

DOHA  
INSURANCE  
GROUP

مجموعة الدوحة للتأمين  
PIONEERING SPIRIT روح الريادة



مجموعة الدوحة للتأمين  
DOHA INSURANCE GROUP

## DIG – Q3 2020 Conference Call

Date: 02.11.2020

Time: 1:00 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 2019 reaching QAR 655 million.

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 Muslemeni  
Managing Director



Sheikh Jabor Bin Hamad Bin Jassim Al  
Thani  
Member



Sheikh Ali Bin Ghanim Al Thani / Ali Bin  
Ghanim Al Thani Group  
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 Fakhro  
Member

# Subsidiaries



## 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.

# Highlights from DIG's Interim 30-09-2020 Results

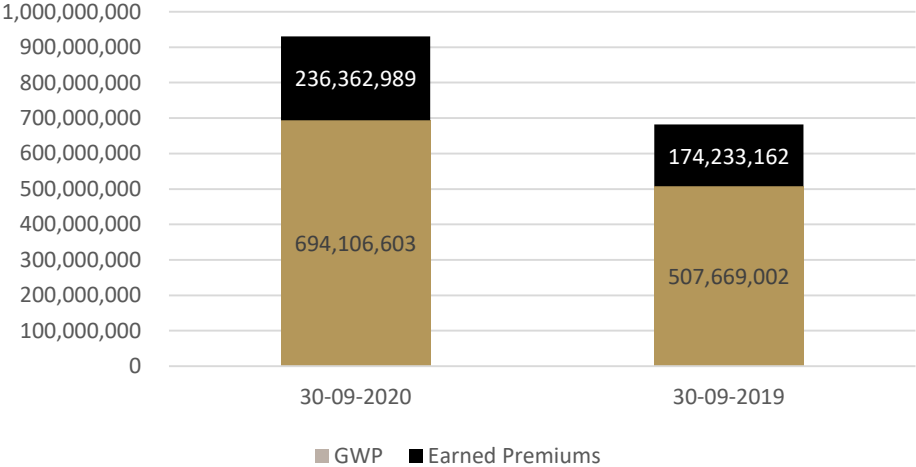


- **37% growth in gross premiums, with both Mena Re and Mena Re Life contributing to this growth. Furthermore, strong growth across many lines of business in the Qatari market, including motor, property, liability, energy and marine cargo.**
- **37% growth in underwriting results, despite booking over QAR 19.2 million in IBNR reserve in the first three quarters of 2020.**
- **29% decline in investment income, attributed to the decrease in interest rates, the decline in the value of the local capital market and the reduction in dividend disbursements in 2020.**
- **Loss ratio reached 58% in Q3 2020, equivalent to the loss ratio in the same period of 2019, despite booking a large IBNR reserve in 2020 relative to 2019.**
- **Mena Re Life fully operational and building a strong portfolio of group life and group medical coverage across the Middle East, with GWP increasing by 202% in the first nine months of 2020, compared to the same period of 2019.**
- **Mena Re's emphasis on liability business starts paying off. Strong growth in this line of business was the catalyst for a 181% increase in GWP at Mena Re in Q3 2020, while experiencing an improved loss ratio for the same period.**

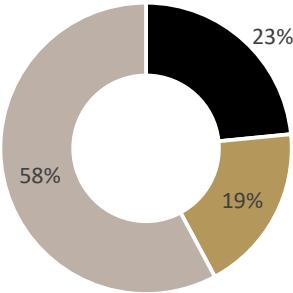
# Gross Written Premiums and Net earned Premiums



