

Ref: FN.A.002/2021

23 February 2021

Subject: Management Discussion and Analysis (MD&A), Year ending 31 December 2020

To: President of the Stock Exchange of Thailand

The Navakij Insurance Public Limited (the “Company”) would like to inform you the financial statement in which the equity method is applied for the year ended December 31, 2020. A net profit was THB 71.33 million, an increase of THB 41.68 million or 140.57 percent, compared to the same period last year which had a net profit of THB 29.65 million.

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

The company’s total income was THB 2,647.88 million, an increase of THB 75.39 million or 2.93 percent compared to the previous year of THB 2,572.49 million, mainly due to:

1. Underwriting income was THB 2,631.06 million, an increase of THB 239.25 million or 10 percent from the previous year, as a result of an increase in earned premiums of all class of business, except marine and transportation insurance.
2. Investment and other income was THB 16.82 million , a decrease of THB 163.86 million or 90.69 percent from the previous year, as a result of lower interest income and dividend income and a loss from investment.

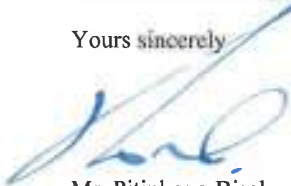
The company’s total expenses was THB 2,561.28 million compared with the same period of the previous year of THB 2,542.89 million, an increase of THB 18.39 million or 0.72 percent, mainly due to:

1. Underwriting expenses before operating expenses was THB 2,213.94 million, an increase of THB 33.02 million or 1.51 percent compared to previous year because of an increase in claims and loss adjustment expenses from motor insurance including an increase in commission and brokerage which were variable to direct premium.
2. Operating expenses was THB 347.34 million, a decrease of THB 14.63 million or 4.04 percent.

Income tax expenses was THB 15.27 million, an increase of THB 15.32 million compared to the same period last year which registered THB 0.45 million income tax.

Please be informed accordingly.

Yours sincerely



Mr. Pitiphong Bisalputra

Chief Executive Office and President

