

Ref: FN.A.030/2017

14 November 2017

Subject: Management Discussion and Analysis Quarter 3 Ending 30 September 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 30 September 2017 represented a net profit of Baht 41.10 million, increased by Baht 23.09 million or 128.21% compared to the same period last year represented the net profit of Baht 18.01 million.

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

The Company's total income was Baht 581.49 million, a decrease of Baht 144.06 million or 19.86% comparing with the previous year of Baht 725.55 million, mainly due to:

1. Underwriting income was Baht 543.90 million, a decrease of Baht 108.65 million or 16.65% as a result of the reduction of earned premium for motor insurance.
2. Investments and other income was Baht 37.59 million, a decrease of Baht 35.41 million or 48.50% caused by interest and dividend income and gains from the sale of securities were reduced.

The Company's total expenses was Baht 533.01 million compared with the same period last year of Baht 706.98 million, a decrease of Baht 173.97 or 24.61%, mainly due to:

1. Underwriting expenses before operating expenses was Baht 446.84 million, a decrease of Baht 164.03 million or 26.85% caused by the reduction of claim and loss adjustment expenses.
2. Operating expenses was Baht 86.17 million, a decrease of Baht 9.94 million or 10.34%.

Please be informed accordingly.

Yours sincerely,

Mr. Pitiphong Bisalputra  
Chief Executive Officer and President