*GWP and Net Earned Premiums*

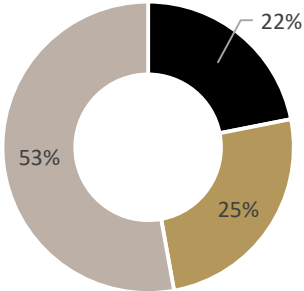


*GWP Segemnted by LOB  
30-09-2020*



■ Motor ■ Marine and Aviation ■ Fire and General Accident

*GWP Segmented by LOB  
30-09-2019*

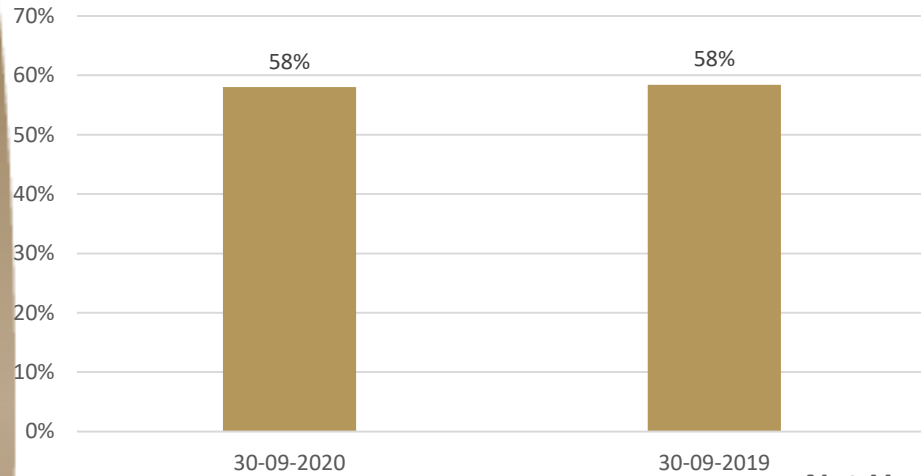


■ Motor ■ Marine and Aviation ■ Fire and General Accident

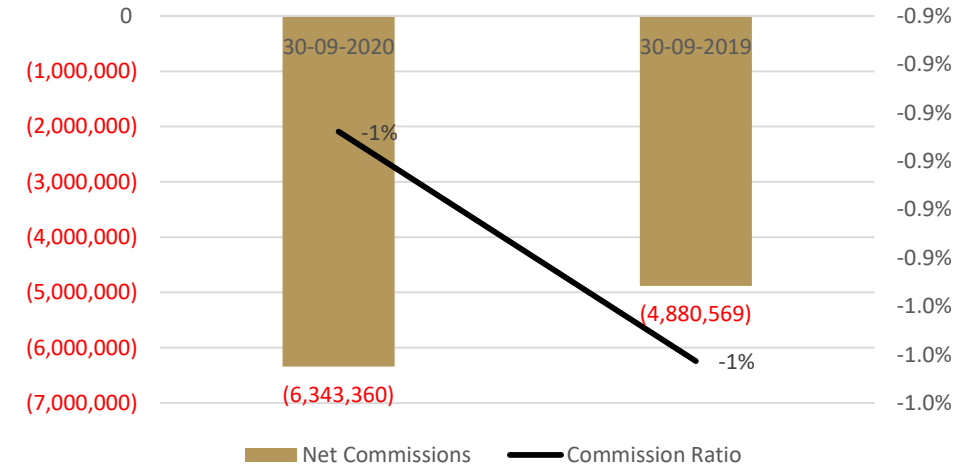
