

MTL Fact Sheet



The Company for Forward Thinking People Vol. 35 December 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

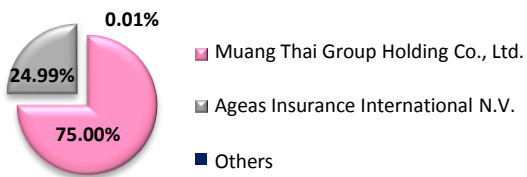
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services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



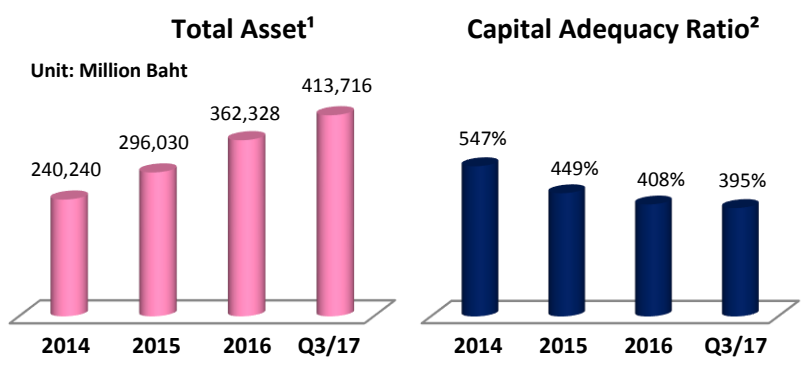
Chairman: Mr. Photipong Lamsam
President & CEO: Mr. Sara Lamsam
No. of Branches: 174 (exclude Head Office)
No. of Agent Offices: 58 (As of 31 Oct 17)
No. of Care Service Network: Hospital (292), Clinic (164)
Representative Office: Yangon, Myanmar

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 27 Nov 17)

Financial Highlight



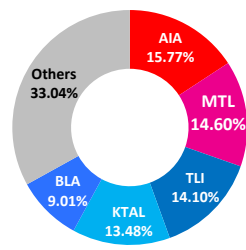
Remarks: 1. Asset data has been reviewed by the Certified Public Account.
2. Calculation of the Company’s capital is in accordance with Risk-Based Capital (RBC) regime.

Market Position

1 – 31 October 2017

New Business Premium

MTL ranked **No. 2** in life insurance industry equivalent to 1,901.12 MB, with growth of -4.82% (YoY), with market share at **14.60%**



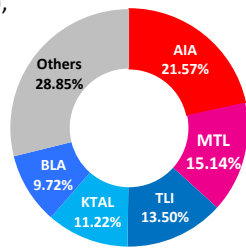
First Year Premium

MTL ranked **No. 4** in life insurance industry equivalent to 1,094.37 MB, with growth of -30.08% (YoY), with market share at **12.89%**

New Business Premium

Total Premium

MTL ranked **No. 2** in life insurance industry equivalent to 7,104.96 MB, with growth of -2.71% (YoY), with market share at **15.14%**



Total Premium

Overall Life Insurance Industry

- ✓ New Business Premium of 13,022.36 MB with growth of 14.62% (YoY)
- ✓ First Year Premium of 8,492.78 MB with growth of 13.14% (YoY)
- ✓ Total Premium of 46,932.60 MB with growth of 5.30% (YoY)

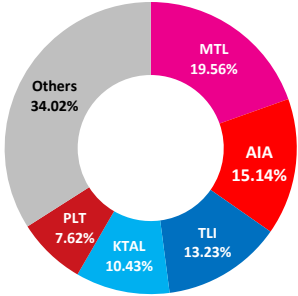
Source: The Thai Life Assurance Association

Market Position (Cont'd)

January – October 2017

MTL No. 1 New Business Premium

which was equivalent to 26,707.44 MB,
with market share at **19.56%**



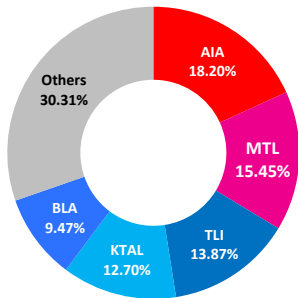
Industry: 4.54% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 136,553.44 MB

MTL No. 2 First Year Premium

which was equivalent to 13,050.98 MB,
with market share at **15.45%**



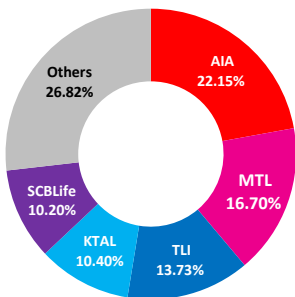
Industry: -6.71% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 84,465.59 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 58,625.72 MB,
with market share at **16.70%**



