

Ref. No. 066/2562

14 May 2019

SUBJECT : Management Discussion and Analysis ending 31 March 2019

ATTN : The President
Stock Exchange of Thailand

The Company realized profit for the first quarter ending 31 March 2019 amounting to Baht 15.74 million, a decrease of Baht 21.47 million or 57.7%, although net earned premium and fee and commission income increased by Baht 20.4 million or 4.6%, due to the following significant factors :

1. Net investment income, gain on investment and fair value gains totally amounted to Baht 22.53 million, a decreased of Baht 7.69 million or 25.5%, because the fluctuation of the price of stocks listed on stock exchange of Thailand.
2. Underwriting income decreased by Baht 16.53 million due to the following factors :
 - 1.1 Underwriting expenses increased by Baht 33.37 million or 9.1%, in line with the growth of net written premium that rose up by Baht 76.91 million or 17.9%, when the written premium increased, associated expense grew such as commission and brokerage expenses, net claims and other underwriting expenses rose by Baht 14.16 million, Baht 6.92 million and Baht 10.18 million respectively.
 - 1.2 Operating expenses increased by Baht 3.56 million or 5.1% due to doubtful accounts rose by Baht 4.46 million from Baht 2.36 million last year to Baht 6.82 million this year while other operating expenses totally decreased by Baht 0.90 million.

The Company will follow up and recommend the premium receivables to pay money so that the amount of doubtful account could decline.

Please be informed and kindly disseminate this information to the investors.

Yours sincerely,

(Mr. Somboon Fusriboon)
Managing Director