

DOHA
INSURANCE
GROUP

مجموعة الدوحة للتأمين
PIONEERING SPIRIT روح الريادة



مجموعة الدوحة للتأمين
DOHA INSURANCE GROUP

DIG – Q3 2022 Conference Call

Date: 31.10.2022

Time: 12:30 pm

Doha Insurance Group Profile



Incorporated in 1999 as a national Qatari Public Shareholding Company listed on the Qatar Exchange and licensed as general insurance company, with paid up capital of QAR 127 million.

The company commenced operations in 2000 and quickly established itself as one of the leading national insurance companies in Qatar. It offers all lines of general insurance including motor, property, liability, marine, aviation, medical and term life insurance.

The company's capital was increased throughout the years, reaching QAR 500 million.

The company has gained market share and increased in size, with current annual premiums as of year end 2021 reaching QAR 1.12 billion.

In 2015 the company embarked on a new venture by establishing Mena Re in Dubai, a subsidiary focused on underwriting reinsurance business for DIG from the MENA Region.

This new business model was further expanded by establishing Mena Re Life in Lebanon, which is focused on underwriting medical and life reinsurance business from the MENA region.

Board of Directors



Sheikh Nawaf Nasser Bin Khalid Al Thani
Chairman



Sheikh Hamad Bin Jassim Bin
Mohammad Al Thani/ Arabian
Construction and Engineering Company
Vice Chairman



Mr. Adel Ali Bin Ali Al Muslemani
Managing Director



Sheikh Jabor Bin Hamad Bin Jassim Al
Thani
Member



Sheikh Jassim Bin Mohammad Bin
Khalid Al Thani / Al Jassim Trading
Member



Major Gen. Dahlan Jamaan Basheer Al
Hamad / Ministry of Defence
Member



Mr. Victor Nazeem Reda Agha / Halul
Real Estate Investment Co.
Member



Mr. Hussam Abdul Salam Abu Essa
Member



Mr. Saud Omar Hamad Al Mana / AL
Mana Group
Member



Mr. Ahmad Yousef H A Kamal / Al
Sakhama Trading & Contracting
Member



Mr. Hassan Jassem Darwish Fakhroo
Member

Subsidiaries



GJ2

Doha Takaful

- Sharia Compliant Direct Insurance Provider
- Registered and operating in Qatar

Mena Re

- Reinsurance underwriter focused on Liability and PV lines of business.
- Registered in DIFC (Dubai) and underwriting business from across the MENA region.

Mena Re Life

- Reinsurance underwriter focused on medical and group life “lines of business”.
- Registered in Beirut, Lebanon and underwriting business from across the MENA region.

Barzan

- Software Development Company, developing software and IT solutions for the Group.
- Registered in Amman, Jordan.

Slide 4

GJ2

Ghaith Jardaneh, 8/10/2020

Highlights from DIG's 30-09-2022 Results

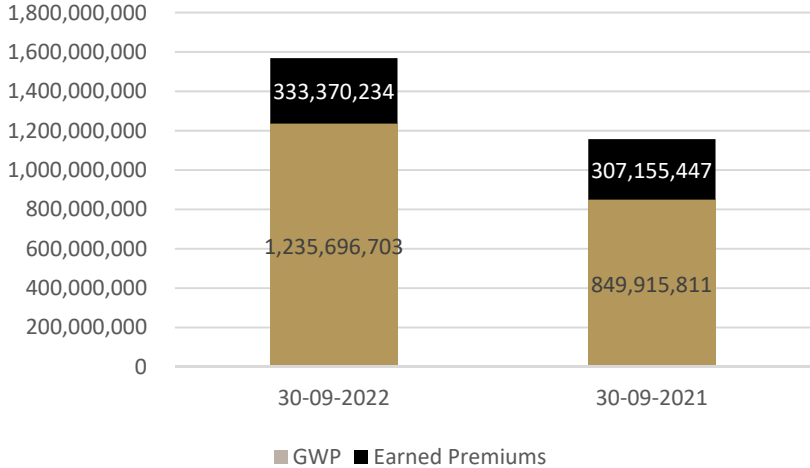


- **45% growth in gross premiums. The primary sources of growth were engineering, marine cargo and liability LOB.**
- **52% growth in underwriting results, propelled primarily by the growth in premiums and a reduced loss ratio.**
- **Loss ratio reached 50% in Q3 of 2022, compared to 63% in Q3 2021. This improvement is mainly attributed to the decrease in loss ratio incurred at Mena Re and Mena Re Life compared to the same period of 2021.**
- **36% reduction in investment income attributed mainly to unrealized losses from FVTPL categorized financial instruments.**
- **61% improvement in net income driven by the improved technical results, with their impact on the bottom line outweighing the impact of the reduced investment income.**

