

(Translation)

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11 May 2018

Subject: Management Discussion and Analysis Quarter 1 Ending 31 March 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 period ended 31 March 2018 represented a net profit of Baht 25.30 million compared to the same period last year of Baht 18.78 million, an increase of Baht 6.51 million or 34.67%.

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

The Company’s total income was Baht 562.86 million, a decrease of Baht 46.27 million or 7.59% comparing with the previous year of Baht 609.13 million, mainly due to:

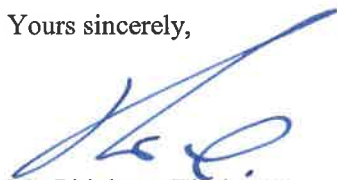
1. Underwriting income was Baht 538.02 million, a decrease of Baht 40.33 million or 6.97% caused by the decline of earned premium for fire, motor and miscellaneous insurance.
2. Investments and other income was Baht 24.84 million, a decrease of Baht 5.94 million or 19.29% as a result of interest, dividend income, profit on investments, other income and share of profit from investments in associate decreased.

The Company’s total expenses was Baht 527.70 million compared with the same period last year of Baht 586.96 million, a decrease of Baht 59.26 million or 10.10%, mainly due to:

1. Underwriting expenses before operating expenses was Baht 434.74 million, a decrease of Baht 76.56 million or 14.97% caused by the reduction of claims and loss adjustment expenses for fire and motor insurance.
2. Operating expenses was Baht 92.96 million, an increase of Baht 17.30 million or 22.86%.

Please be informed accordingly.

Yours sincerely,



Mr. Pitiphong Bisalputra
Chief Executive Officer and President

