

Ref: FN.A.029/2020

10 November 2020

Subject: Management Discussion and Analysis Quarter 3 Ending 30 September 2020

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 2020. A net profit was Baht 40.43 million, an increase of Baht 46.64 million or 750.86 percent, compared to the same period last year which represented a net loss of Baht 6.21 million.

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

The Company's total income was Baht 709.10 million, an increase of Baht 98.45 million or 16.12 percent compared to the previous year of Baht 610.65 million, mainly due to:

1. Underwriting income was Baht 693.99 million, an increase of Baht 91.35 million or 15.16 percent as a result of an increase of earned premium from the whole lines of business.
2. Investments and other income was Baht 15.11 million, an increase of Baht 7.10 million or 88.58 percent as a result of profit from recognition of fair value adjustments in trading securities.

The Company's total expenses was Baht 659.23 million, an increase of Baht 35.61 million or 5.71 percent, compared to the same period last year which represented Baht 623.62 million, mainly due to:

1. Underwriting expenses before operating expenses was Baht 584.98 million, an increase of Baht 46.48 million or 8.63 percent due to an increase of claim and adjustment expenses for motor insurance from 65.57 percent in quarter 3/2019 to 70.45 percent in quarter 3/2020.
2. Operating expenses was Baht 74.25 million, a decrease of Baht 10.87 million or 12.77 percent.

Income tax was Baht 9.44 million, an increase of Baht 16.20 million or 239.50 percent compared to the same period last year of Baht 6.76 million.

Please be informed accordingly.

Yours sincerely,


Mr. Pitiphong Bisalputra
Chief Executive Officer and President

