FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT
FOR THE YEAR ENDED
DECEMBER 31, 2012

# FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

# For the year ended December 31, 2012

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# **Deloitte**

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QR. 99-8

# INDEPENDENT AUDITOR'S REPORT

The Shareholders Doha Insurance Company Q.S.C. Doha, Qatar

# Report on the financial statements

We have audited the accompanying financial statements of Doha Insurance Company Q.S.C. (the "Company"), which comprise of the statement of financial position as at December 31, 2012 and the statements of income, comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company management's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# INDEPENDENT AUDITOR'S REPORT (CONTINUED)

# **Opinion**

Doha - Qatar

January 30, 2013

In our opinion, the financial statements present fairly, in all material respects, the financial position of Doha Insurance Company Q.S.C. as of December 31, 2012, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

# Report on Legal and Regulatory Requirements

We are also of the opinion that proper books of account were maintained by the Company and the contents of the directors' report are in agreement with the Company's financial statements. We have obtained all the information and explanations which we considered necessary for the purpose of our audit. To the best of our knowledge and belief and according to the information given to us, no contraventions of the Commercial Companies Law No.5 of 2002 or the Company's Articles of Association were committed during the year which would materially affect the Company's activities or its financial position.

For Deloitte & Touche

1. Salla

Midhat Salha License No. 257

# STATEMENT OF INCOME

For the year ended December 31, 2012

	Notes	December 31, 2012 QR.	December 31, 2011 QR.
Gross premiums	5	468,862,103	419,357,813
Reinsurers' share of gross premiums	5	(362,657,137)	(323,742,070)
Net premiums	5	106,204,966	95,615,743
Change in unexpired risk reserve	5	(4,464,427)	(1,185,911)
Earned insurance premiums	5	101,740,539	94,429,832
Commissions received	5	31,204,649	23,155,680
Change in deferred commissions	5	(2,882,990)	(107,642)
Total underwriting revenues	5	130,062,198	117,477,870
Claims paid	5	(377,122,183)	(430,927,181)
Reinsurers' share of claims	5	332,845,137	396,127,230
Change in outstanding claims reserve	5	(7,018,345)	264,197
Commissions paid	5	(5,413,430)	(4,850,451)
NET UNDERWRITING RESULTS		73,353,377	78,091,665
Dividend income		9,502,771	9,075,817
Interest income		3,456,646	3,338,160
Rental income from investment properties		5,767,916	5,907,191
Net gain on sale of financial investments	6	10,231,220	5,476,257
Profit distribution from unquoted funds and shares	·	4,275,000	5,718,235
Share of profit of an associate	12	300,076	896,856
Other income		161,856	1,801,044
INVESTMENT AND OTHER INCOME	-	33,695,485	32,213,560
Salaries and other staff costs		(35,159,844)	(30,764,824)
General and administrative expenses	7	(11,602,552)	(11,901,190)
Impairment of financial investments	9		(334,751)
Depreciation of investment properties	13	(1,376,035)	(1,375,890)
Depreciation of property and equipment	14	(1,139,444)	(739,400)
TOTAL EXPENSES	_	(49,277,875)	(45,116,055)
PROFIT FOR THE YEAR BEFORE ALLOCATION TO TAKAFUL BRANCH			
POLICYHOLDERS		57,770,987	65,189,170
Net deficit attributable to Takaful branch policyholders	_	2,514,948	656,309
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	_	60,285,935	65,845,479
Basic/diluted earnings per share	22 _	2.58	2.81

# STATEMENT OF COMPREHENSIVE INCOME

For the year ended December 31, 2012

	December 31, 2012	December 31, 2011
	QR.	QR.
Profit attributable to shareholders	60,285,935	65,845,479
Other comprehensive income		
Net movement in fair value of available for sale investments	(23,571,071)	(1,868,955)
Exchange differences on translating foreign operations	50,670	(109,792)
Other comprehensive income for the year	(23,520,401)	(1,978,747)
Total comprehensive income for the year	36,765,534	63,866,732

