

Ref: FN.A.019/2018

12 November 2018

Subject: Management Discussion and Analysis Quarter 3 Ending 30 September 2018

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 three-month period ended 30 September 2018 represented a net profit of Baht 28.13 million compared to the same period last year of Baht 38.85 million, a decrease of Baht 10.72 million or 27.59%.

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

The Company's total income was Baht 610.82 million, an increase of Baht 31.58 million or 5.45% comparing with the previous year of Baht 579.25 million, mainly due to:

1. Underwriting income was Baht 587.46 million, an increase of Baht 43.56 million or 8.01% resulted from increasing in earned premium and fee and commission income.
2. Investments and other income was Baht 23.36 million, a decrease of Baht 11.98 million or 33.91% as a result of reduction in interest, dividend income, profit on investments and other income.

The Company's total expenses was Baht 574.97 million compared with the same period last year of Baht 533.02 million, an increase of Baht 41.95 million or 7.87%, mainly due to:

1. Underwriting expenses before operating expenses was Baht 493.11 million, an increase of Baht 46.27 million or 10.36% due to increasing in claims and loss adjustment expenses for miscellaneous insurance.
2. Operating expenses was Baht 81.86 million, a decrease of Baht 4.32 million or 5.01%.

Please be informed accordingly.

Yours sincerely,



Mr. Pitiphong Bisalputra
Chief Executive Officer and President

