

# IR Fact Sheet

Vol. 60 : January 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

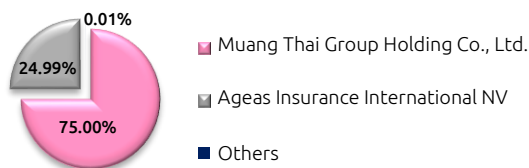
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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

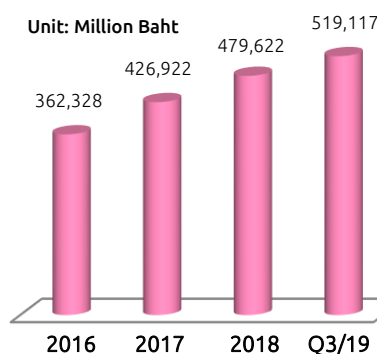
### Credit ratings:

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

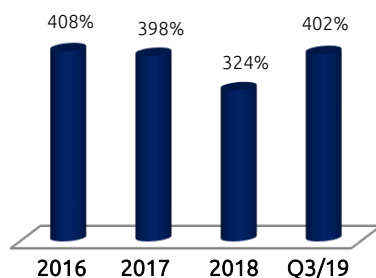
(As of 1 April 19) (As of 11 Dec 19)

## Financial Highlight

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



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



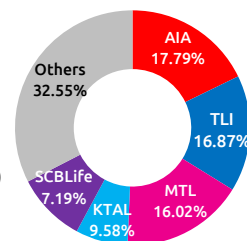
- Remarks:
1. Asset data has been reviewed by the Certified Public Account.
  2. Calculation of the Company's capital is in accordance with Risk-Based Capital (RBC) regime.

## Market Position

### 1 – 31 November 2019

#### ▪ New Business Premium

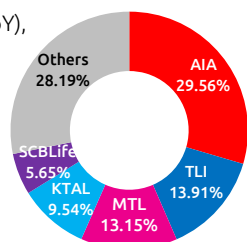
MTL ranked **No. 3** in life insurance industry equivalent to 2,156.33 MB, with growth of -1.88% (YoY) with market share at **16.02%**



#### ▪ Renewal Premium

MTL ranked **No. 3** in life insurance industry equivalent to 4,818.03 MB, with growth of -23.67% (YoY), with market share at **12.17%**

### New Business Premium



#### ▪ Total Premium

MTL ranked **No. 3** in life insurance industry equivalent to 6,974.35 MB, with growth -18.05% (YoY), with market share at **13.15%**

### Total Premium

#### ▪ Overall Life Insurance Industry

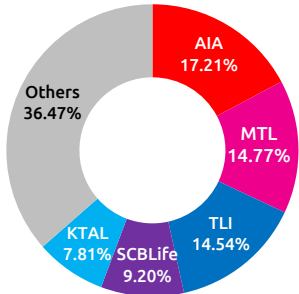
- ✓ New Business Premium of 13,456.63 MB with growth of -14.51% (YoY)
- ✓ Renewal Premium of 39,588.91 MB with growth of 7.62% (YoY)
- ✓ Total Premium of 53,045.54 MB with growth of 0.99% (YoY)

Source: The Thai Life Assurance Association

## January – November 2019

### MTL No. 2 New Business Premium

which was equivalent to 23,338.58 MB,  
with market share at **14.77%**



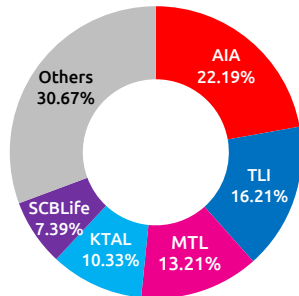
**Industry:** -2.73% growth (YoY)



➤ Life insurance industry recorded  
New Business Premium of 158,028.49 MB

### MTL No. 3 First Year Premium

which was equivalent to 12,390.93 MB,  
with market share at **13.21%**



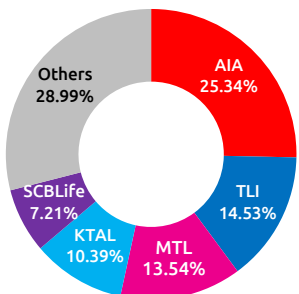
**Industry:** 10.79% growth (YoY)



➤ Life insurance industry recorded  
First Year Premium of 93,816.03 MB

### MTL No. 3 Renewal Year Premium

which was equivalent to 52,437.31 MB,  
with market share at **13.54%**



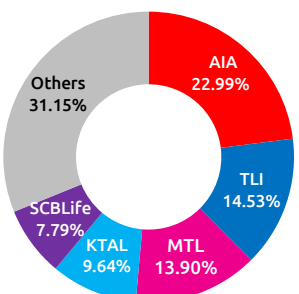
**Industry:** -3.19% growth (YoY)