# STATEMENT OF FINANCIAL POSITION

As at December 31, 2012

	Notes	December 31, 2012	December 31, 2011
		QR.	QR.
ASSETS			
Cash and bank balances	8	171,432,206	168,014,872
Financial investments	9	292,864,883	256,017,134
Reinsurance contract assets	10	708,298,517	667,398,559
Insurance and other receivables	11	100,395,115	119,199,029
Investment in an associate	12	5,087,600	4,736,854
Investment properties	13	26,569,373	27,935,438
Property and equipment	14	73,349,245	67,451,868
TOTAL ASSETS		1,377,996,939	1,310,753,754
EQUITY AND LIABILITIES  Equity			
Share capital	15	234,000,000	180,000,000
Legal reserve	16	102,434,522	96,405,928
Cumulative changes in fair value	10	35,585,551	59,156,622
Foreign currency translation reserve		(52,043)	(102,713)
Retained earnings		62,761,396	56,811,203
Proposed cash dividends	18	23,400,000	-
Proposed bonus shares	18	23,400,000	54,000,000
Total equity		481,529,426	446,271,040
Liabilities			
Insurance contract liabilities	10	821,491,203	766,225,483
Provisions, insurance and other payables	19	65,301,229	90,117,442
Employees' end of service benefits	20	9,675,081	8,139,789
Total liabilities		896,467,513	864,482,714
TOTAL EQUITY AND LIABILITIES		1,377,996,939	1,310,753,754

Sheikh Nawaf Bin Nasser Bin Khaled Al Thani Chairman Mr. Bassam Hussein Chief Executive Officer

# STATEMENT OF CHANGES IN EQUITY

For the year ended December 31, 2012

Total QR.	446,271,040 36,765,534 (1,507,148)   481,529,426	Total QR.	429,050,445 63,866,732 (1,646,137)  (45,000,000) 446,271,040
Retained earnings QR.	56,811,203 60,285,935 (1,507,148) (6,028,594)  (23,400,000) (23,400,000) 62,761,396	Retained earnings QR.	46,611,861 65,845,479 (1,646,137) (54,000,000)
Proposed bonus shares QR.	54,000,000 - - (54,000,000) - 23,400,000 23,400,000	Proposed bonus shares QR.	54,000,000
Proposed cash dividends QR.	23,400,000	Proposed cash dividends QR.	45,000,000
Foreign currency translation reserve QR.	(102,713) 50,670 	Foreign currency translation reserve QR.	7,079 (109,792)
Cumulative changes in fair value QR.	59,156,622 (23,571,071)   35,585,551	Cumulative changes in fair value QR.	61,025,577 (1,868,955)  59,156,622
Legal reserve QR.	96,405,928 - 6,028,594 - - - - - - - - - - - - -	Legal reserve QR.	96,405,928
Share capital QR.	180,000,000 - - 54,000,000 - - 234,000,000	Share capital QR.	180,000,000
	Balance at January 1, 2012  Total comprehensive income for the year Social and sports fund contribution Transfer to legal reserve Bonus shares issued (note 18) Proposed cash dividends Proposed issued of bonus shares Balance at December 31, 2012		Balance at January 1, 2011  Total comprehensive income for the year Social and sports fund contribution Proposed issue of bonus shares (note 18) Dividends paid  Balance at December 31, 2011

# STATEMENT OF CASH FLOWS

For the year ended December 31, 2012

Note	December 31, 2012	December 31, 2011
	QR.	QR.
OPERATING ACTIVITIES Profit attributable to shareholders	60,285,935	65,845,479
Adjustments for:  Depreciation of property and equipment	1,139,444	739,400
Depreciation of investment properties	1,376,035	1,375,890
Provision for employees' end of service benefits	2,295,789	2,645,741
Impairment of financial investments		334,751
Reinsurers' share of unearned premium	(17,787,101)	(14,920,629)
Movement in unearned premium	22,251,526	16,106,540
Net gain from sale of financial investments	(10,231,220)	(5,476,257)
Dividend income	(9,502,771)	(9,075,817)
Interest income	(3,456,646)	(3,338,160)
Profit distribution from unquoted funds and shares	(4,275,000)	(5,718,235)
Share of profit of an associate	(300,076)	(896,856)
Gain on disposal of property and equipment	_	(28,700)
Operating profit before changes in operating assets and liabilities	41,795,915	47,593,147
Decrease/(increase) in insurance and other receivables	18,803,914	(12,018,759)
Increase/( decrease) in insurance reserves	9,901,335	(156,555)
(Decrease)/increase in provisions, insurance and other payables	(23,462,528)	8,311,236
Cash generated from operations	47,038,636	43,729,069
Employees' end of service benefits paid	(760,497)	
Net cash generated from operating activities	46,278,139	43,729,069
INITIOCETING A CENTURES		
INVESTING ACTIVITIES	(89,466,411)	(41,707,422)
Purchase of financial investments	39,278,813	43,441,085
Proceeds from disposal of financial investments Dividend received	9,502,771	9,075,817
Interest received	3,456,646	3,427,576
Profit distribution from unquoted investment funds	4,275,000	5,718,235
Purchase of investment properties	(9,970)	(4,690)
Purchase of property and equipment	(7,036,821)	(10,356,772)
Proceeds from sale of property and equipment	(/,000,021)	28,700
Net cash (used in)/ generated from investing activities	(39,999,972)	9,622,529
FINANCING ACTIVITY	(1.646.127)	(1.516.750)
Payment of social and sports activities contribution	(1,646,137)	(1,516,759)
Dividends paid	(1,214,696)	(46,295,148)
Net cash used in financing activities	(2,860,833)	(47,811,907)
INCREASE IN CASH AND CASH EQUIVALENTS	3,417,334	5,539,691
Cash and cash equivalents at the beginning of the year	168,014,872	162,475,181
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR 8	171,432,206	168,014,872