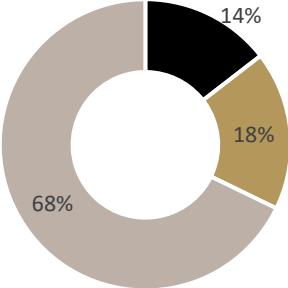
Gross Written Premiums and Net earned Premiums



GWP and Net Earned Premiums

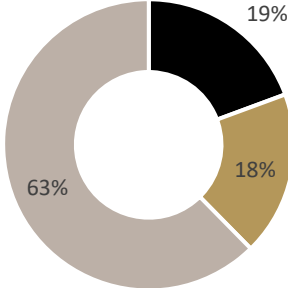


*GWP Segemnted by LOB
30-09-2022*



■ Motor ■ Marine and Aviation ■ Fire and General Accident

*GWP Segmented by LOB
30-09-2021*

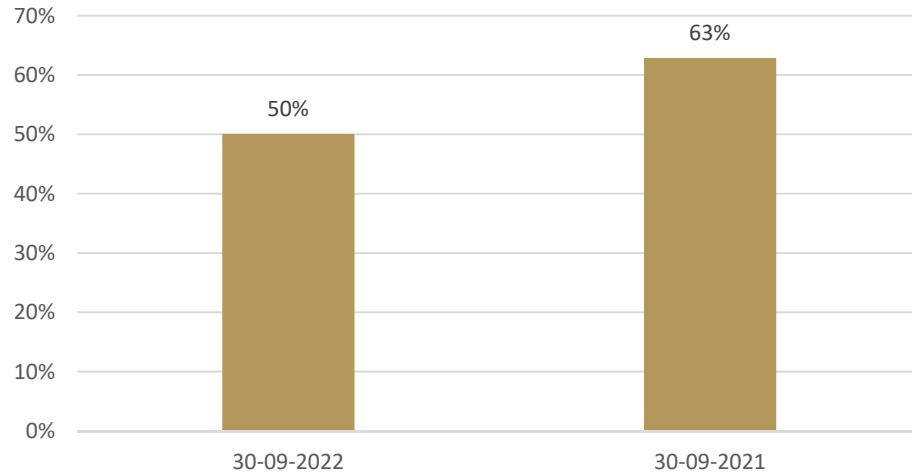