# Insurance Operations' Performance



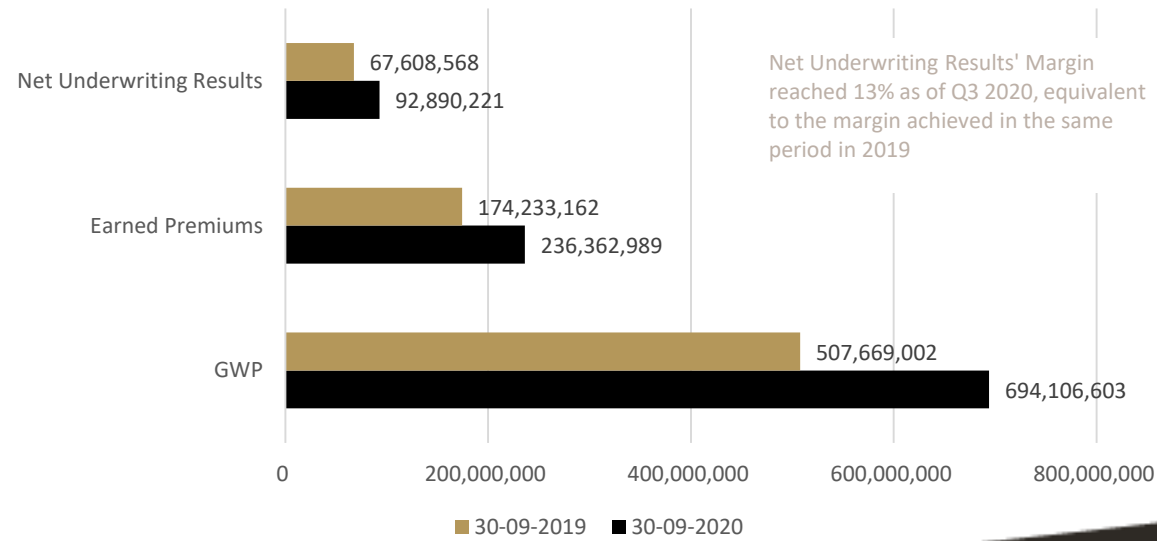
**Loss Ratio**



**Net Commission Cost**



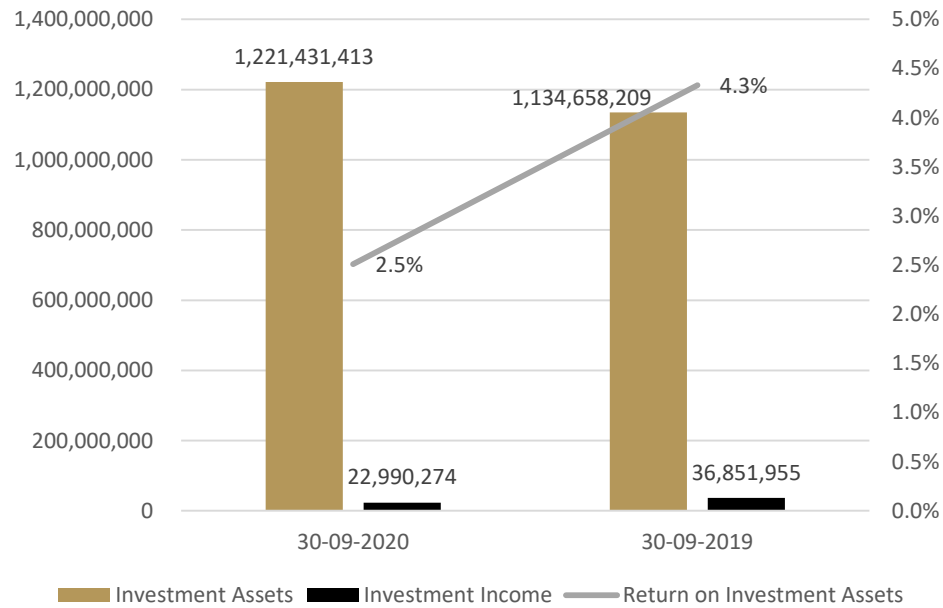
**Net Underwriting Results**



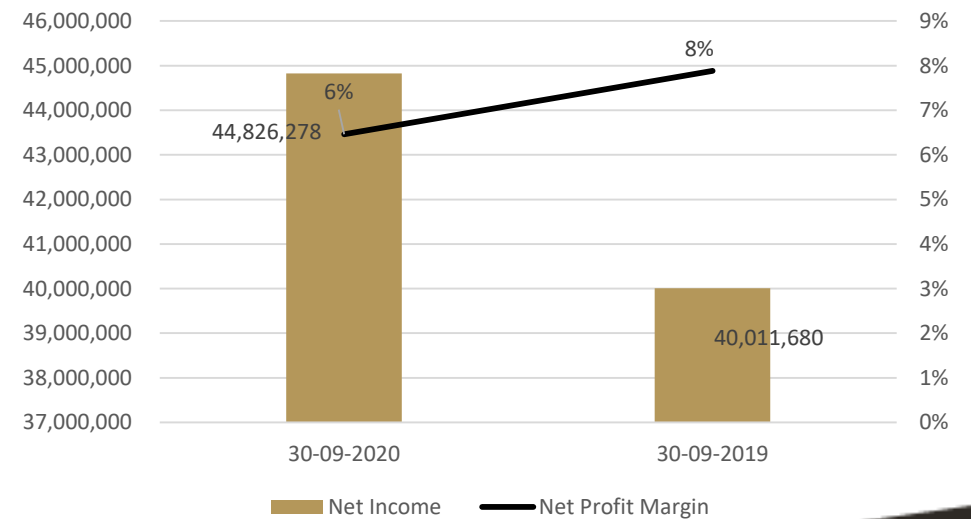
# Investment Performance and Overall Profitability



### Investment Performance



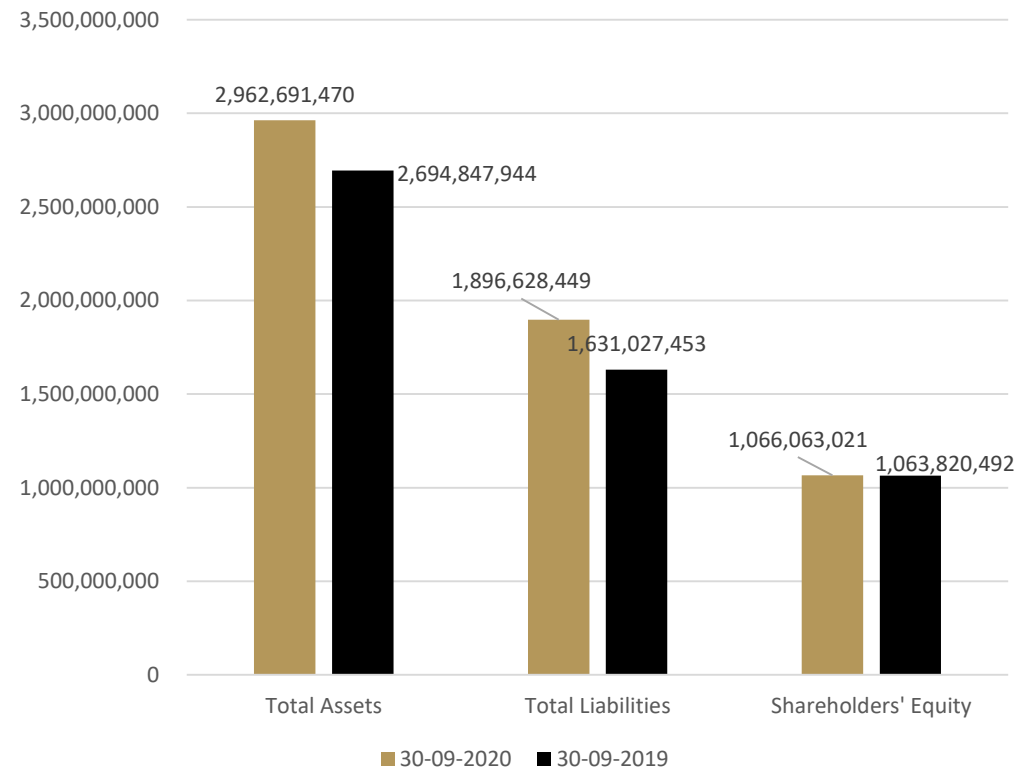
### Net Income and Net Income Margin







# DIG's Balance Sheet as of 30-09-2020



The drop in equity is attributed to the distribution of QAR 40 million in dividends during Q1 of 2020 and to the change in the fair value of financial securities classified as FVOCI

# DIG's Share



DIG's share price as of 28-10-2020 is QR 1.145

The share is trading at a P/E ratio of 9.5 times

The dividend of QR 0.08 results in a dividend yield of 7%



*Thank  
You*