

MTL Fact Sheet

The Company for forward Thinking People

เมืองไทย
ประกันชีวิต
MUANG THAI LIFE ASSURANCE

Vol.20 : September 2016

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.

Core Values

The M Powered C

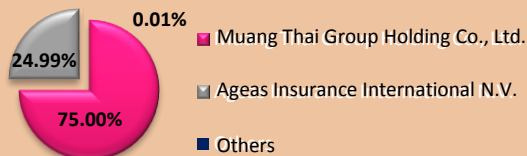
- Customer Centric
- Creativity
- Commitment to Success
- Collaboration
- Caring

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: 171

No. of Agent Offices: 60 (at the end of 2015)

No. of Care Service Network: Hospital (280), Clinic (140)

Representative Office: Yangon, Myanmar

Credit ratings:

FitchRatings

S&P Global

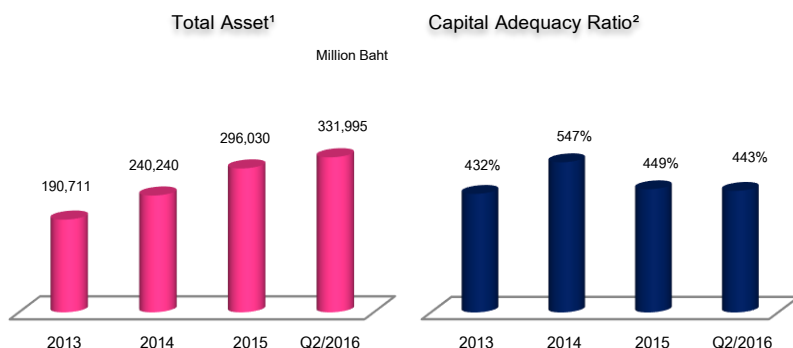
	Rating	Outlook	Rating	Outlook
International	BBB+	Stable	BBB+	Stable
National	AAA (tha)	Stable	aaA+ (Asean)	-

(As of 27 Jul 16)

(As of 29 Nov 15)



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 July 2016

New Business Premium

MTL ranked **No. 3** in life insurance industry equivalent to 1,828.68 MB, with growth of -14.52% (YoY), with market share at **15.53%**

First Year Premium

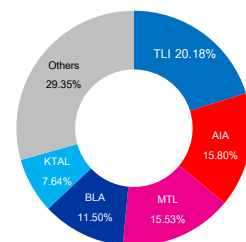
MTL ranked **No. 3** in life insurance industry equivalent to 1,232.68 MB, with growth of -9.31% (YoY), with market share at **14.63%**

Total Premium

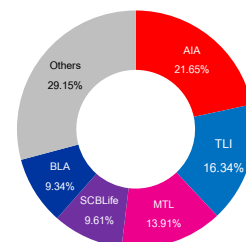
MTL ranked **No. 3** in life insurance industry equivalent to 6,017.24 MB, with growth of 1.85% (YoY), with market share at **13.91%**

Overall Life Insurance Industry

- ✓ New Business Premium of 11,772.11 MB with growth of -14.69% (YoY)
- ✓ First Year Premium of 8,427.75 MB with growth of -12.67% (YoY)
- ✓ Total Premium of 43,245.18 MB with growth of 3.80% (YoY)



New Business Premium



Total Premium

Source: The Thai Life Assurance Association

January - July 2016

MTL No. 1 New Business Premium

which was equivalent to 20,276.01 MB,
with market share at **21.93%**



MTL: -9.92% growth (YoY)
Industry: -3.75% growth (YoY)

➤ Life insurance industry recorded New Business Premium of 92,473.14 MB

MTL No. 1 First Year Premium

which was equivalent to 14,503.75 MB,
with market share at **22.05%**



MTL: -6.76% growth (YoY)
Industry: -1.94% growth (YoY)

➤ Life insurance industry recorded First Year Premium of 65,780.24 MB

MTL No. 2 Renewal Year Premium

which was equivalent to 37,524.19 MB,
with market share at **16.36%**



MTL: 27.18% growth (YoY)
Industry: 10.05% growth (YoY)

