

Ref: FN.A.012/2017

9 May 2017

Subject: Management Discussion and Analysis Quarter 1 Ending 31 March 2017

To: President of the Stock Exchange of Thailand

The Navakij Insurance Public Company Limited (the "Company") would like to inform you the separate financial statements for the period ended 31 March 2017 represented a net profit of Baht 18.78 million, decreased by Baht 16.31 or 46.47% compared to the same period last year of Baht 35.09 million.

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

The Company's total income was Baht 609.12 million, a decrease of Baht 175.46 million or 22.36% comparing with the previous year of Baht 784.58 million, mainly due to:

1. Underwriting income was Baht 578.35 million, a decrease of Baht 138.93 million or 19.37% caused by the decline of earned premium for motor insurance.
2. Investments and other income was Baht 30.77 million, a decrease of Baht 36.53 million or 54.28% as a result of profit on investments decreased.

The Company's total expenses was Baht 586.96 million compared with the same period last year of Baht 747.42 million, a decrease of Baht 160.46 or 21.47%, mainly due to:

1. Underwriting expenses before operating expenses was Baht 511.30 million, a decrease of Baht 138.49 million or 21.31% caused by the reduction of claims and loss adjustment expenses.
2. Operating expenses was Baht 75.66 million, a decrease of Baht 21.97 million or 22.51%.

Please be informed accordingly.

Yours sincerely,

Mr. Pitiphong Bisalputra
Chief Executive Officer and President