

MTL Fact Sheet

เมืองไทย
ประกันชีวิต
MILANO THAI LIFE ASSURANCE

The Company for Forward Thinking People

Volume 28: May 2017



Key information

Vision

“ To be the customers’ trusted lifetime partner through innovative life and health solutions by putting customers at the heart of everything we do ”

Mission

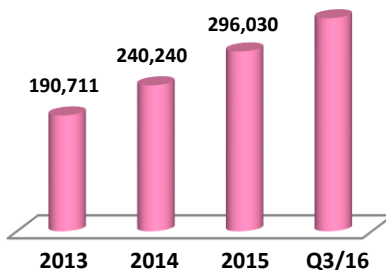
- We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services that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



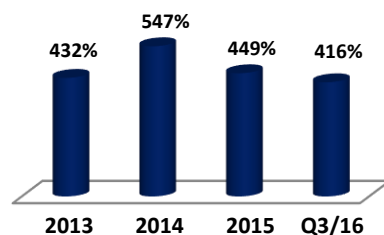
Financial Highlight

Total Asset¹

Unit: Million Baht



Capital Adequacy Ratio²



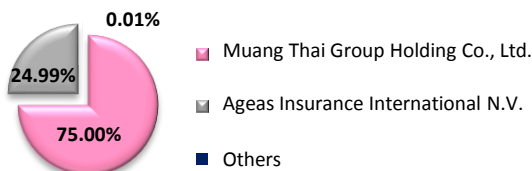
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

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

No. of Branches: 172 (include Head Office)

No. of Agent Offices: 59 (at the end of 2016)

No. of Care Service Network: Hospital (282), Clinic (149)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

S&P Global

	Rating	Outlook	Rating	Outlook
International	BBB+	Stable	BBB+	Stable
National	AAA (tha)	Stable	axA+ (Asean)	-

(As of 9 Dec 16)

(As of 13 Dec 16)

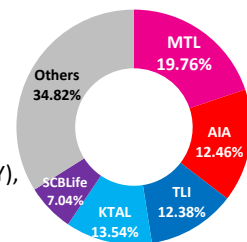


Market Position

1 - 31 March 2017

New Business Premium

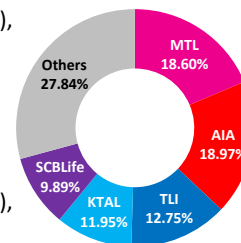
MTL ranked **No. 1** in life insurance industry equivalent to 3,193.58 MB, with growth of -14.03% (YoY), with market share at **19.76%**



New Business Premium

First Year Premium

MTL ranked **No. 1** in life insurance industry equivalent to 2,074.93 MB, with growth of -17.03% (YoY), with market share at **20.22%**



Total Premium

Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 10,526.08 MB, with growth of -0.19% (YoY), with market share at **18.60%**

Overall Life Insurance Industry

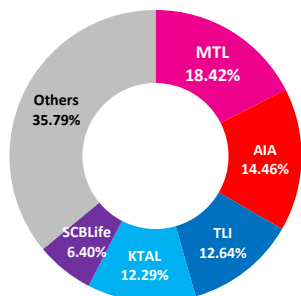
- ✓ New Business Premium of 16,162.52 MB with growth of 5.71% (YoY)
- ✓ First Year Premium of 10,263.12 MB with growth of -4.59% (YoY)
- ✓ Total Premium of 56,604.33 MB with growth of 9.27% (YoY)

Source: The Thai Life Assurance Association

January – March 2017

MTL No. 1 New Business Premium

which was equivalent to 7,321.17 MB,
with market share at **18.42%**



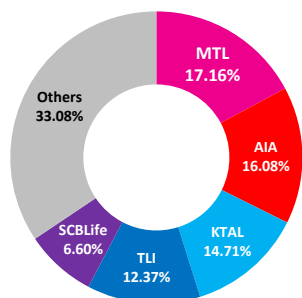
Industry: -2.46% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 39,749.23 MB

MTL No. 1 First Year Premium

which was equivalent to 4,486.93 MB,
with market share at **17.16%**



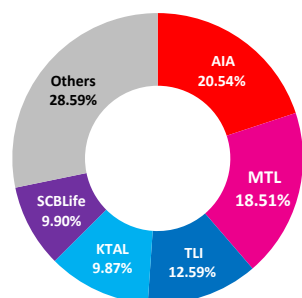
Industry: -10.71% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 26,153.19 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 20,296.42 MB,
with market share at **18.51%**



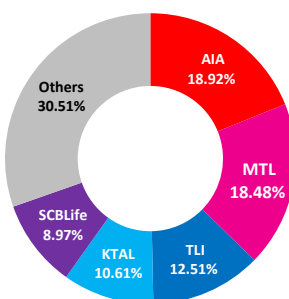
Industry: 8.85% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 109,656.59 MB

MTL No. 2 Total Premium

which was equivalent to 27,617.58 MB,
with market share at **18.48%**



Industry: 5.59% growth (YoY)





➤ Life insurance industry recorded Total Premium of 149,405.82 MB

Source: The Thai Life Assurance Association

Core Values

The M Powered C

-  Customer Centric
-  Creativity
-  Commitment to Success
-  Collaboration
-  Caring

IR Corner

(Corporate Governance : CG) (5)

II: Equitable treatment of shareholders

Principles: All shareholders, including those with management positions, non-executive shareholders and foreign shareholders should be treated fairly and equally. Shareholders who cannot vote in person should be allowed to vote by proxy.

