

Ref: FN.A.014/2020

12 May 2020

Subject: Management Discussion and Analysis Quarter 1 Ending 31 March 2020

To: President of the Stock Exchange of Thailand

The Navakij Insurance Public Company Limited (the "Company") would like to inform you the financial statements in which the equity method is applied for the period ended 31 March 2020 represented a net loss of Baht 131.28 million compared to the same period last year of Baht 9.21 million, an increase in net loss of Baht 122.07 million or 1,325.04 percent.

The Company would like to clarify the reasons of the above operating results as follows:

The Company's total income was Baht 489.96 million, a decrease of Baht 105.29 million or 17.69 percent comparing with the previous year of Baht 595.25 million, mainly due to:

1. Underwriting income was Baht 606.02 million, an increase of Baht 25.72 million or 4.43 percent as a result of increasing in earned premium from the whole lines of business unless miscellaneous insurance.
2. Investments and other income represented a loss of Baht 116.07 million, a decrease of Baht 131.01 million or 876.69 percent due to a loss of Baht 136.51 million from the fair value revision of trade investment.

The Company's total expenses was Baht 653.14 million compared to the same period last year of Baht 601.48 million, an increase of Baht 51.66 million or 8.59 percent, mainly due to:

1. Underwriting expenses before operating expenses was Baht 555.67 million, an increase of Baht 50.46 million or 9.99 percent caused by the increasing in claims and loss adjustment expenses of Baht 19.28 million, commission and brokerage expenses of Baht 30.95 million, and other underwriting expenses of Baht 0.23 million.
2. Operating expenses was Baht 97.47 million, an increase of Baht 1.20 million or 1.24 percent.

Please be informed accordingly.

Yours sincerely,



Mr. Pitiphong Bisalputra
Chief Executive Officer and President