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# **ACTIVITIES**

Doha Insurance Company Q.S.C. (the "Company") is a Qatari shareholding company registered and incorporated in the State of Qatar under Emiri Decree No. 30 issued on 2 October 1999, listed on Qatar Exchange, and is engaged in the business of insurance and re-insurance in Qatar.

During the year 2006, the Company established an Islamic Takaful branch under the brand name Doha Takaful (the "Branch") to carry out insurance and re-insurance activities in accordance with Islamic Sharia principles on a non-usury basis in all areas of insurance.

The financial statements for the year ended December 31, 2012 include the results of the Company and the Branch. The financial statements were authorised for issue in accordance with a resolution of the directors on January 30, 2013.

# ADOPTION OF NEW AND REVISED STANDARDS

# 2.1 Standards and Interpretations effective in the current period

At the date of authorisation of these financial statements, the following standards and interpretations were effective:

# 2.1 Amendments to IFRSs affecting amounts reported in the financial statements

The following amendments to IFRSs were effective in the current year and have been applied in the preparation of these financial statements:

## **Revised Standards** (i)

First time adoption of International Financial Reporting Standards • IFRS 1 (Revised) - Replacement of 'fixed dates' for certain exceptions with 'the date

of transition to IFRSs' - Additional exemption for entities ceasing to suffer from severe

hyperinflation

Financial Instruments Disclosures - Amendments enhancing IFRS 7 (Revised)

disclosures about transfers of financial assets

Income Taxes - Limited scope amendment (recovery of underlying IAS 12 (Revised) assets)

The adoption of these revised standards had no significant effect on the financial statements of the Company for the year ended December 31, 2012, other than certain presentation and disclosure changes.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 2. ADOPTION OF NEW AND REVISED STANDARDS (CONTINUED)

# 2.2 New and revised IFRSs in issue but not yet effective

The Company has not applied the following new and revised IFRSs that have been issued but are not yet effective:

# (i) Revised Standards:

Effective for annual periods beginning on or after July 1, 2012 (Early adoption allowed)

• IAS 1 (Revised) Presentation of Financial Statements - Amendments to revise the

way other comprehensive income is presented

Effective for annual periods beginning on or after January 1, 2013

• IFRS 7 (Revised) Financial Instruments Disclosures - Amendments enhancing

disclosures about offsetting of financial assets and financial

liabilities

• IAS 19 (Revised) Employee Benefits - Amended Standard resulting from the Post-

Employment Benefits and Termination Benefits projects

• IAS 27 (Revised)\* Consolidated and Separate Financial Statements (Early adoption

allowed) - Reissued as IAS 27 Separate Financial Statements

• IAS 28 (Revised)\* Investments in Associates (Early adoption allowed) -Reissued as

IAS 28 Investments in Associates and Joint Ventures

Effective for annual periods beginning on or after January 1, 2015

• IFRS 7 (Revised) Financial Instruments Disclosures - Amendments requiring

disclosures about the initial application of IFRS 9

# (ii) New Standards:

Effective for annual periods beginning on or after January 1, 2013 (Early adoption allowed)

