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ที่ BUI_A_1795/2565

May 12, 2022

Re: Management Discussion and Analysis (MD&A)
for the three-month period ended March 31, 2022

To : Director and Manager, The Stock Exchange of Thailand

Bangkok Union Insurance Public Company Limited (the "Company") would like to inform the Stock Exchange of Thailand, the operating results of the Company for the three-month period ended March 31, 2022, which has been audited by auditor as follows,

Unit : Million Baht

	2022	2021	Changes	%
Revenues from underwriting	258.30	228.64	29.66	12.97
Underwriting expenses	203.60	165.54	38.06	22.99
Profit from underwriting	54.70	63.10	(8.40)	(13.30)
Investment income, Rental income and Other income	8.14	3.18	4.96	155.71
Income from operation	62.84	66.28	(3.44)	(5.19)
Operating Expenses	17.75	13.42	4.33	32.28
Income before income tax expense	45.09	52.86	(7.77)	(14.70)
Income tax expense	8.99	10.52	(1.53)	(14.52)
Net profit (Separate Financial Statements)	36.10	42.34	(6.24)	(14.75)
Share of profit from investment in an associate	0.63	3.89	(3.26)	(83.80)
Net profit (in which the equity method is applied)	36.73	46.23	(9.50)	(20.56)

The Company had separate net profit for the three-month period ended March 31, 2022 amounting to 36.10 million baht, the profit decreased by 6.24 million baht or 14.75% compared to the same period of previous year, which had a net profit of 42.34 million baht. The reasons are as follows:

1. The company had an underwriting profit of 54.70 million baht, a decrease of 8.40 million baht or 13.30%, due to Revenues from underwriting grew 12.97 %, while underwriting expenses increased by 22.99 % as follows:

- Revenues from underwriting, including Premiums written, Premiums ceded, and Fee and commission income was 258.30 million baht, increased by 29.66 million baht or 12.97%.
- Underwriting expenses, including Insurance claims and loss adjustment, Commission and brokerages and other underwriting expenses totaled 203.60 million baht, an increase of 38.06 million baht or

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22.99%, the rate of underwriting expenses to Revenues from underwriting in the first Quarter of the year 2022 increased by 6.42% in comparison with the same period of previous year. Consists of other underwriting expenses in the first Quarter of the year 2022 at a rate of 27.19% while the same period of previous year has a rate of 25.26%. Commission and brokerages ratio 15.86% while the same period of previous year has a rate of 14.77%. Net Loss ratios were 38.00% while the same period of previous year with the rate of 34.19%.

2. The company had Investment income, Rental income and other income in the first Quarter of the year 2022 amount of 8.14 million baht, an increase in profit of 4.96 million baht or 155.71%.

3. Operating expenses of 17.75 million baht, an increase of 4.33 million baht or 32.28% from the same period of previous year, with the ratio of operating expenses per written premium in the first Quarter of the year 2022 higher than the same period of previous year by 0.50%.

4. The company had income tax in the first Quarter of the year 2022 amounted to 8.99 million baht, the income tax expense decreased from the same period of previous year by 1.53 million baht or 14.52%.

In summary, for the separate financial statements in the first Quarter of the year 2022, The Company had its underwriting income grew by 12.97 %, or 29.66 million baht, and the underwriting expenses increased too, with an increase of 22.99%, or 38.06 million baht. The profit from the core business of the company amounted to 54.70 million baht, decrease of 13.30%, when including investment income, rental income and other income, increase by 155.71%, and operating expenses increased by 32.28% also, resulting in the company had a net profit of the first Quarter of the year 2022 of 36.10 million baht, a decrease of profit of 6.24 million baht or 14.75 %. Earnings per share were 1.20 baht, while the same period of previous year were 1.41 baht per share.

In addition, the company had investments in associates in the first Quarter of the year 2022, recorded a share of the profit from that investments of 0.63 million baht, which had a decreased profit of 3.26 million baht from the same period of previous year or 83.80%. As a result, the company had a profit by equity method of 36.73 million baht, a decrease in profit of 9.50 million baht or 20.56%. Earnings per share were 1.22 baht, while the same period of previous year were 1.54 baht per share.

Please be informed accordingly.

Yours sincerely,

Miss Sujintana Champeesri

(Miss Sujintana Champeesri)

Director / Authorized Person to Disclose Information