

IR Fact Sheet

เมืองไทย
ประกันชีวิต
MUANG THAI LIFE ASSURANCE

The Company for Forward Thinking People

Volume 39: April 2018

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

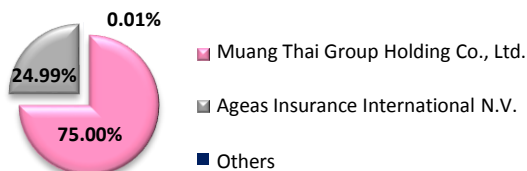
- ❖ We are the regional life insurance leader with financial and brand strength under corporate governance and risk management frameworks of international standard.
- ❖ We strive to understand the ever-changing customers’ needs and behaviors in order to provide superior products and relevant services 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: 54 (As of 18 April 18)

No. of Care Service Network: Hospital (296), Clinic (158)

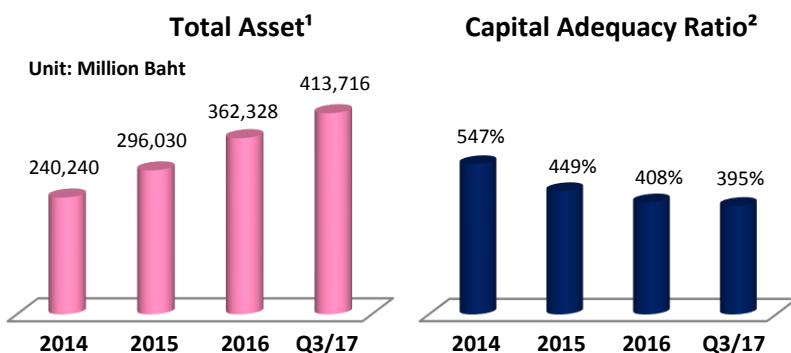
Representative Office: Yangon, Myanmar

Credit ratings:

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

(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 – 28 February 2018

New Business Premium

MTL ranked **No. 4** in life insurance industry equivalent to 1,554.53 MB, with growth of -38.96% (YoY), with market share at **10.63%**

Renewal Premium

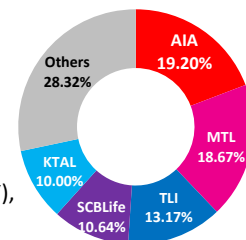
MTL ranked **No. 2** in life insurance industry equivalent to 6,630.47 MB, with growth of 9.19% (YoY), with market share at **18.67%**

Total Premium

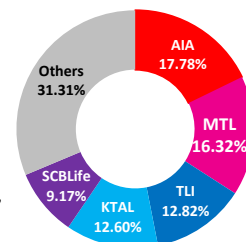
MTL ranked **No. 2** in life insurance industry equivalent to 8,185.01 MB, with growth of -5.04% (YoY), with market share at **16.32%**

Overall Life Insurance Industry

- ✓ New Business Premium of 14,692.06 MB with growth of 13.78% (YoY)
- ✓ First Year Premium of 35,522.84 MB with growth of 6.52% (YoY)
- ✓ Total Premium of 50,151.90 MB with growth of 8.54% (YoY)



Renewal Premium



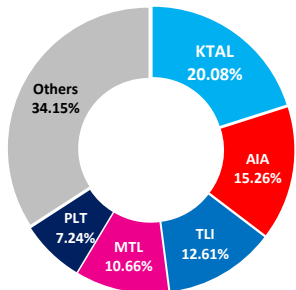
Total Premium

Source: The Thai Life Assurance Association

January – February 2018

MTL No. 4 New Business Premium

which was equivalent to 2,988.08 MB,
with market share at **10.66%**



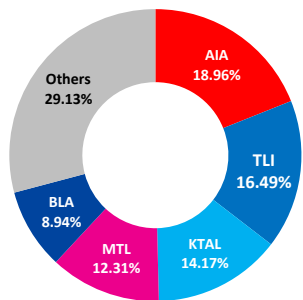
Industry: 18.89% growth (YoY)



