Muang Thai Life Assurance (MTL Fact Sheet)

The Company for Forward Thinking People

“We aspire to be a strong and number 1 life assurance company via product and service innovation, and multi-distribution system to correctly satisfy the needs of all customer groups.”

Investor Relations Team - Vol.8: September 2015

Key Information

- **Company Profile:**
  - Date of establishment: 6 April 1951
  - Conversion to public company limited: 1 October 2012

- **Registered Capital:** 1,000 Million Baht

- **Shareholding Proportion:**
  - MTL: 34.85%
  - Others: 22.89%

- **Head Office:** In Bangkok
- **No. of Branches:** 162
- **No. of Agent Offices:** 69 (at the end of 2014)
- **No. of Network Hospitals:** 388
- **Representative Office:** In Myanmar

Credit Rating

- **International:**
  - A- / Stable
  - BBB+ / Stable

- **National:**
  - AAA/ Stable
  - axA+ (Asean)

Financial Highlight

- **Total Assets**
  - 2014: 22,508.50 MB
  - 2015: 22,856.97 MB

  **2.98% Growth**

- **No. 1 in New Business Premium**

- **No. 2 in Total Premium**

  **15.95% Growth**

- **Market Share**
  - MTL: 21.83%
  - Others: 18.11%

  - **Market Share**
    - **MTL:** 34.85%
    - **Others:** 22.89%

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

MTL ranked **No. 1** in the industry in New Business Premium which was equivalent to 22,508.50 MB, with market share at 23.43% and 2.98% growth rate (YoY).

MTL ranked **No. 1** in the industry in First Year Premium which was equivalent to 15,555.82 MB, with market share at 23.19% and 18.47% growth rate (YoY).

MTL ranked **No. 2** in the industry in Total Premium which was equivalent to 52,013.03 MB, with market share at 17.08% and 15.95% growth rate (YoY).

Overall life insurance industry recorded Total Premium of 304,494.21 MB with growth of 3.72% (YoY) which is separated into New Business Premium of 96,074.42 MB with negative growth of 8.09% and Renewal Year Premium of 208,419.79 MB with growth of 10.25% (YoY).

July 2015

- **MTL ranked No. 1** in the industry in New Business Premium which was equivalent to 2,139.43 MB, with market share at 15.50% and -14.03 % growth rate (YoY).

- **MTL ranked No. 3** in the industry in First Year Premium which was equivalent to 1,359.24 MB, with market share at 14.09% and -9.38% growth rate (YoY).

- **MTL ranked No. 2** in the industry in Total Premium which was equivalent to 5,907.61 MB, with market share at 14.18% and 9.02% growth rate (YoY).

Overall life insurance industry recorded Total Premium of 41,660.11 MB with growth of 9.96% (YoY) which is separated into New Business Premium of 13,798.82 MB with growth of 11.80% and Renewal Year Premium of 27,861.29 MB with growth of 9.08% (YoY).
10 Aug 15: “MTL Penetrated Vietnamese Life Insurance Industry with the Joint Venture Establishment” Muang Thai Life Assurance Public Company Limited and Ageas (a life insurance company from Europe) have signed in an agreement with the Military Commercial Joint Stock Bank (“Military Bank”), a private bank in Vietnam, in order to establish a joint venture company in Vietnam under a name of “MB Ageas Life” whereby MTL holds 10% shares, Ageas at 29% and Military Bank at 61%. Military Bank has committed to operate life insurance business through Bancassurance channel under the contract term of 15 years with MB Ageas Life exclusively. Total capital of the 3 companies is around 46 million EUR. Moreover, MB Ageas Life is expected to operate the business in 2016.

18 Aug 15: “MTL has been Awarded the Superbrands Prize for 9 Consecutive Years” Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited, received the Superbrands Thailand 2015 award for the 9th consecutive year which was presented by Mr. Preecha Kaenprom, Director, Superbrands Thailand, at Muang Thai Life Assurance Public Company Limited’s Head Office. This award thus reiterates the success of Muang Thai Life Assurance as the brand leader in the insurance industry evident from consumer acceptance of the Company to be their No. 1 brand.

19 - 20 Aug 15: “Muang Thai Life Assurance” jointly organized insurance seminar in Myanmar which intended to upgrade insurance industry’s potential – extend the role of “Representative Office” Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance Public Company Limited, disclosed that the Company and the Financial Regulatory Department (FRD), an insurance regulator under the Ministry of Finance of Myanmar, had arranged a “Seminar of Insurance Regulatory” in order to enhance insurance management knowledge as well as insurance regulatory in Myanmar. It was an honor to have H.E. Dr. Maung Maung Thein, Deputy Minister, Ministry of Finance, as a co-chairman, give an opening speech.

23 Aug 15: “Muang Thai Marathon 2015” Begins the First Success Race at Bangkok” Muang Thai Life Assurance arranged “Muang Thai Marathon 2015”, the first marathon series at 4 places, 4 regions of Thailand under the name of “Muang Thai Marathon 2015 Smile @Bangkok”. The first race began from Rama 8 Bridge and continued to the end of the elevated Borommaratchachonnani road. The event was crowded with over 6,000 participants. More than 6,000 people joined in the event in smiles, which was in line with the objectives of event, of promoting exercise and spreading happiness to the Thai people. It was also a rare opportunity for participants to enjoy the Bangkok morning atmosphere on the beautiful Rama 8 Bridge. In this regard, we would like to invite runners to participate in remaining race of “Muang Thai Marathon 2015”. You can apply for participation and receive more information at www.muangthaimarathon.com

Award and Recognition


Investor Relations Team – Corporate Secretariat Department