

IR Fact Sheet

Vol. 72 : January 2021

-  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"

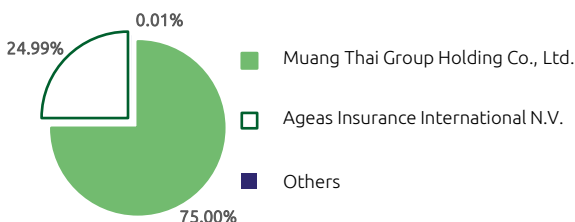
Mission

- 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

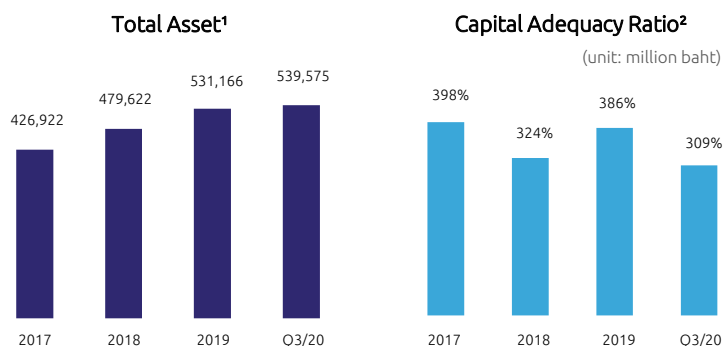
Representative Office: Yangon, Myanmar

Credit Ratings:

	Fitch Ratings		S&P Global	
	Rating	Outlook	Rating	Outlook
International	A-	Negative	BBB+	Stable
National	AAA (tha)	Negative	-	-

(as of 8 May 20) (as of 30 Oct 20)

FINANCIAL HIGHLIGHTS



Remark: 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 NOVEMBER 2020

New Business Premium

MTL ranked No. 3

in life insurance industry

- Equivalent to **2,019.48 MB**
- Market share at **14.24%**

Renewal Premium

MTL ranked No. 3

in life insurance industry

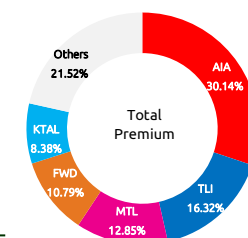
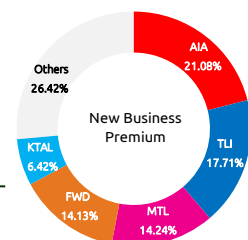
- Equivalent to **4,946.29 MB**
- Market share at **12.36%**

Total Premium

MTL ranked No. 3

in life insurance industry

- Equivalent to **6,965.77 MB**
- Market share at **12.85%**



Remark: The mentioned premium information is from FWD (under the new juristic person) as a result of the merger between SCB LIFE and FWD, effective from 1 October 2020 onwards.

OVERALL LIFE INSURANCE INDUSTRY

	equivalent (MB)	growth (YoY)
New Business Premium	14,185.60	5.42%
Renewal Premium	40,016.49	1.08%
Total Premium	54,202.09	2.18%

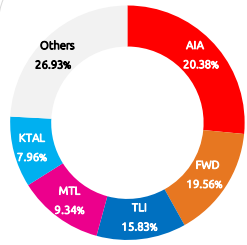
Source: The Thai Life Assurance Association

MARKET POSITION

JANUARY - NOVEMBER 2020

Source: The Thai Life Assurance Association

First Year Premium



MTL ranked No. 4

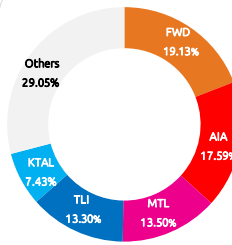
- Equivalent to **8,533.26 MB**
- Market share at **9.34%**

Industry growth:
-2.58% (YoY)



