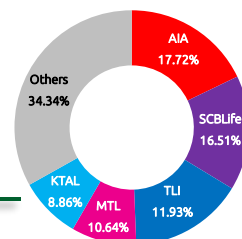
MTL ranked No. 3

- in life insurance industry
- Equivalent to **3,646.95 MB**
- Market share at **10.62%**

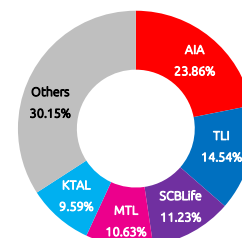
### Total Premium

MTL ranked No. 4

- in life insurance industry
- Equivalent to **4,933.77 MB**
- Market share at **10.63%**



### New Business Premium



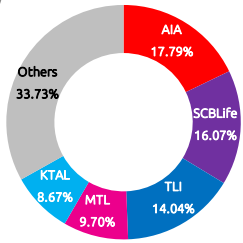
### Total Premium

### Overall Life Insurance Industry

	equivalent (MB)	growth (YoY)
New Business Premium	12,090.82	12.78%
Renewal Premium	34,324.95	-3.92%
Total Premium	46,415.77	-0.07%

Source: The Thai Life Assurance Association

New Business Premium



MTL ranked No. 4

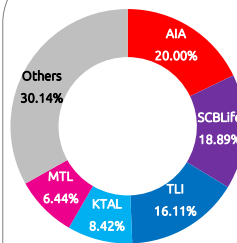
- Equivalent to 2,536.45 MB
- Market share at 9.70%

Industry: 15.70% growth (YoY)



Life insurance industry recorded - New Business Premium 26,148.09 MB

First Year Premium



MTL ranked No. 5

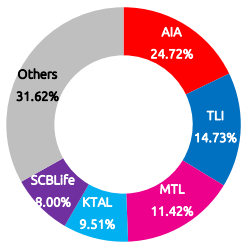
- Equivalent to 1,169.48 MB
- Market share at 6.44%

Industry: 28.32% growth (YoY)



Life insurance industry recorded - First Year Premium 18,148.86 MB

Renewal Year Premium



MTL ranked No. 3

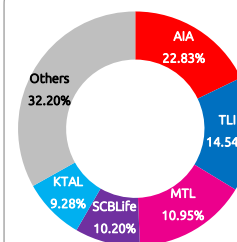
- Equivalent to 7,954.35 MB
- Market share at 11.42%

Industry: -2.36% growth (YoY)



Life insurance industry recorded - Renewal Year Premium 69,663.03 MB

Total Premium



MTL ranked No. 3

- Equivalent to 10,490.80 MB
- Market share at 10.95%

Industry: 1.99% growth (YoY)



Life insurance industry recorded - Total Premium 95,811.12 MB

IR Corner

Increasing Limit of Allowable Tax Deductions on Health Insurance Premium

On 24 March 2020, the Thai cabinet approved the relief measures for those who are affected by the spread of COVID-19 in order to mitigate the economic impacts. **One of the measures is to increase the limit of allowable tax deductions on health insurance premium from up to 15,000 Baht to up to 25,000 Baht** according to the actual paid amount, and up to 100,000 Baht if combined with allowable deductions on life insurance premium. The measure is beneficial for the public as it is to encourage them to better take care of their health and reduce the government's burden on medical expense benefits. Those who purchase health insurance from 1 January to 31 December 2020 are entitled to exercise the right of tax deduction in 2021.

Source: The Thai Life Assurance Association

Digital Face-to-Face Insurance Sales

To strongly support and facilitate the public during the spread of COVID-19, Office of Insurance Commission (OIC) **has issued the Notification Re: Prescription of Criteria and Procedures of Insurance Policy Issuance and Presentation of Life/Non-Life Insurance Companies and Duties of Life Insurance Agents, Life/Non-Life Insurance Brokers and Banks During the Spread of Coronavirus 2019 (COVID-19) B.E. 2563 (2020) (Special notification for digital face-to-face insurance sales)**. Details are as follows:

1. Face-to-face insurance sales and insurance sales via banks are allowed to be conducted via electronic devices with voice and/or image to communicate with the customers, except the sales presentation of unit-linked product because it is complex and it is related to Securities and Exchange Commission (SEC).
2. Insurance companies are required to prepare systems and processes related to the insurance sales presentation via electronic devices with message, voice and/or image such as collecting conversation between sales representatives and customers, checking sales quality, etc.
3. During the sales presentation of insurance policy, voices or images must be recorded.
4. If customers are interested in purchasing the insurance policies, sales representatives must allow the customers to check the information accuracy, and submit a confirmation message as well as sales evidence to the company. After the company receives the premium, the evidence of premium receipt must be electronically delivered to the customers immediately.
5. Upon an insurance approval, the company can first send the electronic policies to the customers.
6. Within 7 days after the company delivers the policy to the insured, it must conduct a confirmation call. If the insured intends to cancel the insurance policy, full amount of the paid premium must be returned to him within 30 days after receiving the cancellation request.

**Remark:**  
The special notification for digital face-to-face insurance sales is applied in conjunction with the Notification of Insurance Sales B.E. 2561 (2018), which is currently adopted.

Source: www.oic.or.th

# Highlight Products

## Muang Thai Smart Linked 17/7 (Global)



- Potential for upside gain**  
from GS Momentum Builder® Multi-Asset 5S ER Index
- Guaranteed benefits**  
cash bonus and paid premium
- Make investment easy**  
by Goldman Sachs



## Elite Health Rider



- Treatment Coverage as You Wish**  
Including medication fee and room fee in case of illness or accident
- Cancer Coverage**  
Including chemotherapy and targeted therapy
- International Coverage**  
Able to choose worldwide coverage area\*

\* The coverage area is as chosen



### Remark:

1. Underwriting is subject to the Company's regulations.
2. Only applying with Life insurance agents.
3. Elite Health Rider shall be attached to new policy only.

**Note:** Consumer should have an understanding in the details of coverage, risk and conditions every time before making a decision to purchase insurance.



[More Products](#)

# Awards & Recognition



**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 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



**NACC Integrity Awards 2019**  
from National Anti-Corruption Commission  
**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



## MTL Establishes an Exclusive Partnership with LH Bank to Break into the Life Insurance Market

17 March 2020: Under the exclusive partnership, Muang Thai Life Assurance PCL. cooperated with Land and Houses Bank PCL. to develop and strengthen "Bancassurance" business with the integration of strengths and expertise of both organizations. Excellent products and services will be offered through innovation and advanced digital platforms in order to satisfy wide ranges of customer needs.

## MTL Won "9<sup>th</sup> NACC Integrity Awards 2019" from National Anti-Corruption Commission (NACC)

19 March 2020: National Anti-Corruption Commission (NACC) announced the result of the 9<sup>th</sup> NACC Integrity Awards 2019. MTL was one of 7 companies receiving 9<sup>th</sup> NACC Integrity Awards 2019. The Company joined the award ceremony for the first time in 2019 to declare its intention of conducting operations with integrity, transparency, governance and responsibility to all stakeholders. Assessment criteria is divided into 4 areas as follows:

1. The organization conducts the business with responsibility to its performance and complaints.
2. The organization conducts the business in compliance with the rule of law.
3. The organization does not violate human rights and universal ethics.
4. The organization conducts the business and procurement with transparency and fairness, and has anti-corruption and bribery policy.