■ Motor ■ Marine and Aviation ■ Fire and General Accident

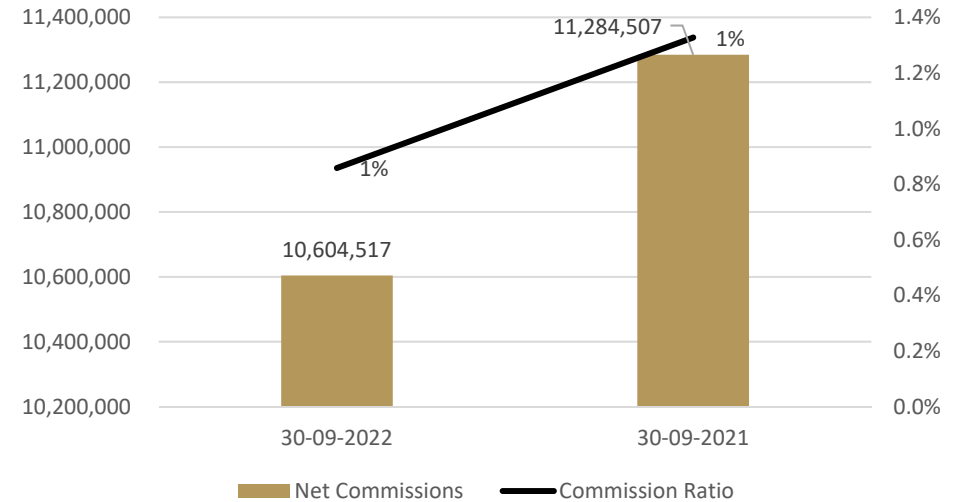
Insurance Operations' Performance



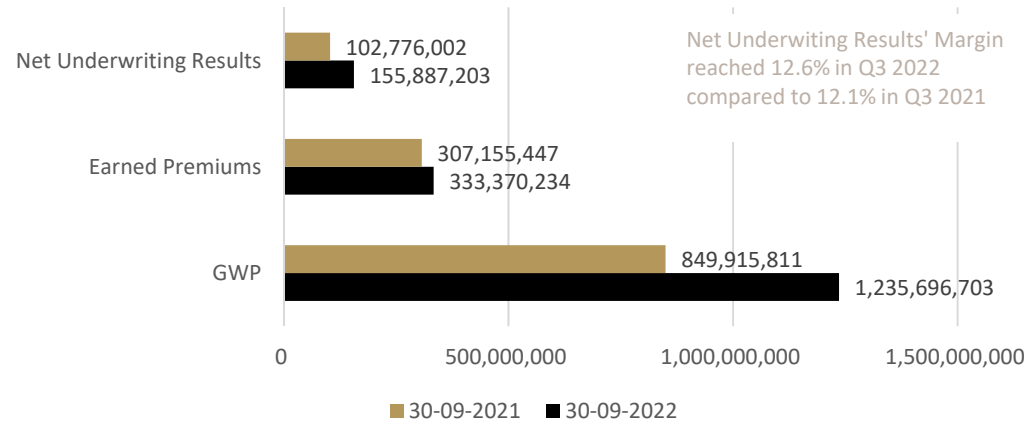
Loss Ratio



Net Commission Cost



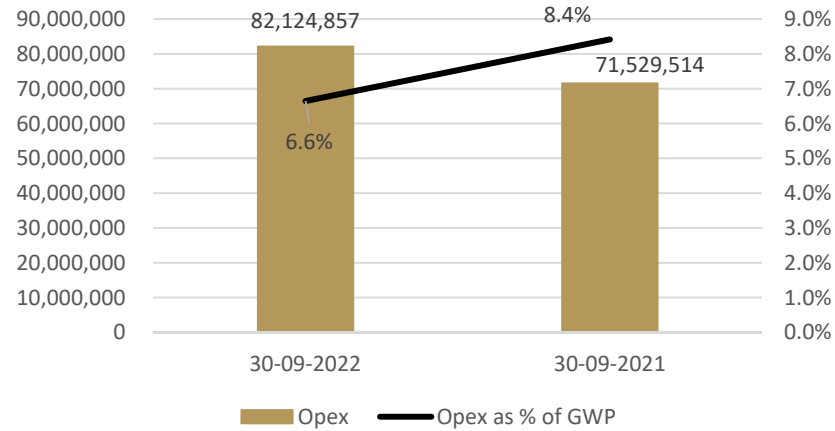
Net Underwriting Results



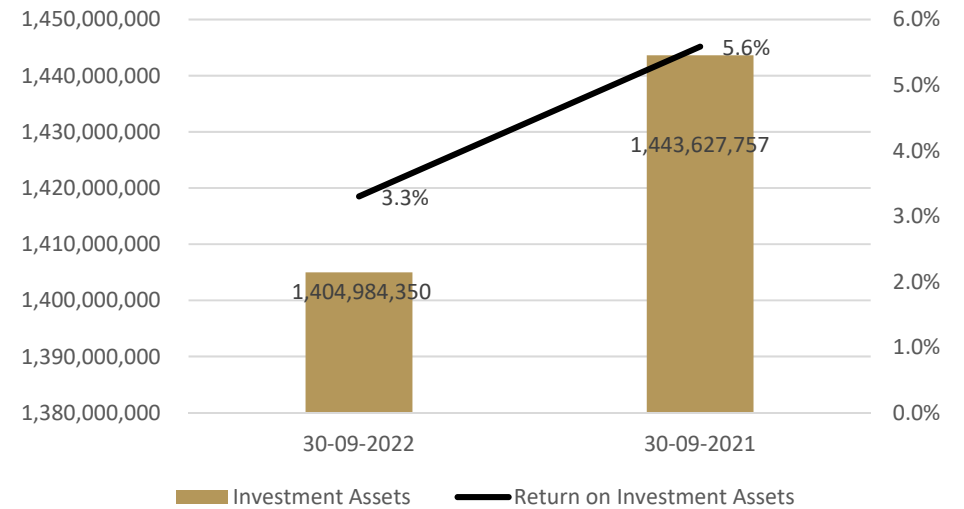
Investment Performance and Overall Profitability



