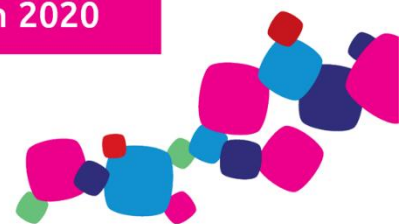


# IR Fact Sheet

Vol. 62 : March 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

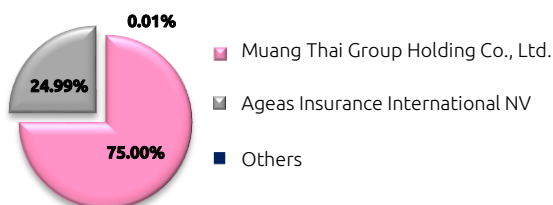
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers' needs and behaviors in order to provide superior products and relevant services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

(As of 1 April 19)

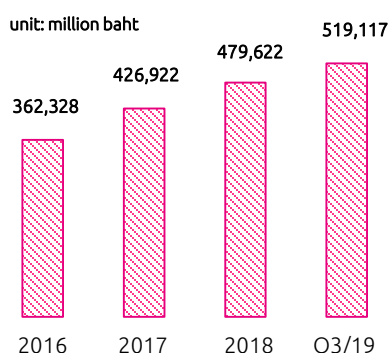
#### S&P Global

Rating	Outlook
BBB+	Positive
-	-

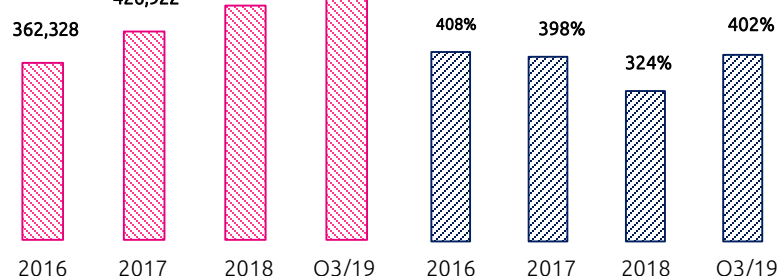
(As of 11 Dec 19)

## 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 January 2020

#### New Business Premium

MTL ranked **No.4** in life insurance industry equivalent to **1,249.62 MB**, with growth of -21.37% (YoY) with market share at **8.89%**

#### Renewal Premium

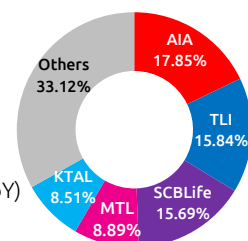
MTL ranked **No.3** in life insurance industry equivalent to **4,307.40 MB**, with growth of -23.15% (YoY) with market share at **12.19%**

#### Total Premium

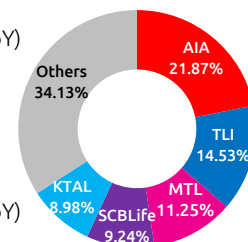
MTL ranked **No.3** in life insurance industry equivalent to **5,557.02 MB**, with growth of -22.76% (YoY) with market share at **11.25%**

#### Overall Life Insurance Industry

- ✓ New Business Premium of 14,057.27 MB with growth of 18.33% (YoY)
- ✓ Renewal Premium of 35,338.08 MB with growth of -0.79% (YoY)
- ✓ Total Premium of 49,395.35 MB with growth of 3.99% (YoY)



New Business Premium



Total Premium

Source: The Thai Life Assurance Association

# Measures of COVID-19 Insurance

Dr. Suthiphon Thaveechaiyagarn, Secretary-General of the Office of Insurance Commission (OIC), announced that the OIC was aware of the COVID-19 outbreak which the office and the insurance industry had a discussion to **set measures for citizens who were affected by this situation**

## Life insurance measures

- **Measure 1 Premium payment relaxation** in case grace period expires during 27 Feb – 30 Apr 2020, the period is extended for another 60 days counting from the original grace period expiry date
- **Measure 2 Interest exemption** in case life insurance policies ends during 27 Feb – 30 Apr 2020 and if insureds request to renew or reinstate life insurance policies within 6 months
- **Measure 3 Interest rate relaxation** in case of automatic premium payment by cash surrender value or policy loan during 27 Feb – 30 Apr 2020, the companies may waive or reduce interest for a maximum of 6 months
- **Measure 4 Premium payment installments without interest** up to 6 months in case mode of premium payment is changed or premium payment installments are less than 1 year without changing mode of premium payment during 27 Feb – 30 Apr 2020
- **Measure 5 Policy loan amount increase** the limit of policy loan amount increases
- **Measure 6 Premium rate is reduced** up to 10% of premium amount for life insurance policies and health riders that are made with the companies during 27 Feb – 30 Apr 2020 and policy effective date is within 30 Jun 2020