➤ Life insurance industry recorded Renewal Year Premium of 229,370.15 MB

MTL No. 2 Total Premium

which was equivalent to 57,800.20 MB,
with market share at **17.96%**



MTL: 11.13% growth (YoY)
Industry: 5.70% growth (YoY)

➤ Life insurance industry recorded Total Premium of 321,843.29 MB

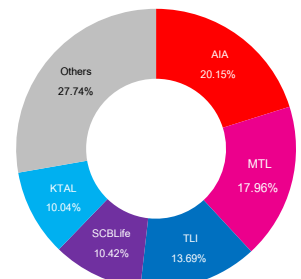
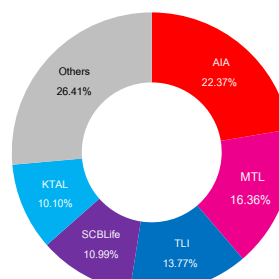
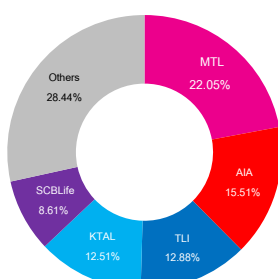
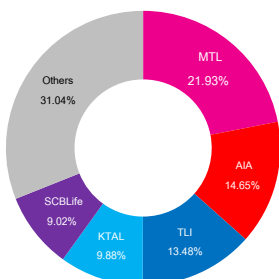
Market Share Summary:

New Business Premium

First Year Premium

Renewal Year Premium

Total Premium



Source: The Thai Life Assurance Association

Highlight Product

CLICK HERE

Happy Saving 20/8 Online



Short Term Payment Without long term obligation only 8 years



Worthwhile Benefit Throughout the contract Up to 153%*



Tax Deductible According to the regulation of revenue Department

*% of the initial sum insured

Muang Thai Happy Life Plus



Accident Medical Expense Up to 50,000 Bath* Per Each Accident



Worthwhile Benefit Receive maturity benefit 140%*



Life Coverage Receive Up to 165%*

*% of the initial sum insured

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.



MTL Happenings

MTL

Launches "Give Protection to your Beloved One" campaign to build on growth in second half of the year full steam ahead towards target Total Premium



16 August 2016 : Mr. Sara Lamsam, President and Chief Executive Officer of Muang Thai Life Assurance PCL said MTL has launched its "Give Protection to your Beloved One" campaign, encouraging customers to express their love to their significant others with 4 life insurance plans for financial planning and risk management as follows:

1) "Love Yourself" – insurance plans for a happy retirement allowing you to save with annuities such as Muang Thai 8560 G15 (Bannam Baab Lodyon Dai) and Muang Thai 8501 D60 (Bannam Baab Lodyon Dai) Both plans offer after-retirement annual benefits of 12% of sum insured on the contract formation date.

2) "Love Family" – share your love with a financial plan as a guarantee of security for your family as well as building a secure foundation for your children and grandchildren with long-term life insurance plans or whole life insurance plans such as the Muang Thai Special Coverage 1, Muang Thai Special Coverage 2, or Muang Thai Special Coverage 3, which offers the option to pay premiums for 7 years for 90 years of life coverage with cash bonuses throughout the entire term of contract.

3) "Love Children" – plan for your children's education to ensure that your children can afford to further their education to pursue their dreams with products like Muang Thai Super Saver 25/16, which offers long-term savings plan with annual cash bonuses and maturity benefit while also providing the insured with life coverage. Such plan guarantees that the uncertainty of the future does not threaten your child's education.

4) "Love Parent" – tell your parents how much you love and care for them, as well as show them gratitude with Muang Thai Wai Kao Kum Krong Tua Thai (for seniors) providing coverage for death caused by accident and illness, which is easy to apply for and does not require a health checkup.

Find MTL on



Investor Relations Team - Corporate Secretariat Department

Awards and Recognition

☆☆☆



Life Insurance Company with Outstanding Management

1st Place Award for 9 consecutive years (2006-2014)

Winner and Honor of the Prime Minister's Insurance Award for the year 2008 & 2011 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 2008-2016 from Superbrands Thailand



Trusted Brand Award Gold Category 2010-2013

From Reader's Digest Magazine