• IFRS 10\* Consolidated Financial Statements

• IFRS 11\* Joint Arrangements

• IFRS 12\* Disclosure of Interests in Other Entities

• IFRS 13 Fair Value Measurement

Effective for annual periods beginning on or after January 1, 2015 (Early adoption allowed)

• IFRS 9 Financial Instruments

- Classification and measurement of financial assets

- Accounting for financial liabilities and de-recognition

# (iii) New Interpretation:

Effective for annual periods beginning on or after January 1, 2013

• IFRIC 20 Stripping Costs in the Production Phase of a Surface Mine

\* In May 2011, a package of five Standards on consolidation, joint arrangements, associates and disclosures was issued, including IFRS 10, IFRS 11, IFRS 12, IAS 27 (as revised in 2011) and IAS 28 (as revised in 2011). These five standards are effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted provided that all of these five standards are applied early at the same time.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 2. ADOPTION OF NEW AND REVISED STANDARDS (CONTINUED)

Management anticipates that the adoption of these Standards and Interpretations in future periods will have no material financial impact on the financial statements of the Company in the period of initial application, other than certain presentation and disclosure changes.

# 3. SIGNIFICANT ACCOUNTING POLICIES

Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).

Basis of preparation

The financial statements have been presented in Qatar Riyals which is the functional currency of the Company.

The financial statements are prepared under the historical cost convention modified to include the measurement at fair value of certain available for sale and held for trading investments.

Premiums earned

Gross premiums comprise the total premiums receivable for the whole period of cover provided by insurance contracts entered into during the accounting period. They are recognised on the date on which the policy commences and effective. Premiums are taken into income over the terms of the policies to which they relate. Unearned premiums represent the portion of net premiums written relating to the unexpired period of coverage calculated at 40% of the net premium for all insurance classes except for marine cargo insurance which is calculated at 25%.

Commissions earned and paid

Commissions received and paid are taken into income over the terms of the policies to which they relate similar to premiums.

**Deferred commissions** 

Those direct and indirect costs incurred during the financial period arising from the writing or renewing of insurance contracts are deferred to the extent that these costs are recoverable out of future premiums. Subsequent to initial recognition, these costs are amortised over the terms of the policies to which they relate similar to premiums. Amortisation is recorded in the statement of income.

# Claims

Claims consist of amounts payable to contract holders and third parties and related loss adjustment expenses, net of salvage and other recoveries and are charged to income as incurred.

Gross outstanding claims comprise the gross estimated cost of claims incurred but not settled at the end of the reporting period, whether reported or not. Provisions for reported claims not paid as at the end of the reporting period are made on the basis of individual case estimates. In addition, a provision based on the Company's prior experience is maintained for the cost of settling claims incurred but not reported at the end of the reporting period. Any difference between the provisions at the end of the reporting period and settlements and provisions in the following year is included in the underwriting account for that year.

The Company does not discount its liability for unpaid claims as substantially all claims are expected to be paid within 12 months of the end of the reporting period.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Liabilities adequacy test

At the end of each reporting period, the Company assesses whether its recognized insurance liabilities are adequate using current estimates of future cash flows under its insurance contracts. If that assessment shows that the carrying amount of its insurance liabilities is inadequate in the light of estimated future claims flows, the entire deficiency is immediately recognized in the statement of income.

## Reinsurance

The Company cedes insurance risk in the normal course of business for all of its businesses. Reinsurance contract assets represent balances due from reinsurance companies. Recoverable amounts are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contract.

Reinsurance assets are reviewed for impairment at each reporting date or more frequently when an indication of impairment arises during the reporting year. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Company may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measureable impact on the amounts that the Company will receive from the reinsurer. The impairment loss is recorded in the statement of income.

Ceded reinsurance arrangements do not relieve the Company from its immediate obligations to policyholders.

Premiums and claims on assumed reinsurance are recognised as income and expenses in the same manner as they would be if the reinsurance were considered direct business, taking into account the product classification of the reinsured business.

Reinsurance contract liabilities represent balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the associated reinsurance contract.

Premiums and claims are presented on a gross basis for both ceded and assumed reinsurance.

# Interest income

Interest income is recognised as the interest accrues using the effective interest method.

# Rental income

Rental income is recognised on a straight line basis based on the term of the contract.

## Dividend income

Dividend income is recognised when the right to receive the payment is established.

