

MTL Fact Sheet



The Company for Forward Thinking People

Vol. 34 November 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

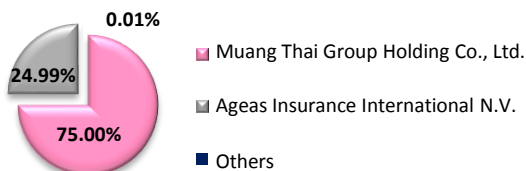
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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

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: 173 (exclude Head Office)

No. of Agent Offices: 57 (As of 1 Oct 17)

No. of Care Service Network: Hospital (292), Clinic (163)

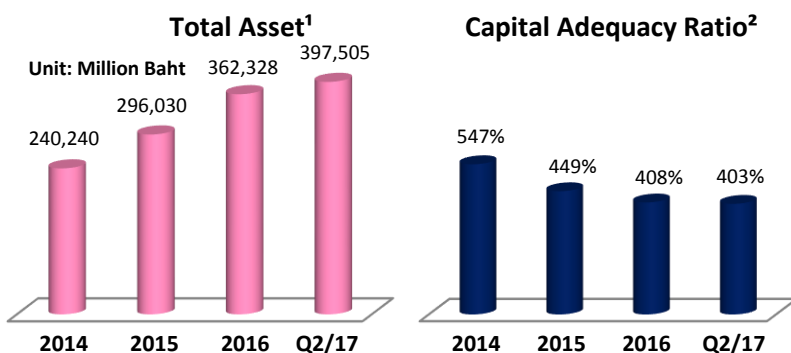
Representative Office: Yangon, Myanmar

Credit ratings:

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

(As of 8 Nov 17) (As of 13 Dec 16)

Financial Highlight



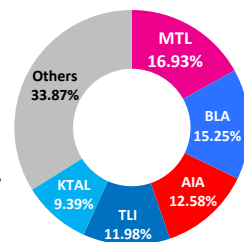
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 30 September 2017

New Business Premium

MTL ranked **No. 1** in life insurance industry equivalent to 2,628.50 MB, with growth of 30.70% (YoY), with market share at **16.93%**



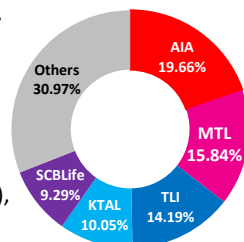
First Year Premium

MTL ranked **No. 2** in life insurance industry equivalent to 1,702.97 MB, with growth of 11.87% (YoY), with market share at **16.69%**

New Business Premium

Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 8,078.73 MB, with growth of -20.56% (YoY), with market share at **15.84%**



Total Premium

Overall Life Insurance Industry

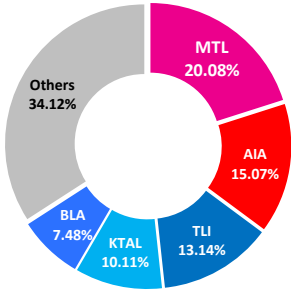
- ✓ New Business Premium of 15,525.91 MB with growth of 7.98% (YoY)
- ✓ First Year Premium of 10,203.42 MB with growth of 14.99% (YoY)
- ✓ Total Premium of 51,004.09 MB with growth of 5.00% (YoY)

Source: The Thai Life Assurance Association

January – September 2017

MTL No. 1 New Business Premium

which was equivalent to 24,806.32 MB,
with market share at **20.08%**



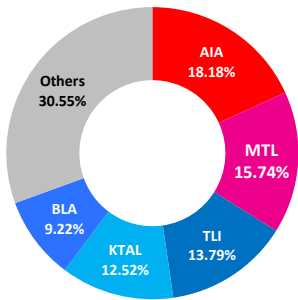
Industry: 3.58% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 123,532.33 MB

MTL No. 2 First Year Premium

which was equivalent to 11,956.60 MB,
with market share at **15.74%**



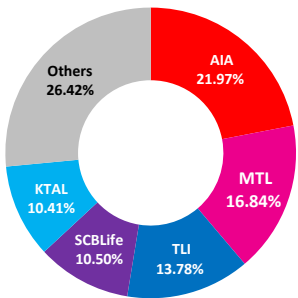
Industry: -8.50% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 75,974.06 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 53,421.88 MB,
with market share at **16.84%**