➤ Life insurance industry recorded  
Renewal Year Premium of 387,257.58 MB

### MTL No. 3 Total Premium

which was equivalent to 75,775.89 MB,  
with market share at **13.90%**



**Industry:** -3.06% growth (YoY)



➤ Life insurance industry recorded  
Total Premium of 545,286.06 MB

## OIC Held InsurTech Panorama 2019 to Open up Perspectives for the Future of Insurance Technology in 2020

OIC with Center of InsurTech, Thailand, held an academic seminar to open up new perspectives regarding the insurance technology. The event called InsurTech Panorama 2019 was aimed to reinforce knowledge and modern concepts for those in the insurance and technological fields, leading to the comprehension, innovations, and development of Thai insurance technologies. In this regard, experts and those experienced in insurance technologies from both local and international companies were invited, namely Plug and Play California, Sympo Singapore, Fairdee InsurTech, and Muang Thai Life Assurance. All speakers discussed positive changes in the insurance industry as well as applications of startup concepts to enable organizations to adapt and develop swiftly.

Secretary General of OIC added that the insurance industry was very active and receptive to technologies for business operations. The likely changes in the future included the 3 key points as follows:

#### 1. The acceptance and the application of new technologies

To increase efficiency of customer services as well as creating the future ecosystem to establish stable and sustainable grounds. Most insurance companies have turned to cooperate with experts in technologies, allowing insurance companies to overcome limitations and gaps of knowledge, which would benefit the organizational culture changes.

#### 2. The changes in consumer behavior

As observed, today's customers are inseparable from their smart phones; therefore, insurance companies have started to penetrate this group of customers. Big Data and AI are also employed to answer customers' needs more effectively.

#### 3. The changes in technology infrastructure.

Forms of services have changed, with more emphasis on customer satisfaction than marketing. Customer satisfaction can be achieved through various means such as swift services or special offers; these activities would be effective through the ecosystem that can support and connect them.




"I believe that OIC would join hands with others in the insurance industry such as InsurTech, startups, and those related sectors to develop and lead the insurance industry to overcome challenges as well as effectively utilizing the various opportunities in the era of digital economy. Everybody was asked to take important part in moving the country forward. Rather than just catching up with the trends, we should be ahead of changes in order to sustainably foster value and growth of the insurance industry," said Secretary General of OIC in the end.

Source: www.oic.or.th

# ★ Highlight Products

## Muang Thai Premier Legacy 99/5, 99/10






-  Create "High protection" with "Small money"\*
-  Feel at Ease Inherit assets effectively
-  Good health with discount\*\*

\*High life coverage when compared to the paid premium  
 \*\*In case that the insured health checkup and healthier than standard according to the company's rules, will pay the preferred rate premium.



## Cancer Protection Rider



-  Receive coverage up to 300,000 Baht\* once diagnosed with Carcinoma in Situ\*\*
-  Receive additional 2,000,000 Baht\* once diagnosed with Invasive Carcinoma\*\*\*
-  Receive daily compensation benefit up to 10,000 Baht\* in case of being hospitalized as an inpatient due to cancer

\* For coverage plan of 2,000,000 Baht  
 \*\*60 days after the rider effective date or the last renewal date due to lapsation (discontinuation of premium payment)  
 \*\*\*60 days after the date of diagnosis of Carcinoma in Situ by a physician, or the insurance policy effective date, or the last renewal date due to lapsation, whichever is the latest



**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 Chiangmai Marathon 2019 Gleefully Filled with 8,000 participants to Satisfy Needs of Health-Conscious Individuals and Boost Tourism



**22 Dec 2019:** Mr. Sara Lamsam, President and Chief Executive Officer, and business partners opened the marathon race and revealed that the said event was remarkably successful. **Over 8,000 participants** ran in the morning fog, surrounded with Lanna temples and "Doi Suthep" in the background, to the finish line at The Monument of King Naresuan The Great, making the impressive ending for Muang Thai Marathon 2019.  
 In this regard, "Muang Thai Chiangmai Marathon 2019" encourages good health of all Thais, with the focus on delivering happiness toward all participating runners under the concept "Happy Health" as well as boosting tourism.

## Muang Thai Life Assurance

Joins Hands with Chulalongkorn University for "The Stadium by MTL"

**13 Dec 19:** Mr. Sara Lamsam, President and Chief Executive Officer, and Prof. Dr. Bundit Eua-arporn, President of Chulalongkorn University, signed in the MOU for the co-learning space called "The Stadium by MTL" to be located in the field in Chulalongkorn University. It will serve as the community place connecting university life with actual work experience as well as the space for students to fully develop their potentials and capabilities. Activities are also designed to foster a positive mindset ready for the future world of work such as the management of personal financial health, mental health, and searches of new career paths, with role models and alumni as inspirations. It is expected to be completed at the beginning of 2020.



# 🏆 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



**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