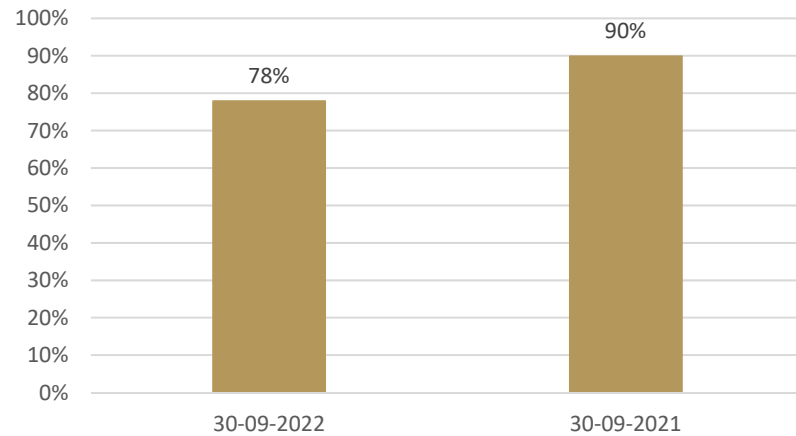
Q3 2022 Operating Expenses



Investment Assets and Investment Returns



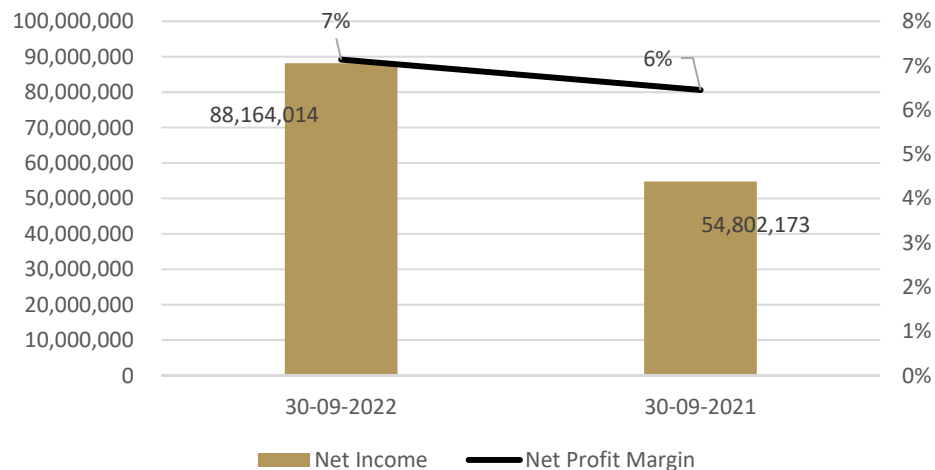
Combined Ratio



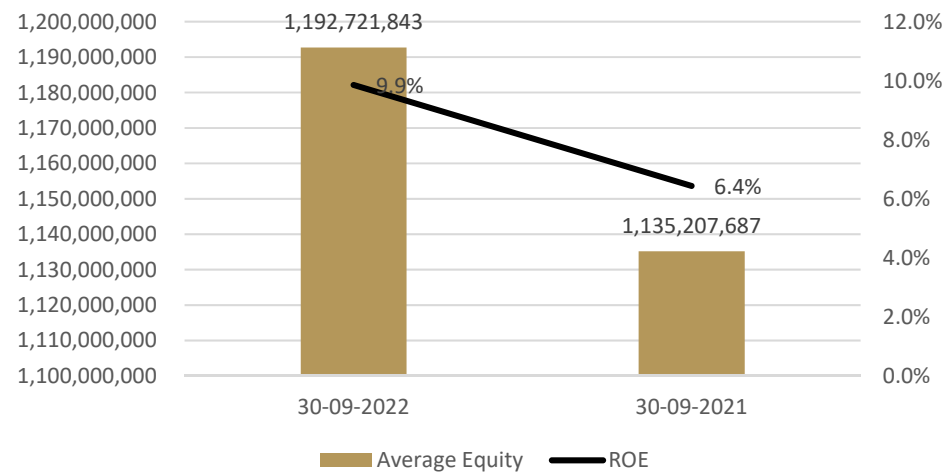
Investment Performance and Overall Profitability, Continued