# Cash and cash equivalents

For the purpose of the statement of cash flows, cash and cash equivalents consists of cash on hand, bank balances and short-term deposits with an original maturity of three months or less, net of margins.

# Financial investments

All investments are initially recognised at cost, being the fair value of the consideration given and including incremental acquisition charges. Premiums and discounts of "available-for-sale" are amortised using the effective interest rate method and taken to interest income.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

# Financial investments (continued)

# Available for sale

Available for sale investments are recognised and derecognised, on a trade date basis, when the Company becomes, or ceases to be, a party to the contractual provisions of the instrument.

After initial recognition, investments which are classified as available for sale are measured at fair value unless fair value cannot be reliably measured, with unrealised gains or losses reported as a separate component of equity until the investment is derecognised or the investment is determined to be impaired. On derecognition or impairment, the cumulative gain or loss previously reported in equity is transferred to the statement of income for the period.

If an available for sale financial asset is impaired, an amount comprising the difference between its cost (net of any principal repayment and amortisation) and its current fair value, less any impairment loss previously recognised in the statement of income, is transferred from equity to the statement of income. Reversals in respect of equity instruments classified as available for sale are not recognised in the statement of income. Reversals of impairment losses on debt instruments classified at available for sale are reversed through the statement of income if the increase in the fair value of the instruments can be objectively related to an event occurring after the impairment losses were recognised in the statement of income.

# Held for Trading

Held for trading investments are initially recorded at fair value. Subsequent to initial recognition, these investments are measured at fair value. Fair value adjustments and realized gain and losses are recognized in the statement of income.

# Held to Maturity

Held to Maturity investments are measured at amortised cost, less provision for impairment. In cases where objective evidence exists that a specific investment is impaired, the recoverable amount of that investment is determined and any impairment loss is recognized in the statement of income as a provision for impairment of investments.

# Fair values

The fair value of financial investments that are actively traded in organized financial markets is determined by reference to quoted market bid prices for assets at the close of business on the end of the reporting period.

For financial instruments where there is no active market, the fair value is determined by using discounted cash flow analysis or reference to broker or dealer price quotations. For discounted cash flow analysis, estimated future cash flows are based on management's best estimates and the discount rate used is a market related rate for a similar instrument.

For unquoted investment funds, fair value is determined based on net asset values as advised by the fund manager.

If the fair value cannot be measured reliably, these financial instruments are measured at cost.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

# Investment in an associate

The Company's investment in an associate is accounted for under the equity method of accounting. Associate is an entity over which the Company exercises significant influence and which is neither subsidiary nor joint venture. Investment in an associate is carried in the statement of financial position at cost, plus post-acquisition changes in the Company's share of net assets of the associate, less any impairment in value. The statement of income reflects the Company's share of the results of its associate.

Unrealised profits and losses resulting from transactions between the Company and its associate are eliminated to the extent of the Company's interest in the associate. After application of the equity method, the Company determines whether it is necessary to recognise an additional impairment loss of the Company's investment in its associate. The Company determines at each reporting date whether there is any objective evidence that the investment in associate is impaired. If this is the case, the Company calculates the amount of impairment as being the difference between the fair value of the associate and the acquisition cost and recognises the loss amount in the statement of income.

# **Investment properties**

Freehold land and building are considered as investment properties only when they are being held to earn rentals or capital appreciation or both.

Investment properties are carried at cost less accumulated depreciation calculated on a straight line basis over a period of 20 years. Land held under investment properties is not depreciated.

Investment properties are derecognised when either they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the asset is recognised in the statement of income in the period of derecognition.

# Property and equipment

Property and equipment is initially recorded at cost less accumulated depreciation and any impairment in value. Freehold land is not depreciated.

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Building - 10 years
Furniture and fixtures - 5 years
Computers - 5 years
Vehicles - 5 years
Office equipment - 5 years

The building owned and used by the Company is being depreciated over a period of 10 years as it was acquired with around 10 years of actual usage.

The carrying amounts are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount, being the higher of their fair value less costs to sell and their value in use.

## NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

# Property and equipment (continued)

Expenditure incurred to replace a component of an item of property and equipment that is accounted for separately is capitalised and the carrying amount of the component that is replaced is written off. Other subsequent expenditure is capitalised only when it increases future economic benefits of the related item of property and equipment. All other expenditure is recognised in the statement of income as the expense is incurred.