Recommended best practices

1) Release of information before the shareholders' meeting

The board of directors should ensure that the company releases its annual general meeting notice, with detailed agenda and explanatory circulars, which are produced in Thai and English for both Thai and foreign shareholders.

2) Protection against abuse of inside information

There should be written procedures concerning the use and protection of inside information. The board should establish these procedures and communicate them to everyone in the company.

3) Conflicts of interest by directors

The board should require that directors inform the board of their conflicts of interest regarding each agenda item before consideration by the board; such conflicts should be minuted. The board should require board members to abstain from participating in the board discussion on a particular agenda item in which a given director has a conflict of interest.

(Next issue will mention details of section III on the role of stakeholders)



Source: www.set.or.th

Highlight Products

Muang Thai Retirement Plus 60



More Detail



Cash Bonus

1% before retirement every 3 Policy Year



High Benefit

Total benefit Throughout the Contract Up to 937%*



Long Term Coverage

Until the age of 90 and Up to 400%*

*% of the initial sum insured

Personal Accident Insurance Classic PA



More Detail



Easy Premium

Pay only 250 Baht⁽²⁾ per year



Receive Life Coverage

up to 2,000,000 Baht⁽¹⁾ in case of death from accident

Remark

- (1) For coverage plan 7
- (2) For insured with occupation group 1 and 2, aged 1 month – 15 years old and chooses coverage plan 1

Remark:

- Benefit, conditions and coverage in details are subject to the terms and conditions as stated in the policy.
- **Note:** Consumer should have an understanding in the details of coverage and conditions every time before making a decision to purchase insurance.



More Products

Awards & Recognition



Life Insurance Company with Outstanding Management

1st Place Award for 10 consecutive years (2006-2015)

Winner and Honor of the Prime Minister's Insurance Award

3 consecutive times (2008 2011 & 2015)

From Office of Insurance Commission



Life Insurance Company of the Year 2014

Corporate Social Responsibility Award 2013

From Asia Insurance Review Magazine



Brand of the Year 2015-2016

Life Insurance Industry

From World Branding Forum



Business Continuity Management System

ISO 22301:2012 Ref. No. 44 756 150640



International Standard Certification

ISO 9001:2008 Ref. No. TH98/1709



Superbrands Awards 2006-2016

from Superbrands Thailand



Trusted Brand Award Gold Category 2010-2013

From Reader's Digest Magazine

MTL Happenings

Muang Thai Life Assurance

Muang Thai Life Assurance joins hands with iBank for the 2nd year in a row



Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited said the Company has joined hands with the Islamic Bank of Thailand (iBank) to launch the "Ruam Phalang Sangsan Takaful" Campaign, offering attractive savings choices which comply with the Islamic principles. For this campaign, the Company developed 2 products to meet the needs of Islamic customers according to its Customer Centric policy. One of the products being offered include the "Takaful Aom Sap 10/4" product offering features including 10 years of life protection for only 4 years of Takaful contributions, and Hibah (cash bonus) of up to 7% per year*. Those interested in depositing a savings in this Takaful product can apply from the age of 1 month old – 70 years old. The minimum Takaful sum insured starts at 20,000 Baht. The application process is simple requiring no health check-up or health questions. Contributions are the same for all genders and ages. For those looking for a long-term life planning and savings plan, the Company is offering "Takaful Aom Sap 20/15", which emphasizes long-term savings with a reasonable contribution. Receive 20 years of life protection for 15 years of premium payment to create family security and possibly receive special dividends.

Muang Thai Life Assurance

Muang Thai Life Assurance adds 3 funds to the list of Muang Thai Unit-Linked options

Muang Thai Life Assurance looks to meet the needs for investment-linked life insurance, adding 3 funds to expand the choices for diversifying investments through carefully selected mutual funds that will satisfy customer needs, generate valuable return, and, for the first time for a unit-linked product, offer the option to invest in a property fund.

Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited said Muang Thai Life Assurance has added 3 new mutual funds to enhance its capacity to provide services for Muang Thai Unit-Linked policies, from 19 funds to 22 funds that will be more comprehensive in terms of financial assets. This opens the opportunity for customers to diversify their investments in mutual funds, meeting the needs of customers for instruments at all levels of risk.

"As interest rates continue to stay at a low level, customers are beginning to look for more capable instruments for financial planning that provides both life protection and investment return from mutual funds. Muang Thai Life Assurance has added 3 more mutual funds to enhance services for Muang Thai Unit-Linked policies, expanding investment choices according to customer needs, which is also a way of helping our customers diversify their investments," Mr. Sara said.

MTL INVESTMENT

แผนการลงทุนระยะยาว
แบบประโยชน์สูงสุดที่รวมทั้งเงิน
และอสังหาริมทรัพย์

- ✓ ครอบคลุมทรัพย์สินที่หลากหลาย
- ✓ มีแผนลงทุนให้เลือกสรร
- ✓ สามารถลงทุนระยะยาว

เมืองไทยยูนิคัลลิ้งค์ 1

Find MTL on