➤ Life insurance industry recorded New Business Premium of 28,036.20 MB

MTL No. 4 First Year Premium

which was equivalent to 1,866.43 MB,
with market share at **12.31%**



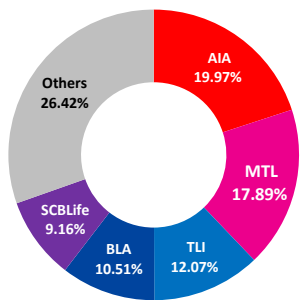
Industry: -4.55% growth (YoY)



➤ Life insurance industry recorded First Year Premium of 15,161.94 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 13,102.14 MB,
with market share at **17.89%**



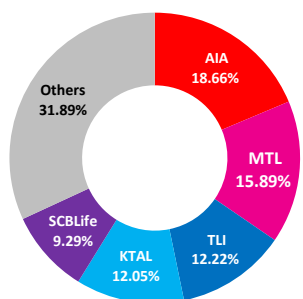
Industry: 5.83% growth (YoY)



➤ Life insurance industry recorded Renewal Year Premium of 73,252.78 MB

MTL No. 2 Total Premium

which was equivalent to 16,090.22 MB,
with market share at **15.89%**



Industry: 9.15% growth (YoY)



➤ Life insurance industry recorded Total Premium of 101,288.98 MB

Source: The Thai Life Assurance Association



IR Corner

Stock Investment or Life Insurance

Which one suits you best!

Advantage comparison between **Stocks** and **Life Insurance**

Stocks are tools to create growth to your wealth.

Stock investment has high risk and, therefore, higher return. As a result, volatility or risk is the important variation.

Life insurance is a tool to protect the wealth.

Having life insurance in case of an unfortunate event, as outlined in the coverage details, provides us with compensation for losses in such event. Whether you will receive compensation or not depends on the type of insurance policy.



Investing in stocks **gives good return.**

Buying Life Insurance **Gives a return and coverage**

View

The main objectives of buying life insurance and stocks are totally different, which make both the risk and the return different too. Start with investing in life insurance to plan and determine the amount of premium and desired coverage. Life insurance is the tool to protect your wealth. If you have more capital, you invest in stocks which are high risk, high return. Stock investment is like a tool to create and grow your wealth. An effective long-term financial plan should have both life insurance investments and stock investments to build security and generate wealth.



Source: oic.or.th



Highlight Products

Muang Thai Unit-Linked 1 Regular Premium



More Detail



Financial Planning

One policy can make various financial plans



High Flexibility*

Choose the desired premium amount, change sum insured, reallocate investment portion as needed in each life stage.



Higher Yield Opportunity

By investing in mutual funds of top asset management companies

*Subject to the conditions stated in the insurance policy and underwriting is subject to the Company's rules.

*There are risks in investment. Please consider the information before making a decision.

Elite Health Rider



สำหรับผู้มีอายุ 18-80 ปี

More Detail

(1) Optional Coverage Plan 4

(2) Optional Coverage Plan 3 or 4



Both IPD and OPD Coverage

Medical Expense Benefit of up to 100,000,000⁽¹⁾ Baht per year



Coverage for All Health Needs⁽²⁾

Annual health checkup, vaccination fee, dentistry fee, eye treatment fee, child delivery, and alternative medicine



Worldwide Coverage Anywhere at Anytime

Choose any one of the following 4 Coverage Areas available:

1) Thailand 2) Asia 3) Worldwide except the US 4) Worldwide

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 2017

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 2006-2017

from Superbrands Thailand



MTL Happenings

Muang Thai Life Assurance

Unit-Linked Regular Premium Gives Customers with More Options



16 April 18: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited, said Muang Thai Life Assurance aims to continue developing products, services, and innovations to truly fulfill customer needs. The Company recently added 6 new funds as investment options for the Muang Thai Unit-Linked 1 policy, which increases the number of funds from 21 to 27 funds, giving customers more options to manage their mutual fund portfolios based on their risk appetite and individual needs. The new fund options will be available from 18th April 2018 onwards.

Muang Thai Life Assurance

MTL Fund Advisors to Assist Customers with Buying and Selling Mutual Funds

26 March 18: Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited or MTL, said the company's business strategy under the policy "Customers @ the Heart" is to continue developing products, services, and innovations which truly fulfill customer needs. As such, for customers who need comprehensive financial planning including life insurance, tax planning, and investment planning, the Company has launched a service which allows customers to buy and sell mutual funds with an investment advisor (MTL Fund Advisor).



Find MTL on

