

IR Fact Sheet

Vol. 64 : May 2020

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



Investor Relations Team, Corporate Secretariat Office
Contact: ir@muangthai.co.th

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"

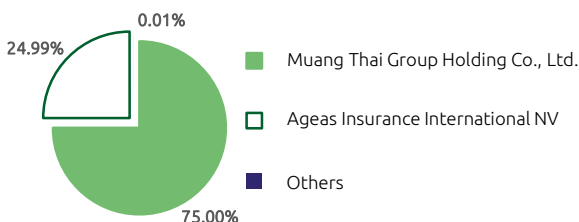
Mission

- 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- Negative
National	AAA (tha) Negative

(as of 8 May 20)

S&P Global

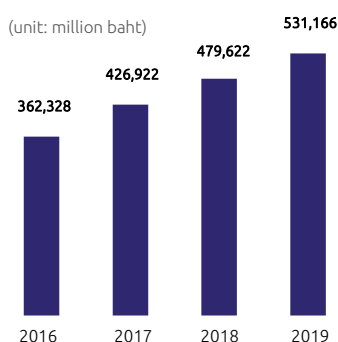
Rating	Outlook
International	BBB+ Stable
National	-

(as of 15 Apr 20)

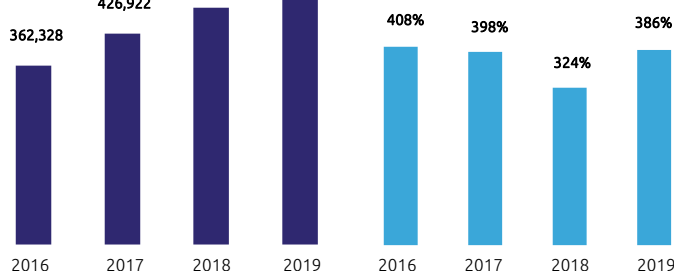
FINANCIAL HIGHLIGHTS

Total Asset¹

(unit: million baht)



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 - 31 MARCH 2020

New Business Premium

MTL ranked No. 3 in life insurance industry

- Equivalent to **1,904.27 MB**
- Market share at **12.58%**

Renewal Premium

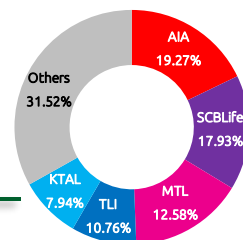
MTL ranked No. 4 in life insurance industry

- Equivalent to **4,730.87 MB**
- Market share at **12.12%**

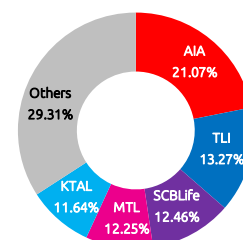
Total Premium

MTL ranked No. 4 in life insurance industry

- Equivalent to **6,635.14 MB**
- Market share at **12.25%**



New Business Premium



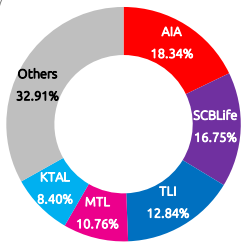
Total Premium

OVERALL LIFE INSURANCE INDUSTRY

	equivalent (MB)	growth (YoY)
New Business Premium	15,138.86	-1.75%
Renewal Premium	39,022.86	-0.53%
Total Premium	54,161.72	-0.87%

Source: The Thai Life Assurance Association

New Business Premium



MTL ranked No. 4

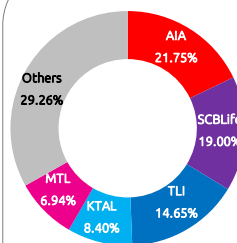
- Equivalent to **4,440.72 MB**
- Market share at **10.76%**

Industry: **8.63% growth (YoY)**



Life insurance industry recorded - New Business Premium 41,287.24 MB

First Year Premium



MTL ranked No. 5

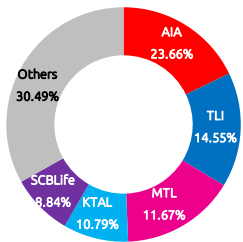
- Equivalent to **1,916.50 MB**
- Market share at **6.94%**

Industry: **17.47% growth (YoY)**



Life insurance industry recorded - First Year Premium 27,601.07 MB

Renewal Year Premium



MTL ranked No. 3

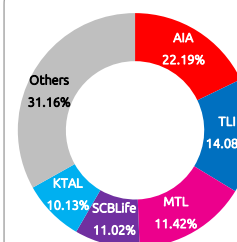
- Equivalent to **12,685.22 MB**
- Market share at **11.67%**

