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ที่ BUI\_A\_0787/2566

February 21, 2023

Re: Management Discussion and Analysis (MD&A)  
for the year ended December 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 year ended December 31, 2022, which has been audited by auditor as follows,

Unit : Million Baht

	2022	2021	Changes	%
Revenues from underwriting	1,116.25	909.68	206.57	22.71
Underwriting expenses	1,001.74	703.89	297.85	42.32
<b>Profit from underwriting</b>	<b>114.51</b>	<b>205.79</b>	<b>(91.28)</b>	<b>(44.36)</b>
Investment income, Rental income and Other income	43.34	37.00	6.34	17.14
<b>Income from operation</b>	<b>157.85</b>	<b>242.79</b>	<b>(84.94)</b>	<b>(34.98)</b>
Operating Expenses	87.86	101.94	(14.08)	(13.81)
<b>Income before income tax expense</b>	<b>69.99</b>	<b>140.85</b>	<b>(70.86)</b>	<b>(50.31)</b>
Income tax expense	12.54	52.02	(39.48)	(75.90)
<b>Net profit (Separate Financial Statements)</b>	<b>57.45</b>	<b>88.83</b>	<b>(31.38)</b>	<b>(35.32)</b>
Share of profit from investment in an associate	2.64	3.58	(0.94)	(26.39)
<b>Net profit (in which the equity method is applied)</b>	<b>60.09</b>	<b>92.41</b>	<b>(32.32)</b>	<b>(34.97)</b>

The Company had separate net profit for the year 2022 amounting to 57.45 million baht, the profit decreased by 31.38 million baht or 35.32% compared to the previous year, which had a net profit of 88.83 million baht. The reasons are as follows:

1. The company had an underwriting profit of 114.51 million baht, a decrease of 91.28 million baht or 44.36%, due to Revenues from underwriting growth 22.71% and underwriting expenses increased 42.32% as follows:

- Revenues from underwriting, including Premiums written, Premiums ceded, and Fee and commission income was 1,116.25 million baht, an increase of 206.57 million baht or 22.71%.

- Underwriting expenses, including Insurance claims and loss adjustment, Commission and brokerages and other underwriting expenses totaled 1,001.74 million baht, an increase of 297.85 million baht or 42.32%, the rate of underwriting expenses to Revenues from underwriting in 2022 increased 12.36% in

comparison with the previous year. Consists of Net Loss ratio were higher than the last year with a rate of 44.07% while the rate of 32.96% in the previous year, Commission and brokerages ratio 12.97% while the previous year has a rate of 12.66%, and Other underwriting expenses in 2021 at a rate of 22.24% while the last year has a rate of 22.0%.

2. The company had Investment income, Rental income and other income amount of 43.34 million baht, an increase in profit of 6.34 million baht or 17.14%, resulting from Investment income increased of 9.46 million baht or 62.62%, credit profit expected from accounting record in accordance with accounting standards introduced in 2020 in amount of 0.21 million baht. Rental income decreased 3.05 million baht or 14.65% as the company has a measure to help customers rent buildings by reducing rental fees from the coronavirus disease (COVID-19) situation.

3. Operating expenses of 87.86 million baht, a decrease of 14.08 million baht or 13.81% from the previous year, with the ratio of operating expenses per written premium in 2022 lower than last year by 2.64%.

4. The company had income tax in the year 2022 amounted to 12.54 million baht, the income tax expense decreased from the previous year by 39.48 million baht or 75.90%.

In summary, for the separate financial statements in the year 2022, the company has underwriting income growth from the previous year by 22.71 %, representing an increase of 206.57 million baht. underwriting expenses increased 42.32%, equivalent to a decrease of 297.85 million baht, profit from the core business of the company amounted to 114.51 million baht, a decrease of 44.36% when including investment income, rental income and other income, an increase of 17.14%, and operating expenses decreased by 13.81%, resulting in the company had a net profit of the year 2022 of 57.45 million baht, a decrease of profit of 31.38 million baht or 35.32 %. An Earnings per share was 1.92 baht, while the previous year earnings per share were 2.96 baht.

In addition, the company had investments in associates in the year 2022, recorded a share of the profit from that investments of 2.64 million baht, which had a decrease of 0.94 million baht from the last year or 26.39%. As a result, the company had a profit by equity method of 60.09 million baht, a decrease in profit of 32.32 million baht or 34.97%. An Earnings per share was 2.00 baht, while the previous year earnings per share were 3.08 baht.

Please be informed accordingly.

Yours sincerely,

Miss Sujintana Champeersi

(Miss Sujintana Champeersi)

Director / Authorized Person to Disclose Information