

No. SN.LK.66.08.0001

August 9, 2023

Subject: Management Discussion and Analysis Quarter 2 ended June 30, 2023

Attention: The President,  
The Stock Exchange of Thailand

Indara Insurance Public Company Limited would like to report the company's operating results and submit the auditor's quarterly reviewed report and financial statement for the three-months and six-months periods ended June 30, 2023 as follows:

Unit : million baht

	Three-month period			Six-month period		
	Q2/2023	Q2/2022	YoY %	30-Jun-23	30-Jun-22	YoY %
Gross premium written	1,166	819	42%	2,101	1,176	79%
Net premium written	313	294	6%	419	(884)	147%
Net premium earned	349	483	-28%	768	762	1%
Underwriting expenses - net	(167)	(296)	-44%	(316)	213	248%
Operating expenses	(162)	(224)	-28%	(330)	(268)	23%
Underwriting Profit(loss)	20	(37)	154%	122	707	-83%
Net investment income	9	12	-25%	12	15	-20%
Other income	1	-	100%	3	1	200%
Profit(loss) before income tax	30	(25)	220%	137	723	-81%
income tax (benefit)	(7)	133	-105%	(44)	(17)	159%
Profit for the period	23	108	-79%	93	706	-87%

### Operating results for the 2<sup>nd</sup> quarter of 2023

The Company has profit in the amount of Baht 23 million (earning per share Baht 2.3), compared to the same period of last year which had profit of Baht 108 million (earning per share Baht 10.8)

#### 1. Underwriting results

Insurance premiums continued to grow with 42% growth QoQ from renewal policies and new policies underwritten mainly from motor and property insurance. As a result, underwriting had profit in the amount of Baht 20 million, an increase of 154% compared to the same period of the previous year that had a loss in the amount of Baht 37 million due to IT expenses. and a decrease in the provision for bad debts

The Company still has a relatively high proportion of reinsurance to manage insurance risks but increased company's retention for Motor voluntary insurance. Although the company's underwriting expenses and overall acquisition costs increased but this was compensated by reinsurance commission.

#### 2. Income from investment

The Company had income from investment in the amount of Baht 9 million, a decrease of 25% compared to the same period of the previous year due to a decrease in investments in securities.

### Operating results for the six-months period

The Company had profit in the amount of Baht 93 million (earning per share Baht 9.3), compared to the same period of last year which had profit of Baht 706 million (earning per share Baht 70.6).

#### 1. Underwriting results

Gross written premiums of Baht 2,101 million, with a 79% growth, mostly from motor insurance and net written premiums of Baht 419 million, a 147% increased due to the Company accepted the transfer of unexpired portfolio from other insurance company last year. Excluding the transferred portfolios that the company manages the risk by reinsurance, the company had a decrease in net written premium from previous year by 18%. Moreover, in 2023 the company still maintained a relatively high proportion of reinsurance.

Underwriting results was profit of Baht 122 million, a decrease of 83% from previous year. Excluding reinsurance commissions income from the reinsurance of portfolio transferred from other insurance company, the Company had decreased in profit after operating expenses by 49% due to increase in the company's overall underwriting and acquisition costs following the growth in premium written.

#### 2. Income from investment

The Company had income from investment in the amount of Baht 12 million, a decrease of 20% compared to the same period of previous year. The company had realized loss from the sale of equities in the amount of Baht 7 million in order to mitigate the risk of stock market volatility.

### Statement of financial position as of 30 June 2023

Unit : million baht

	30 Jun 23	31 Dec 23	▲ %
<b>Assets</b>	9,389	10,466	-10%
Investment assets (included Cash)	3,109	4,311	-28%
Reinsurance assets	5,239	5,066	3%
Other assets	1,041	1,089	-4%
<b>Liabilities</b>	8,374	9,543	-12%
Insurance contract liabilities	6,193	6,497	-5%
Reinsurance payables	1,631	2,581	-37%
Other liabilities	550	465	18%
<b>Equity</b>	1,015	923	10%
Capital	100	100	0%
Share premium	138	138	0%
Difference arising from business combination under common control	50	50	0%
Retained earnings	721	629	15%
Other components of equity	6	6	0%

**Assets**

The company has total assets of Baht 9,389 million, a 10% decrease from the end of last year. This was due to a decrease in cash and investment assets of Baht 1,202 million from the settlement of reinsurance as per year end statements.

**Liabilities**

The company has total liabilities of Baht 8,374 million, a 12% decrease from the end of last year from the decrease in insurance contract liabilities. The unearned premium reserves that gradually earned over time in the amount of Baht 259 million and the reinsurance payable decreased in the amount of Baht 949 million from the payment in the first quarter of 2023.

Please be informed accordingly.

Yours Sincerely,

(Mr. Teeravuth Suthanaseriporn)

Managing Director