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ที่ BUI\_A\_1796/2566

May 9, 2023

Re: Management Discussion and Analysis (MD&A)  
for the three-month period ended March 31, 2023

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, 2023, which has been reviewed by auditor as follows,

	2023	2022	Changes	%
Revenues from underwriting	239.04	258.30	(19.26)	(7.46)
Underwriting expenses	168.78	203.60	(34.82)	(17.10)
<b>Profit from underwriting</b>	<b>70.26</b>	<b>54.70</b>	<b>15.56</b>	<b>28.44</b>
Investment income, Rental income and Other income	19.34	8.14	11.20	137.77
<b>Income from operation</b>	<b>89.60</b>	<b>62.84</b>	<b>26.76</b>	<b>42.59</b>
Operating Expenses	23.00	17.75	5.25	29.56
<b>Income before income tax expense</b>	<b>66.60</b>	<b>45.09</b>	<b>21.51</b>	<b>47.72</b>
Income tax expense	12.25	8.99	3.26	36.21
<b>Net profit (Separate Financial Statements)</b>	<b>54.35</b>	<b>36.10</b>	<b>18.25</b>	<b>50.59</b>
Share of profit (Loss) from investment in an associate	(1.75)	0.63	(2.38)	(377.65)
<b>Net profit (in which the equity method is applied)</b>	<b>52.60</b>	<b>36.73</b>	<b>15.87</b>	<b>43.23</b>

The Company had separate net profit for the three-month period ended March 31, 2023 amounting to 54.35 million baht, the profit increased by 18.25 million baht or 50.59% compared to the same period of previous year, which had a net profit of 36.10 million baht. The reasons are as follows:

1. The company had an underwriting profit of 70.26 million baht, an increase of 15.56 million baht or 28.44%, due to revenues from underwriting decreased by 7.46%, while underwriting expenses decreased by 17.10%, where underwriting expenses decreased more than the decrease in revenue from underwriting, resulting in increased in profit from underwriting insurance as follows:

- Revenues from underwriting, including Premiums written, Premiums ceded, and Fee and commission income was 239.04 million baht, decreased by 19.26 million baht or 7.46%.

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- Underwriting expenses, including Insurance claims and loss adjustment, Commission and brokerages and other underwriting expenses totaled 168.78 million baht, decrease of 34.82 million baht or 17.10%, the rate of underwriting expenses to Revenues from underwriting in the first Quarter of the year 2023 decreased by 8.22% in comparison with the same period of previous year. Consists of other underwriting expenses in the first Quarter of the year 2023 at a rate of 23.59% while the same period of previous year has a rate of 27.19%. Commission and brokerages ratio 13.24% while the same period of previous year has a rate of 15.86%. Net Loss ratios were 34.91% while the same period of previous year with the rate of 38.00%.

2. The company had Investment income, Rental income and other income in the first Quarter of the year 2023 amount of 19.34 million baht, an increase in profit of 11.20 million baht or 137.77%.

3. Operating expenses of 23.00 million baht, an increase of 5.25 million baht or 29.56% from the same period of previous year, with the ratio of operating expenses per written premium in the first Quarter of the year 2023 higher than the same period of previous year by 3.81%.

4. The company had income tax in the first Quarter of the year 2023 amounted to 12.25 million baht, the income tax expense increased from the same period of previous year by 3.26 million baht or 36.21%.

In summary, for the separate financial statements in the first Quarter of the year 2023, The Company had its underwriting income growth decreased by 7.46 %, or 239.04 million baht, and the underwriting expenses decreased too, with decrease of 17.10%, or 168.78 million baht. The profit from the core business of the company amounted to 70.26 million baht, increase of 28.44%, when including investment income, rental income and other income, increase by 137.77%, and operating expenses increased by 29.56% also, resulting in the company had a net profit of the first Quarter of the year 2023 of 54.35 million baht, an increase of profit of 18.25 million baht or 50.59 %. Earnings per share were 1.81 baht, while the same period of previous year were 1.20 baht per share.

In addition, the company had investments in associates in the first Quarter of the year 2023, recorded a share of the loss from that investments of 1.75 million baht, which had a decreased profit of 2.38 million baht from the same period of previous year or 377.65%. As a result, the company had a profit by equity method of 52.60 million baht, an increase in profit of 15.87 million baht or 43.23%. Earnings per share were 1.75 baht, while the same period of previous year were 1.22 baht per share.

Please be informed accordingly.

Yours sincerely,

Miss Sujintana Champeesri

(Miss Sujintana Champeesri)

Director / Authorized Person to Disclose Information