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ที่ BUI_A_0913/2567

February 21, 2024

Re: Management Discussion and Analysis (MD&A)
for the year ended December 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 year ended December 31, 2023, which has been audited by auditor as follows,

Unit : Million Baht

	2023	2022	Changes	%
Revenues from underwriting	975.99	1,116.25	(140.26)	(12.57)
Underwriting expenses	754.01	1,001.74	(247.73)	(24.73)
Profit from underwriting	221.98	114.51	107.47	93.85
Investment income, Rental income and Other income	62.87	43.34	19.54	45.08
Income from operation	284.85	157.85	127.01	80.46
Operating Expenses	113.50	87.86	25.65	29.19
Income before income tax expense	171.35	69.99	101.36	144.82
Income tax expense	31.21	12.54	18.68	149.01
Net profit (Separate Financial Statements)	140.14	57.45	82.68	143.91
Share of profit (loss) from investment in an associate	(1.47)	2.64	(4.11)	(155.73)
Net profit (in which the equity method is applied)	138.67	60.09	78.58	130.76

The Company had separate net profit for the year 2023 amounting to 140.14 million baht, the profit increased by 82.68 million baht or 143.91% compared to the previous year, which had a net profit of 57.45 million baht. The reasons are as follows:

1. The company had an underwriting profit of 221.98 million baht, an increase of 107.47 million baht or 93.85%, due to Revenues from underwriting not growth 12.57% and underwriting expenses decreased 24.73% as follows:

- Revenues from underwriting, including Premiums written, Premiums ceded, and Fee and commission income was 975.99 million baht, a decrease of 140.26 million baht or 12.57%.

- Underwriting expenses, including Insurance claims and loss adjustment, Commission and brokerages and other underwriting expenses totaled 754.01 million baht, a decrease of 247.73 million baht or



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24.73%, the rate of underwriting expenses to Revenues from underwriting in 2023 decreased 11.21% in comparison with the previous year. Consists of Net Loss ratio were lower than the last year with a rate of 35.91% while the rate of 44.07% in the previous year, Commission and brokerages ratio 12.12% while the previous year has a rate of 12.97%, and Other underwriting expenses in 2023 at a rate of 20.04% while the last year has a rate of 22.24%.

2. The company had Investment income, Rental income and other income amount of 62.87 million baht, an increase in profit of 19.54 million baht or 45.08%, resulting from Investment income increased of 4.51 million baht or 18.35% and Rental income increased 16.67 million baht or 93.91%.

3. Operating expenses of 113.50 million baht, an increase of 25.65 million baht or 29.19% from the previous year, with the ratio of operating expenses per written premium in 2023 higher than last year by 3.00%.

4. The company had income tax in the year 2023 amounted to 31.21 million baht, the income tax expense increased from the previous year by 18.68 million baht or 149.01%.

In summary, for the separate financial statements in the year 2023, the company has underwriting income not growth from the previous year by 12.57 %, representing a decrease of 140.26 million baht. underwriting expenses decreased 24.73%, equivalent to a decrease of 247.73 million baht, profit from the core business of the company amounted to 221.98 million baht, an increase of 93.85% when including investment income, rental income and other income, an increase of 45.08%, and operating expenses increased by 29.19%, resulting in the company had a net profit of the year 2023 of 140.14 million baht, an increase of profit of 82.68 million baht or 143.91 %. An Earnings per share was 4.25 baht, while the previous year earnings per share were 1.74 baht.

In addition, the company had investments in associates in the year 2023, recorded a share of the loss from that investments of 1.47 million baht, which profit had a decrease of 4.11 million baht from the last year or 155.73%. As a result, the company had a profit by equity method of 138.67 million baht, an increase in profit of 78.58 million baht or 130.76%. An Earnings per share was 4.20 baht, while the previous year earnings per share were 1.82 baht.

Please be informed accordingly.

Yours sincerely,

Miss Sujintana Champeersi

(Miss Sujintana Champeersi)

Director / Authorized Person to Disclose Information