Impairment of financial assets

An assessment is made at each end of the reporting period to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss is recognised in the statement of income. Impairment is determined as follows:

- (a) For assets carried at fair value, impairment is the difference between cost and fair value, less any impairment loss previously recognised in the statement of income;
- (b) For assets carried at cost, impairment is the difference between carrying value and the present value of future cash flows discounted at the current market rate of return for a similar financial asset:
- (c) For assets carried at amortised cost, impairment is the difference between carrying amount and the present value of future cash flows discounted at the original effective interest rate.

Impairment of non-financial assets

Assets that have an indefinite useful life, except land, are not subject to amortisation and are tested annually for impairment. Assets that are subject to depreciation or amortisation, and land are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the assets carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an assets fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

# Derecognition of financial instruments

Financial assets

The derecognition of a financial asset takes place when the Company no longer controls the contractual rights that comprise the financial asset, which is normally the case when the asset is sold, or all the cash flows attributable to the asset are passed through to an independent third party.

Financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

Accounts Payable

Liabilities are recognised for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

# **Provisions**

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Offsetting

Financial assets and liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liability simultaneously. Income and expense is not offset in the statement of income unless required or permitted by any accounting standard or interpretation.

# Employees' end of service benefits

# End of service gratuity plans

The Company provides end of service benefits to its employees. The entitlement to these benefits is based upon the employees' final salary and length of service, subject to the completion of a minimum service period and in accordance of Qatari labour Law. The expected costs of these benefits are accrued over the period of employment.

# Pension plan

The Company is also required to make contributions to a Government fund scheme for Qatari employees calculated as a percentage of the Qatari employees' salaries. The Company's obligations are limited to these contributions, which are expensed when due.

# Net surplus attributable to Islamic Takaful policyholders

The net surplus attributable to Islamic Takaful policyholders represents accumulated profit on policyholders operation. Any surplus or deficit during the year is fully allocated to the policyholders.

## Foreign currencies

Transactions in foreign currencies are initially recorded at the functional currency rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the end of the reporting period. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of the initial transaction and are not subsequently restated. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. All foreign exchange differences are taken to the statement of income except when it relates to items where gains or losses are recognised directly in equity, where the gain or loss is then recognised net of the exchange component in equity.

# **Earnings Per Share**

Basic Earnings Per Share is calculated by dividing profit or loss attributable to ordinary equity holders of the Company by the weighted average number of ordinary shares outstanding during the period. Diluted Earnings Per Share is calculated by adjusting the earnings and number of shares for the effects of any dilutive instruments.

# 4. CRITICAL JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Company's accounting policies, which are described in note 3, management is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 4. CRITICAL JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY (CONTINUED)

Following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the statement of financial position date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

Classification of investments

Management decides on acquisition of an investment whether it should be classified as held to maturity, held for trading, or available for sale.

For those debts instruments deemed held to maturity, management ensures that the requirements of IAS 39 are met and in particular that the Company has the intent and ability to hold these to maturity.

Investments typically bought with the intention to sell in the near future are classified as held for trading.

If the Company's objective is to maintain an investment portfolio that can generate a constant return in terms of dividend and capital appreciation and not for the purpose of making short term profit from market volatility, all other debt, investment funds, and equity investment securities are classified as available for sale.

Impairment of investments

The Company treats available-for-sale equity investments as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires considerable judgement. 'Significant' is to be evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. In addition, the Company evaluates other factors, including normal volatility in share price for quoted equities and the future cash flows and the discount factors for unquoted equities.

Provision for outstanding claims

Considerable judgement by management is required in the estimation of amounts due to contract holders and third parties arising from claims made under insurance contracts. Such estimates are necessarily based on significant assumptions about several factors involving varying, and possible significant, degrees of judgement and uncertainly and actual results may differ from management's estimates resulting in future changes in estimated liabilities.

In particular, estimates have to be made both for the expected ultimate cost of claims reported at the end of the reporting period and for the expected ultimate cost of claims incurred but not yet reported (IBNR) at the end of the reporting period. The primary technique adopted by management in estimating the cost of notified and IBNR claims, is that of using past claim settlement trends to predict future claims settlement trends.

Claims requiring court or arbitration decisions are estimated individually. Independent loss adjusters normally estimate property claims. Management reviews its provisions for claims incurred, and claims incurred but not reported, on a quarterly basis.