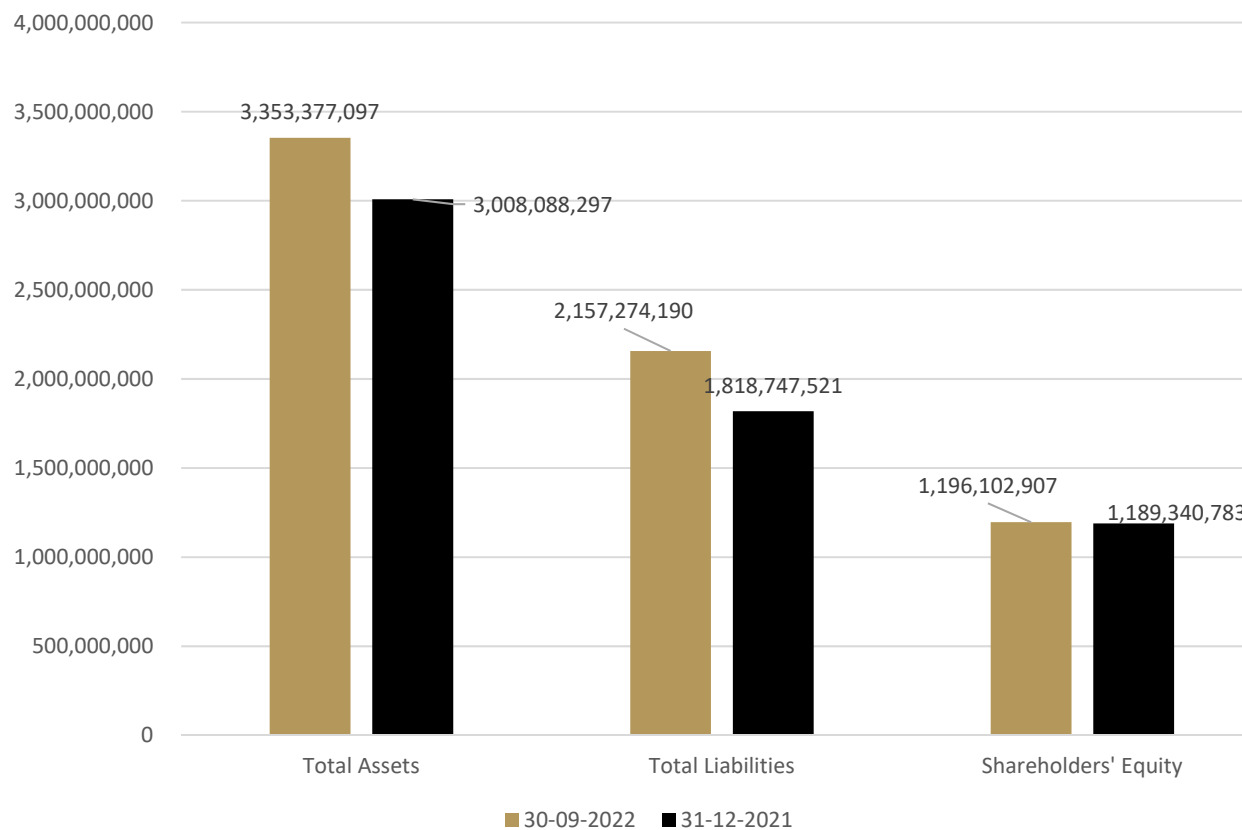
Net Income and Net Income Margin



Return on Equity



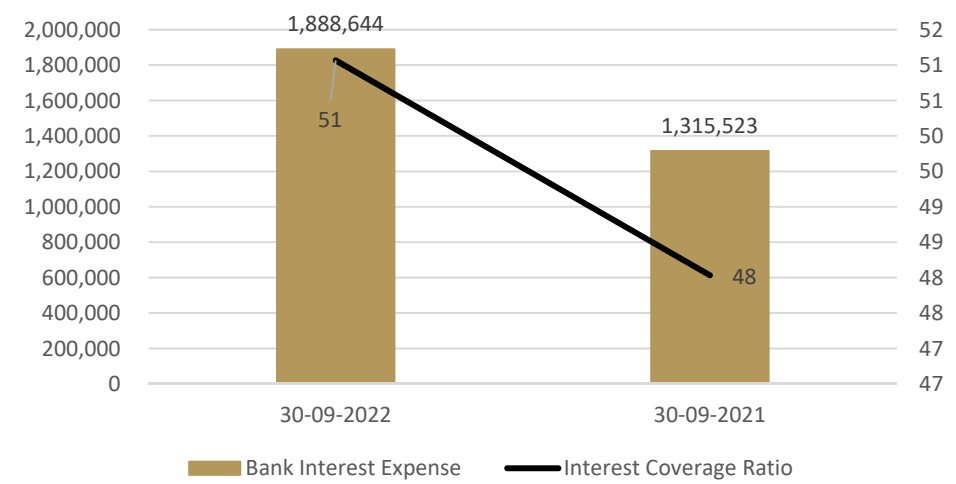
DIG's Balance Sheet as of 30-09-2022



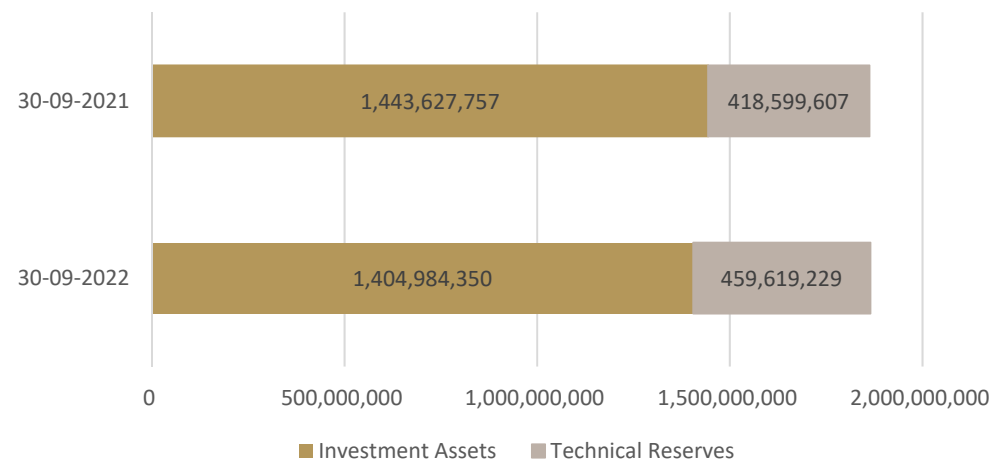


Solvency and Balance Sheet Strength