Life insurance industry recorded - First Year Premium 91,395.82 MB

New Business Premium



MTL ranked No. 3

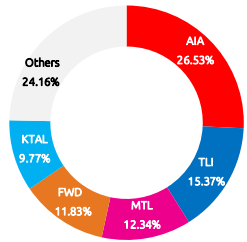
- Equivalent to **19,123.55 MB**
- Market share at **13.50%**

Industry growth:
-10.36% (YoY)



Life insurance industry recorded - New Business Premium 141,661.75 MB

Renewal Year Premium



MTL ranked No. 3

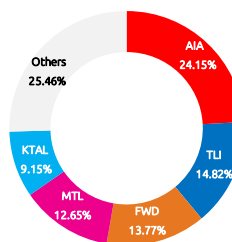
- Equivalent to **48,081.50 MB**
- Market share at **12.34%**

Industry growth:
0.65% (YoY)



Life insurance industry recorded - Renewal Year Premium 389,760.71 MB

Total Premium



MTL ranked No. 4

- Equivalent to **67,205.06 MB**
- Market share at **12.65%**

Industry growth:
-2.54% (YoY)



Life insurance industry recorded - Total Premium 531,422.46 MB

Remark: The mentioned premium information is from FWD (under the new juristic person) as a result of the merger between SCB LIFE and FWD, effective from 1 October 2020 onwards.

IR CORNER

Source: Office of Insurance Commission

IFRS 17

The Study and Preparatory Project for Enforcement of
The International Financial Reporting Standard No. 17 on Insurance Contracts



Objectives

- To find some guidelines for compliance with the mentioned financial reporting standard
- To assess readiness and impacts from the adoption of the standard to improve forms of financial statements and related reports
- To seek guidelines for financial status analysis and performance of insurers, regulatory improvement, and insurers' organizational and financial audits

The readiness survey in different aspects of insurers can be divided into 2 parts:

- 1) Readiness assessment called Gap Analysis
- 2) Impact assessment called Impact Analysis

The information will be used partially for decision making regarding the establishment of policies as well as guidelines and preparatory measures for OIC and the insurance industry. It will also be used for discussions with Federation of Accounting Professions under the Royal Patronage, an entity with the authority to determine Thai financial reporting standards in relation to the enforcement of the said standards in Thailand further

HIGHLIGHT PRODUCTS

Muang Thai 101 Plus Campaign

Muang Thai 101 Plus Campaign is a marketing name of Muang Thai Smart Linked Plus 10/1 (Global)



Elite Health



Remark:

- Underwriting is subject to the Company's regulations
- Only applying with Life insurance agents
- Elite Health Rider shall be attached to a new insurance 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



Chance for Upside Gain

Through Citi Global Multi Asset USD VT 5 Series 3 Index



Guaranteed Benefits

Guaranteed cash bonus during the contract and protected paid premium. Insurance premium will not be lost



Tax Deductible

Eligible for personal income tax deduction of up to 100,000 baht. It is subject to the Revenue Department



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*

* Coverage area is as selected

MTL HAPPENINGS



Muang Thai Life Assurance Awarded with Superbrands 2020

This leadership award in the insurance business focuses on outstanding characteristics and top-of-mind recognition among consumers. The honorable award is another guarantee of the success in terms of leadership with determination to create happiness and smiles and deliver outstanding business operations. This includes presentations of various products and services through innovation.



Telemedicine

This is the service for insureds who suffer from chronic illnesses requiring continuous treatments yet have difficulty going to the doctors. To facilitate them, the Company has thus partnered with equipped network hospitals to provide services to patients via Telemedicine in order to minimize the risk of traveling outside.



more products



AWARDS & RECOGNITION



Honorary Outstanding Insurance Company Award of 2017 Winner and Honor of the Prime Minister's Insurance Award 4 consecutive times (2008, 2011, 2015 and 2019) Life Insurance Company with Outstanding Management 1st Place Award for 14 consecutive years (2006 - 2019) From Office of Insurance Commission



Life Insurance Company of the Year (2014, 2017 and 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 and 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 - 2020 from Superbrands Thailand