# Re-insurance

The Company is exposed to disputes with, and possibility of defaults by, its reinsurers. The Company monitors on a quarterly basis the evolution of disputes with and the strength of its reinsurers.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 4. SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES (CONTINUED)

Unearned premium reserve

The Company's estimate of the unearned premium reserve is based on current insurance industry practices in Qatar, the Ministry of Economy and Trade directives, and other analysis. The Company monitors its premium growth periodically and ascertains that difference between the estimate calculated based on 40% of the net premium for all insurance except for marine cargo insurance which is calculated at 25% is not materially different had the Company calculated the reserve on an actual basis.

Impairment of accounts receivable

An estimate of the collectible amount of trade accounts receivable is made when collection of the full amount is no longer probable. For individually significant amounts, this estimation is performed on an individual basis. Amounts which are not individually significant, but which are past due, are assessed collectively and a provision applied according to the length of time past due, based on historical recovery rates.

Impairment of property and equipment

At each reporting date, the Company reviews the carrying amounts of its property and equipment to determine whether there is any indication that those assets have suffered from impairment. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs. The recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using an appropriate rate.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# . NET UNDERWRITING RESULTS

	Motor 2012 QR.	<u>tor</u> 2011 QR.	Marine an 2012 OR.	Marine and Aviation 2011 OR. OR.	Fire and Gen- 2012 OR.	Fire and General Accident 2012 2011 OR.	2012 OR	<b>Total</b> 2011 OR
Gross premiums	79,719,624	70,667,397	159,102,330	120,964,277	230,040,149	227,726,139	468,862,103	419,357,813
Keinsurers snare of gross premiums Net premiums	(6,076,841)	(4,560,435)	(151,824,732)	(113,888,618)	(204,755,564)	(205,293,017)	(362,657,137)	(323,742,070)
Change in unexpired risk reserve		(1,595,726)	(309,509)	911,787	(1,140,591)	(501,972)	(4,464,427)	(1,185,911)
Earned insurance premiums	70,628,456	64,511,236	6,968,089	7,987,446	24,143,994	21.931,150	101.740.539	94.429.832
Commissions received	367,318	200,796	7,798,767	5,525,931	23,038,564	17,428,953	31,204,649	23,155,680
Change in deferred commissions	(56,032)	126,290	(680,209)	(34,868)	(2,146,749)	(199,064)	(2,882,990)	(107,642)
Total underwriting revenues	70,939,742	64,838,322	14,086,647	13,478,509	45,035,809	39,161,039	130,062,198	117,477,870
Claims paid	(39,082,735)	(30,609,298)	(4,210,514)	(4,474,396)	(333,828,934)	(395,843,487)	(377,122,183)	(430,927,181)
Reinsurers' share of claims paid	3,225,952	796,861	2,388,420	4,039,623	327,230,765	391,290,746	332.845.137	396,127,230
Change in outstanding claims			•)					
reserve	(4,433,100)	(1,168,640)	(272,657)	354,185	(2.312.588)	1,078,652	(7.018.345)	264.197
Commissions paid	(1,203,824)	(1,158,191)	(555,242)	(261,437)	(3,654,364)	(3,430,823)	(5,413,430)	(4,850,451)
Net underwriting results	29,446,035	32,699,054	11,436,654	13,136,484	32,470,688	32,256,127	73,353,377	78,091,665

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 6. NET GAIN ON SALE OF FINANCIAL INVESTMENTS

	2012	2011
	QR	QR
Net gain on sale of available-for-sale investments	10,231,220	5,476,257

# 7. GENERAL AND ADMINISTRATIVE EXPENSES

	2012	2011
	QR	QR
Board of Directors' remuneration	4,100,000	5,500,000
Rent, maintenance and office expenses	2,373,104	1,741,903
Advertisement and business promotion	1,446,410	1,148,121
Printing and stationery	536,881	334,013
Business travel	519,319	498,461
Legal and consultation fees	455,063	345,319
Government fees	294,081	222,955
Miscellaneous expenses	1,877,694	2,110,418
	11,602,552	11,901,190

# 8. CASH AND BANK BALANCES

	Q12 QR	2011 QR
Bank balances and short term deposits	171,182,803	167,389,935
Cash on hand	249,403	624,937
	171,432,206	168,014,872

