

IR Fact Sheet

Vol. 67 : August 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"

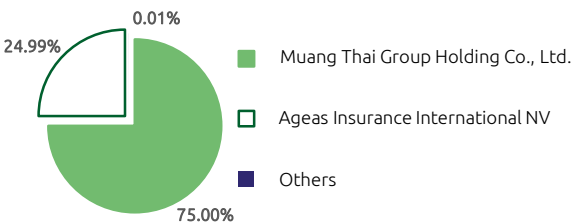
Mission

- 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 | Conversation 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
A-	Negative
AAA (tha)	Negative

(as of 8 May 20)

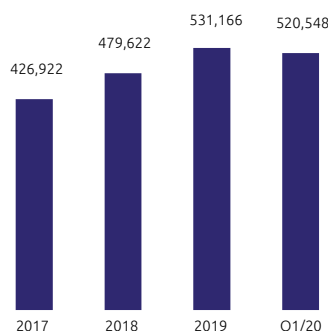
S&P Global

Rating	Outlook
BBB+	Stable
-	-

(as of 15 Apr 20)

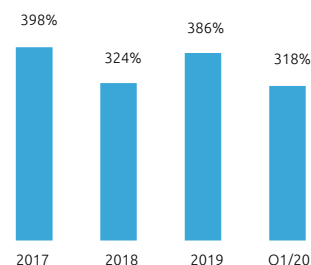
FINANCIAL HIGHLIGHTS

Total Asset¹



Capital Adequacy Ratio²

(unit: million baht)



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 2020

New Business Premium

MTL ranked No. 3

in life insurance industry

- Equivalent to **2,219.52 MB**
- Market share at **15.36%**

Renewal Premium

MTL ranked No. 3

in life insurance industry

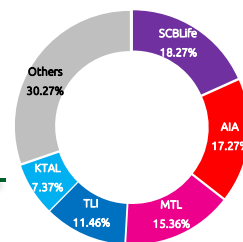
- Equivalent to **5,364.16 MB**
- Market share at **14.09%**

Total Premium

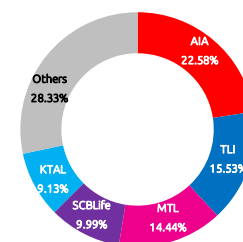
MTL ranked No. 3

in life insurance industry

- Equivalent to **7,583.69 MB**
- Market share at **14.44%**



New Business Premium



Total Premium

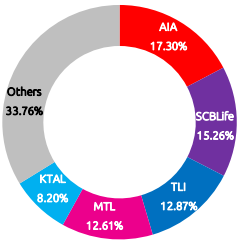
OVERALL LIFE INSURANCE INDUSTRY

	equivalent (MB)	growth (YoY)
New Business Premium	14,451.78	-23.39%
Renewal Premium	38,061.55	3.85%
Total Premium	52,513.33	-5.40%

Source: The Thai Life Assurance Association

Source: The Thai Life Assurance Association

New Business Premium



MTL ranked No. 4

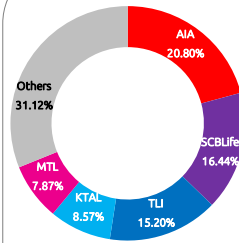
- Equivalent to **9,612.26 MB**
- Market share at **12.61%**

Industry: -9.27% growth (YoY)



Life insurance industry recorded - New Business Premium 76,216.36 MB

First Year Premium



MTL ranked No. 5

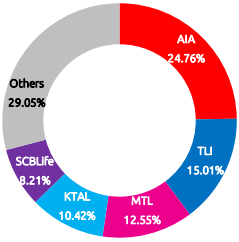
- Equivalent to **3,903.93 MB**
- Market share at **7.87%**

Industry: 1.81% growth (YoY)