## Measures for insurance intermediaries\*

\*Insurance intermediaries mean life/non-life insurance agents and life/non-life insurance brokers

- **Measure 1 Period extension for license renewal** within 30 Apr 2020, in case licenses expire during 27 Feb – 30 Apr 2020
- **Measure 2 License examination conditions** for preventing infection and relieving the outbreak of COVID-19
- **Measure 3 Postpone or halt** participating in examinations or compulsory courses for examining or renewing licenses during 27 Feb – 30 Apr 2020
- **Measure 4 No charge** for next courses, in case institutes that were approved to arrange compulsory courses for examining or renewing licenses postpone or halt the courses

## Measures for insurance personnel protection

### Internal measures of OIC

Guideline was announced for executives, employees and staff, as follow.

- **Not travel** to countries with local transmission
- **Avoid** crowded area
- **Wear a mask all the time** once going to public space
- **Frequently wash hands** and do not touch eyes, nose and mouth without necessary
- **Rest** sufficiently
- **Urgently meet a doctor** once having a cold or respiratory symptom

### External measures of OIC

- **Request** related units to be prepared for preventing the outbreak and communicating to citizens and those who are affected about the insurance measures
- Insurance industry was requested to conduct **“Street test”** under severe situation scenario. The result showed that overall insurance industry was still strong and able to cope with the COVID-19 outbreak properly

## COVID-19 pandemic Reassuring insurance with complete coverage



Health coverage by MTL	
Medical expenses for COVID-19 infection	✓ covered
Medical expenses General illnesses	✓ covered
Medical expenses Critical illnesses of all stages	✓ covered

When detected COVID-19 **Detected, paid, with continuous coverage**

Stay cautious with this disease and many more beyond expectations. Better be safe than sorry, with **health coverage from Muang Thai Life Assurance**

**mtl** MUANG THAI LIFE

Source: [www.oic.or.th](http://www.oic.or.th)

Coverage conditions are as specified in a policy

# ★ Highlight Products

## Muang Thai Smart Linked 10/1 (Global)



### Elite Health Rider



-  **Global Investment Opportunity** through global multi assets
  -  **Full Premium** upon maturity
  -  **Opportunity to Receive Special Dividend** upon maturity (if any) from return of Citi Global Multi Asset Index
  -  **High Coverage** from 20 - 100 million baht/year
  -  **COVID-19 Protection** a sickness will cover every period
  -  **Cover overseas treatment** based on coverage area \*
- \* The coverage area is as chosen.

**Remark:**

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



**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

### Muang Thai Life Assurance Won "Thailand Top Company Awards 2020" in "Insurance Industry" Category for 2 Consecutive Years

**10 March 2020:** Mr. Sara Lamsam, President and Chief Executive Officer, received "Thailand Top Company Awards 2020 in the Insurance Industry" category for 2 consecutive years. This is the most esteemed award in the insurance industry in Thailand. His Excellency Professor Emeritus Kasem Wattanachai, M.D., presided over the ceremony. The event was hosted by Business Magazine at InterContinental Hotel



### Muang Thai Life Assurance Won "Most Admired Brand Award" from Thailand's Most Admired Brand 2020

**11 March 2020:** Mr. Sara Lamsam, President and Chief Executive Officer, received the "2020 Thailand's Most Admired Brand Award" in the InsurTech category and "Brand Maker Award" from "Thailand's Most Admired Brand 2020" hosted by BrandAge Magazine at Centara Grand at Central Plaza Ladprao



### Muang Thai Life Assurance "Best Brand Performance on Social Media" in Insurance Category

**27 Feb 2020:** Mrs. Phittraporn Punyaratabandhu, Senior Executive Vice President, received "Best Brand Performance on Social Media in the Insurance Category" from the 8<sup>th</sup> Thailand Zocial Awards 2020 arranged by Wisersight (Thailand) Co., Ltd. at KBank Siam-Pic-Ganesha Theatre, Siam Square One Shopping Center

