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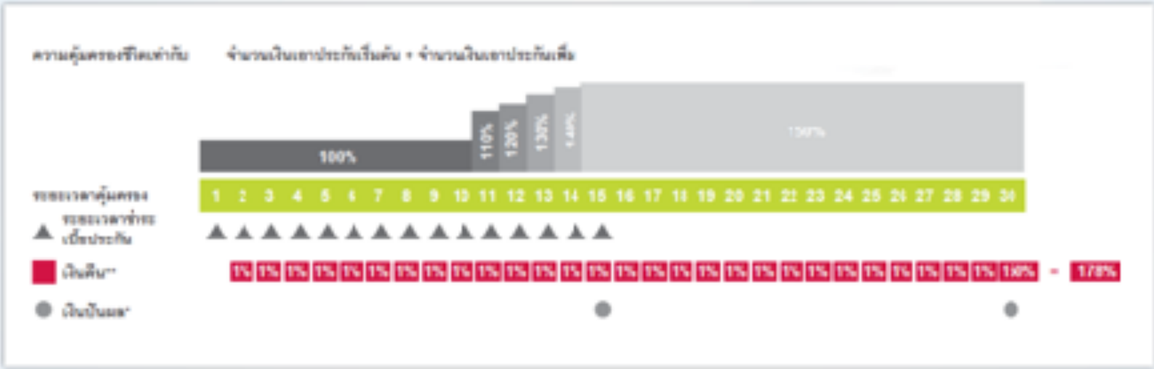
As our group picks two examples of Life Insurance from Life Insurance Companies in Thailand. Provide a comparison between the two products and discuss the features of the two products. After all your analysis of the pros and cons of each product, suggest which product you would buy and provide your rationale for choosing such product over the others.

Comparison

AIA 15Pay30 (Savings)	Thai Life Insurance Tanatavee 15/30 (Savings)
Payback 1% of the beginning sum insured every year, starting from year 2 to year 29. In total 28 times.	Payback 4% of sum insured every year, starting from the beginning of the insurance until year 30. In total 30 times.
Pay premium for 15 years and get protection for 30 years.	Pay premium for 15 years and get protection for 30 years.
Pay dividend at year 15 and 30.(if have)	Pay dividend at year 15 and 30.(if have)
Receive 150% of the beginning sum insured at the end of the contract.	Receive 110% of sum insured at the end of the contract.
Protection is increased by 10 percent every year from year 10 to year 15. The protection is 150 percent to the end of the contract. Beneficiary will get protection corresponding to the year of the insured death.	Beneficiary will receive 200% of the sum insured in case of death at fixed rate of protection from year 1 to 30.
Tax reduction maximum 100,000 THB.	No tax reduction benefit.
In case of saving the 1% annual payback with the company until maturity, you will get 2% annual deposit interest rate.	No offer.

AIA 15Pay30 (Savings)



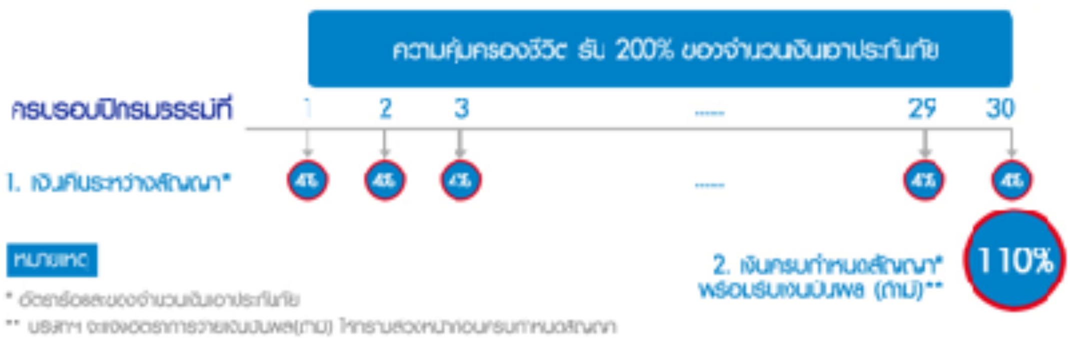
Pros

- Tax reduction at maximum of 100,000 THB
- If the insured is still alive until the end of the insurance contract, the maturity payment is 150% which is greater than Thai Life Tanatavee.
- There is an offer of annual deposit interest rate in case of saving annual payback with the company until maturity.

Cons

- The payment back from the insurance is 1 percent which is less than the other insurance; Thai Life Tanatavee, and the receiving period is just 28 years.
- Protection is an increasing rate and rises to the maximum rate in year 15. So, if the insured die before year 15, he/she will not receive the maximum amount of protection.

Thai Life Insurance Tanatavee 15/30 (Savings)



Pros

- The protection is fixed rate at 200 percent. Therefore, the insured will receive the full amount of protection anyway if he/she dies before the termination of the contract.
- Receive payback every year at 4 percent from the beginning of the insurance contract which is higher than AIA.

Cons

- No tax reduction
- Lower maturity payment
- No deposit interest rate

According to the comparison of the two life insurance, with the same period of premium payment of 15 years and protection of 30 years. We would like to choose “AIA 15Pay30” since it provides tax reduction which help lighten the load in tax payment together with having life insurance against economic loss of death risk. Furthermore, assuming that we purchase the insurance at the age of 35 to the age of 65 that we are relatively certain that we could be alive to the maturity. Therefore, we do not expect to receive the protection but we instead expect the big return of 150 percent; AIA offers the greater return than the other one, which will be received at the end of the contract. The offer of 200 percent protection from Thai Life Tanatavee is not attractive to us since there is low possibility to die during the contract. Also, AIA company has the first rank in holding more than 45% market share in Thailand because AIA has opened the company for 70 years and has more credibility than another one. Moreover, there are 83 hospitals that cooperate with AIA for example, Bangkok Hospital, Thonburi Hospital which is the large number comparing with another.