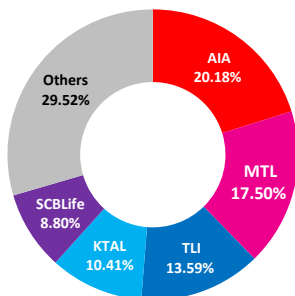
Industry: 6.97% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 351,085.88 MB

MTL No. 2 Total Premium

which was equivalent to 85,333.15 MB,
with market share at **17.50%**



Industry: 6.28% growth (YoY)



➤ Life insurance industry recorded Total Premium of 487,639.32 MB

Source: The Thai Life Assurance Association

Core Values

The M Powered C

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

IR Corner

The role of staff in promoting good corporate governance (CG)

Employees are considered important resources in driving the Company's growth going forward. It is important to encourage employees to be aware of the importance, and to promote, good corporate governance (CG), which is widely accepted as a demonstration of effective, transparent, and accountable management. CG adds value to the sustainable growth of the organization.

Concept Set up practice guidelines for employees to follow principles of ethics, honesty, fairness, and diligence. Employees must also have sufficient knowledge to perform effectively and efficiently with appropriate conflict of interest and anti-corruption measures.

Guidelines 1) Have a good attitude about the Company 2) perform duties with sense of responsibility, honesty, determination, dedication, without any prejudice and exploitation 3) adhere to good morals 4) be economical and value resources 5) acquire knowledge and experience for self-development in both work skills and general knowledge, as well as keep updated with the news 6) respect individual rights and coworkers 7) provide internal and external customer service effectively 8) protect the Company's confidentiality and help to monitor and be cautious in preventing document or data leaks, or allowing them to reach the hands of irrelevant parties, which has potential to cause damage 9) refrain from exploiting personal interests 10) have a vision to work to maximize the benefit of the Company.

Next year, we'll be presenting a new Topic of IR Corner. Stay Tuned!



Source: www.set.or.th



Highlight Products

Muang Thai 8560 G15 (Tax Deductible Annuity)



More Detail

- Receive Life Coverage Up to 250% ⁽¹⁾ before Retirement
- Receive Annual Annuity of 12% After Retirement
- Receiving complete annuity of 15 years ⁽²⁾

⁽¹⁾ % of the initial sum insured

⁽²⁾ If the insured passes away before receiving complete annuity of 15 years, the Company shall guarantee lump sum payment in which the amount is equivalent to present value of the annuity amount which has not been paid completely for 15 years (according to the calculation method specified in the policy)

CI Perfect Care Rider



More Detail

- Cover Critical Illness since the Early Stage Up to 36 critical illnesses Totaling Maximum of 100% *
- Receive Death Coverage from both illness and accident Totaling Up To 100%*
- Receive additional**

* % of the initial sum insured

** Receive additional benefits, if

- Having illness due to complications of diabetes, receive 10%*
- Having balloon angioplasty, receive 10%*

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



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 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



ISO 27001

BUREAU VERITAS
Certification

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

donated blankets under the topic of "Warmth from Muang Thai Life Assurance"



14 Nov 17: Mr. Sara Lamsam, President and Chief Executive Officer of MTL, Muang Thai Life Assurance PCL donated blankets under the topic of "Warmth from Muang Thai Life Assurance" to Mrs. Molsuda Chamnirasas, President of Red Cross, Chiang Mai Province which will be handed out to victims of the extreme cold in Chiang Mai Province. This is another activity of the Company for Forward Thinking People, which conducts its business in parallel with giving back to society. The activity was held at Chiang Mai Hall, Central Plaza, Chiang Mai Province.

Muang Thai Life Assurance

Transformation of mindset; "Mr. Sara Lamsam" – transforming the insure-tech game

20 Nov 17: Mr. Sara Lamsam, President and Chief Executive Officer of MTL, Muang Thai Life Assurance PCL held a special panel discussion under the topic of "Transformation: game of the future" in the "Thailand 2018 – Turning Point and Challenges" organized by Prachachat Newspaper. Muang Thai Life Assurance PCL established Fuchsia Innovation Centre this year to acquire an "outside-in" perspective, learn about new things both in technology and non-technology, to develop new products (insurance plans) which will provide new types of coverage, and to meet the specific needs of its customers as much as possible.



Find MTL on

