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ที่ BUI_A_2018 /2567

May 15, 2024

Re: Management Discussion and Analysis (MD&A)
for the three-month period ended March 31, 2024

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, 2024, which has been reviewed by auditor as follows,

Unit : Million Baht

	2024	2023	Changes	%
Revenues from underwriting	248.55	239.04	9.51	3.98
Underwriting expenses	218.66	168.78	49.88	29.56
Profit from underwriting	29.89	70.26	(40.37)	(57.46)
Investment income, Rental income and Other income	12.28	19.34	(7.06)	(36.49)
Income from operation	42.17	89.60	(47.43)	(52.93)
Operating Expenses	24.99	23.00	1.99	8.68
Income before income tax expense	17.18	66.60	(49.42)	(74.20)
Income tax expense	2.39	12.25	(9.86)	(80.49)
Net profit (Separate Financial Statements)	14.79	54.35	(39.56)	(72.79)
Share of profit (Loss) from investment in an associate	(0.91)	(1.75)	0.84	(48.17)
Net profit (in which the equity method is applied)	13.88	52.60	(38.72)	(73.61)

The Company had separate net profit for the three-month period ended March 31, 2024 amounting to 14.79 million baht, the profit decreased by 39.56 million baht or 72.79% compared to the same period of previous year, which had a net profit of 54.35 million baht. The reasons are as follows:

1. The company had an underwriting profit of 29.89 million baht, a decrease of 40.37 million baht or 57.46%, due to revenues from underwriting increased by 3.98%, while underwriting expenses increased by 29.56%, where underwriting expenses increased more than the increase in revenue from underwriting, resulting in decreased in profit from underwriting insurance as follows:

- Revenues from underwriting, including Premiums written, Premiums ceded, and Fee and commission income was 248.55 million baht, increased by 9.51 million baht or 3.98%.



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- Underwriting expenses, including Insurance claims and loss adjustment, Commission and brokerages and other underwriting expenses totaled 218.66 million baht, increase of 49.88 million baht or 29.56%, the rate of underwriting expenses to Revenues from underwriting in the first Quarter of the year 2024 increased by 17.37% in comparison with the same period of previous year. Consists of other underwriting expenses in the first Quarter of the year 2024 at a rate of 25.63% while the same period of previous year has a rate of 23.59%, Commission and brokerages ratio 14.96% while the same period of previous year has a rate of 13.24%, and Net Loss ratios were 49.06% while the same period of previous year with the rate of 34.91%.

2. The company had Investment income, Rental income, and other income in the first Quarter of the year 2024 amount of 12.28 million baht, a decrease in profit of 7.06 million baht or 36.49%. Consisting of profits from building rentals of 8.77 million baht, an increase of 0.33 million baht or 3.89 %, income from investments and others amounted to 3.52 million baht, a decrease of 7.38 million baht or 67.74 %.

3. Operating expenses of 24.99 million baht, an increase of 1.99 million baht or 8.68% from the same period of previous year, with the ratio of operating expenses per written premium in the first Quarter of the year 2024 lower than the same period of previous year by 0.82%.

4. The company had income tax in the first Quarter of the year 2024 amounted to 2.39 million baht, the income tax expense decreased from the same period of previous year by 9.86 million baht or 80.49%.

In summary, for the separate financial statements in the first Quarter of the year 2024, the Company had underwriting income 248.55 million baht, an increased by 3.98 % from the same period of previous year, and the underwriting expenses increased too with 218.66 million baht or 29.56%. The profit from the core business of the company amounted to 29.89 million baht, a decrease of 57.46%, including investment income, rental income and other income, increase by 36.49%, and operating expenses increased by 8.68% also, resulting in the company had a net profit of the first Quarter of the year 2024 of 14.79 million baht, a decrease of profit of 39.56 million baht or 72.79 %. Earnings per share were 0.45 baht, the same period of previous year were 1.65 baht per share.

In addition, the company had investments in associates in the first Quarter of the year 2024, recorded a share of the loss from that investments of 0.91 million baht, which had a decreased loss of 0.84 million baht from the same period of previous year or 48.17%. As a result, the company had a profit by equity method of 13.88 million baht, a decrease in profit of 38.72 million baht or 73.61%. Earnings per share were 0.42 baht, the same period of previous year were 1.59 baht per share.

Please be informed accordingly.

Yours sincerely,

Miss Sujintana Champeesri

(Miss Sujintana Champeesri)

Director / Authorized Person to Disclose Information