Life insurance industry recorded - First Year Premium 49,579.66 MB

Renewal Year Premium



MTL ranked No. 3

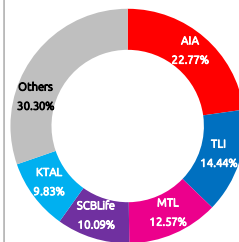
- Equivalent to **26,330.76 MB**
- Market share at **12.55%**

Industry: -0.89% growth (YoY)



Life insurance industry recorded - Renewal Year Premium 209,726.09 MB

Total Premium



MTL ranked No. 3

- Equivalent to **35,943.02 MB**
- Market share at **12.57%**

Industry: -3.27% growth (YoY)



Life insurance industry recorded - Total Premium 285,942.46 MB

The Regulatory Standard OIC's Personal Data Protection



IR CORNER



Health Record

Criminal Record

Fingerprint

Others such as identification number, addresses, telephone number, etc.

Education

Financial Status

Employment Record

Information for citizens about protection of insurance benefits

First, as a collector and controller of personal data, OIC plays an important role in providing security measures suitable for prevention of loss, access, use, change, revision, or disclosure of personal data without authority or in an illegal manner. This includes the monitoring system to erase or dispose of personal data upon an expired collection period or irrelevant or excessive data according to the objective of personal data collection or upon data owners' request or withdrawal of consent.

Second, OIC, as a regulator responsible for overseeing the industry's compliance with provisions of the Act, with consideration of the flow of insurance operations, may need to discuss with the insurance sector and Office of the Personal Data Protection Commission, as a regulator of Personal Data Protection Act, to establish some minimum standards for Personal Data Protection Policy. It is to serve as an explicit guideline for the insurance industry regarding compliance with PDPA specifically, including how to obtain a consent for general personal data and health information of certain data owners.

Source: www.oic.or.th

Muang Thai Premier Legacy



Build "Big Legacy"
From "Small Amount"⁽¹⁾



Effectively Pass On Wealth
Clearly indicate beneficiaries and allocation



Good Health Gets Discount⁽²⁾
Receive premium discount if an insured has better health than standard such as not smoking, having low cholesterol, etc. ⁽¹⁾⁽³⁾

Remarks: (1)High life coverage compared to paid premium
(2)In case an insured has health checkup and better health than the standard according to the Company's rules, premium will be charged at preferred rate
(3)If the health checkup result shows better health than the standard, premium will be charged at preferred rate



D Health



Get it easily and be covered to the max!

Get coverage for standard private room, ICU room fee, examination fee, medicine cost, operation fee during hospitalization and IPD expenses in a lump sum payment of up to 5 MB* per time, with no limit of times per year



Get it easily and be taken care of extensively
until 99 years old



Get it easily and choose what suits you with the lump sum payment option since the first Baht or a deductible option for more affordable premium

*For the 5 million-Baht coverage plan, it is the medical coverage per hospitalization

Remarks:

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

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

MTL HAPPENINGS



Muang Thai Life Assurance Joined Money Expo Korat No. 14



Mr. Sara Lamsam, President and CEO, welcomed Mr. Suwat Liptapanlop, the former Deputy Prime Minister, Mr. Santi Viriyarungsarit, the Chairman of Money Expo Festival, Mr. Tewan Liptapanlop, the former Minister to the Prime Minister's Office, Mr. Apinan Puekpong, the Deputy Governor of Nakhon Ratchasima, and Mr. Surawut Cherdchai, the Mayor of Nakhon Ratchasima, as honorable guests who visited MTL's booth in "Money Expo Korat No. 14 of 2020" at MCC Hall, the Mall Korat.

Muang Thai Life Assurance Won "Education Achievement Awards"



Mr. Sara Lamsam, President and CEO, received "Education Achievement Awards" of 2020 for 2 consecutive years from Mr. Surapon Thongtoonsab, LIMRA LOMA Country Representative of Thailand. This reflects the Company's distinguishability for its personnel development management to foster the business's stable and sustainable growth as well as the development of comprehensive corporate learning culture.



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



NACC Integrity Awards 2019
by 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