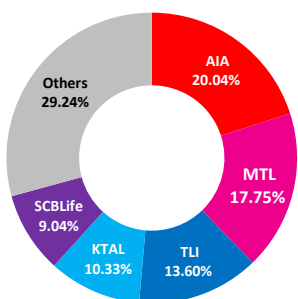
Industry: 7.52% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 317,174.86 MB

MTL No. 2 Total Premium

which was equivalent to 78,228.20 MB,
with market share at **17.75%**



Industry: 6.39% growth (YoY)



➤ Life insurance industry recorded Total Premium of 440,707.18 MB

Source: The Thai Life Assurance Association

Core Values

The M Powered C

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

 **IR Corner**

Can good governance really add value?

How do we achieve high profits? Generally, selling products at an optimum price, high sales volume, reducing costs, and managing expenses are accepted formulas. To achieve sustainable profits, there are 2 dimensions to consider: management and good governance.

Legal compliance can help reduce risks and damages of legal penalties. Running an honest business also helps to reduce risk of corruption amongst management and staff, or damages due to litigation. In turn, integrity establishes credibility amongst customers and helps to protect the interests of the Company and prevents negligence, promotes prudent decision making, and discourages conflict of interest.

Good governance has become a point of emphasis for leading organizations around the world with one leading executive saying, “we have to accept that our growth is built on a foundation of credibility amongst customers and stakeholders.”

In the age of intense competition, good governance can generate a competitive edge, enhance profits, reduce risks, and in the end add value to your business.

(Next issue will talk about the role of staff in promoting good governance).

Source: www.set.or.th

Muang Thai Return Retire



More Detail

- (1) % of the initial sum insured
- (2) Due to the rules of Revenue Department

- Retired Millionaire** Annuity at 20%⁽¹⁾ on every policy anniversary that attains the age of 60 – 85, totaling up to 520%⁽¹⁾
- Tax Deductible** Up to 300,000 Baht⁽²⁾
- No Health Checkup Required** Simply apply without health checkup⁽³⁾

⁽³⁾ Buyer must provide health declaration in the insurance application form and the health declaration is one of the factors for underwriting or consideration of insurance contract payment.

Smart Health Rider



More Detail

- Whether hospitalized** or not, receive medical expense benefit up to 5,000,000 Baht* per year
- Cover room** and board plus hospital expense up to 10,000 Baht* per day, receive two times benefits once hospitalized in I.C.U.**
- Ongoing medical** expense benefit after discharge up to 5,000 Baht*

* For plan5

**For I.C.U. hospitalization, benefit will be paid at 2 times with maximum period of 30 days; once benefits of room and board, daily nursing service fee are included, it must not exceed 150 days

Remark:

- Rider must be attached to in force policy. In this regard, its coverage period must not exceed coverage period of the insurance policy that this rider is attached to.
- 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



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 11 consecutive years (2006-2016)
 From Office of Insurance Commission

Life Insurance Company of the Year 2014 & 2017
Corporate Social Responsibility Award 2013
 From Asia Insurance Review Magazine



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 2006-2016
 from Superbrands Thailand

MTL Happenings

Muang Thai Life Assurance

wins "Life Insurance Company of the Year 2017" Award at 21st Asia Insurance Industry Awards 2017

1 Nov 17: MTL was awarded the "Life Insurance Company of the Year 2017" award at the 21st Asia Insurance Industry Awards 2017 hosted by Asia Insurance Review magazine in Singapore. It is the second time the Company has won the award after winning the award in 2014. The award that the Company has won is for life insurance businesses in Asia that has shown outstanding business development, demonstrating work efficiency and business growth, especially in financial management and risk management of life insurance. They must also exhibit other qualities such as excellence in products, customer service, and governance.



Muang Thai Life Assurance opens its 173rd Branch Office

3 Nov 17: MTL launched its 173rd branch office at Central Plaza Nakhon Ratchasima on Mitrapap-Nongkhai Highway, Nai Muang Subdistrict, Muang District, Nakhon Ratchasima. The opening ceremony was held on Friday, 3rd Nov 2017 with service hours from 10.00 - 20.00 hrs. to offer customer service and sales support services to Sales Departments. The new branch office facilitates services such as claims and policy loans as well as offers life insurance advice and after-sales services such as request to change customer contact information and exercising policy rights, as well as redemption of Muang Thai Smile Club privileges.



Find MTL on