Industry: **-1.71% growth (YoY)**



Life insurance industry recorded - Renewal Year Premium 108,683.56 MB

Total Premium



MTL ranked No. 3

- Equivalent to **17,125.94 MB**
- Market share at **11.42%**

Industry: **0.93% growth (YoY)**



Life insurance industry recorded - Total Premium 149,970.80 MB

IR CORNER

OIC Approved Ameliorating the Insurance Industry Through the COVID-19 Crisis with the Reduction of All Insurance-Related Fees

On 24 April 2020, the Board of Directors of Office of Insurance Commission (OIC) approved the request letter from Thai General Insurance Association for the mitigation of impacts and burdens of the insurance industry during the outbreak of Coronavirus 2019 (COVID-19), with the request to consider a relief measure via the reduction of fees or contribution to OIC.

In this regard, the reduction of contribution must be based on considerations of the nation's and public goods, worthiness and economization, prudence and caution, and appropriate risk management as to prevent damage on the nation's assets. It must be at a necessary level in order to maintain sufficient liquidity for payments for OIC's operation, with considerations of expenses and costs for liquidity management, which may not align with related regulations.

Therefore, the reduction of the fees for the life and non-life insurance businesses would be beneficial and would not impact OIC's liquidity as this is a supportive measure that will be generally favorable for those related.

The Committee approved the reduction of the fee for life and non-life insurance businesses. The next step would be to propose to the Ministry of Finance as, according to the regulation, fee specification is under the authority of the Minister of Finance.

The fee reduction would benefit citizens who would like to enter the insurance-related career according to

"the statistics in 2019 which showed the number of 680,227 citizens applying for agent licensing examination"

Moreover, this could reduce the costs for manufacturers, including life/non-life insurance companies and life/non-life insurance brokers.

1. The reduction of the fees for life insurance industry by half for every item until 31 December 2020

- ✓ Examination application fee
- ✓ License requesting fee
- ✓ Renewal fee
- ✓ License fee
- ✓ Fee for issuing a license substitute
- ✓ Fee for certified copies

2. The approval of a draft ministerial regulation regarding the fees for life and non-life businesses
During the outbreak of Coronavirus 2019 (COVID-19)

HIGHLIGHT PRODUCTS

Muang Thai Smart Linked 10/1 (Global)



Mao Chai Extra Campaign



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, risk and conditions every time before making a decision to purchase insurance.

- Opportunity of international investment
Via Global Multi Asset
- Secured paid premium
Upon maturity
- Chance to receive special dividends (if any) upon maturity
Returns from Citi Global Multi Asset Index

- Complete lump sum coverage for both illness and surgery
 - Lump sum amount since the first Bath up to 500,000 Baht per any hospitalization⁽¹⁾
 - Maximum lump sum amount to receive room fees in addition to the coverage amount, specifically up to 4,000 Baht per day⁽²⁾, with the doubled amount for ICU hospitalization
 - Comprehensive coverage Including COVID-19, epidemics, general diseases and critical illnesses
- ⁽¹⁾ For plan 3
⁽²⁾ For plan 2 and 3



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 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

MTL HAPPENINGS

MTL and Muang Thai Yim Foundation contributed 1 MB to "Chaipattana Foundation to aid fight against COVID-19"



Muang Thai Life Assurance PCL. and Muang Thai Yim Foundation gave 1,000,000 Baht to Dr. Sumet Tantivejkul, Committee Member and Secretary-General of the Chaipattana Foundation as a contribution to "Chaipattana Foundation to aid fight against COVID-19 and other epidemics" to support hospitals and medical personnel at Chaipattana Foundation in Rama VIII on 8 May 2020.

บริการสุดพิเศษ

Video Call

- ให้คุณคลายความกังวล ในการทำธุรกรรมกับเมืองไทยประกันชีวิต ไม่ต้องออกจากบ้าน **ห่างไกล COVID-19**
- บริการติดตามสิทธิกรมธรรม์
 - บริการต่ออายุกรมธรรม์
 - ข้อประกันชีวิตและสุขภาพ ของเมืองไทยประกันชีวิต
- สนใจใช้บริการ โทร. 1766



MTL Developed VIDEO CALL Services

Muang Thai Life Assurance PCL. developed the services via Video Call, enabling customer transactions anywhere even at home. The feature comes with simple steps, just call Tel. 1766 and inform the staff of the services you would like to have, including policy loan, policy renewal, purchase of life and health insurance products from Muang Thai Life Assurance. These transactions can be done via Video Call services.