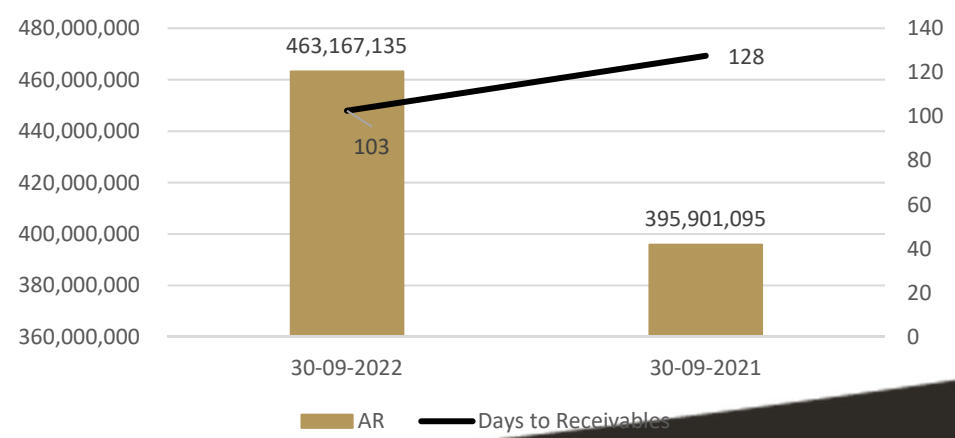
Interest Coverage Ratio



Investment to Net Insurance Provisions



Accounts Receivable and Days to Receivable Ratio



Solvency Ratio	
30-09-2022	30-09-2021
269%	265%



Thank You