Cash and bank balances include fixed deposits amounting to QR 135,311,947 (December 31, 2011: QR.106,870,572) bearing interest at the rate of 0.65% to 3.00% per annum and maturing within a period of 1 to 3 months.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 9. FINANCIAL INVESTMENTS

	2012	2011
	QR.	QR.
Available-for-sale investments:		
- Quoted shares	213,434,310	181,924,331
- Unquoted funds and shares	59,270,353	74,092,803
- Debt securities with fixed interest rate	20,160,220	
	292,864,883	256,017,134

# 10. INSURANCE CONTRACT LIABILITIES AND REINSURANCE CONTRACT ASSETS

	2012 QR.	2011 QR.
Gross	QIC	Q.C.
Insurance contract liabilities:		
Claims reported unsettled	617,419,321	588,347,042
Claims incurred but not reported	10,620,498	9,561,575
Unearned premiums	183,769,582	161,518,054
Deferred commissions	9,681,802	6,798,812
Total insurance contract liabilities	821,491,203	766,225,483
Recoverable from reinsurers:		
Claims reported unsettled	566,681,426	543,568,569
Unearned premiums	141,617,091	123,829,990
Total re-insurance contract assets	708,298,517	667,398,559
Net		
Claims reported unsettled	50,737,895	44,778,473
Claims incurred but not reported	10,620,498	9,561,575
Unearned premiums	42,152,491	37,688,064
Deferred commissions	9,681,802	6,798,812
	113,192,686	98,826,924

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 10. INSURANCE CONTRACT LIABILITIES AND RE-INSURANCE CONTRACT ASSETS (CONTINUED)

The movement in the provision for outstanding claims and related reinsurers' share was as follows:

		2012			2011	
		Reinsurers'			Reinsurers'	
	Gross	share	Net	Gross	share	Net
	QR.	QR	QR.	QR.	QR.	QR.
At January 1						
Claims	588,347,042	(543,568,569)	44,778,473	1,029,227,317	(983,818,648)	45,408,669
Claims incurred but not reported	9,561,575	1	9,561,575	9,195,576	` I	9,195,576
	597,908,617	(543,568,569)	54,340,048	1,038,422,893	(983,818,648)	54,604,245
Insurance claims paid in the year	(377,122,183)	332,845,137	(44,277,046)	(430,927,181)	396,127,230	(34,799,951)
Incurred during the year	407,253,385	(355,957,994)	51,295,391	(9,587,095)	44,122,849	34,535,754
At December 31	628,039,819	(566,681,426)	61,358,393	597,908,617	(543,568,569)	54,340,048
Analysis of outstanding claims		2012			2011	
		Reinsurers'			Reinsurers'	
	Gross	share	Net	Gross	share	Net
	QR	QR.	QR	QR.	QR.	QR.
Claims outstanding	617,419,321	(566,681,426)	50,737,895	588,347,042	(543,568,569)	44.778.473
Claims incurred but not reported	10,620,498	ı	10,620,498	9,561,575		9,561,575
At December 31	628,039,819	(566,681,426)	61,358,393	597,908,617	(543,568,569)	54,340,048

The amounts due from reinsurers are contractually due within a maximum of 3 months from the date of payment of the claims.

Amounts due from reinsurers relating to claims already paid by the Company are included in insurance and other receivables (Refer note 11).

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 10. INSURANCE CONTRACT LIABILITIES AND RE-INSURANCE CONTRACT ASSETS (CONTINUED)

# Claims development 2012

The following table shows the estimated cumulative reported claims, excluding IBNR, for each successive accident year at the end of each reporting period, together with cumulative payments to date:

			Accident years	t years		
	Before					
	2009	2009	2010	2011	2012	Total
Estimate of cumulative claims	QR.	QR.	QR.	QR.	QR.	QR
At end of the accident year One year later	231,855,810	89,762,362	980,971,167	74,243,015	560,461,638	
Two years later	234,867,990	88,397,191	994,532,409			
Three years later	235,901,880	90,071,211	1	ı	ı	
Four years later	235,894,478	!	1		:	
Current estimate of cumulative claims	235,894,478	90,071,211	994,532,409	81,346,421	560,461,638	1,962,306,157
Cumulative payments to date	(222,690,065)	(70,931,700)	(966,434,885)	(55,849,110)	(28,981,076)	(1,344,886,836)
Total cumulative claims recognized in the statement of financial position as of December 31, 2012	13,204,413	113,681,61	28,097,524	25,497.311	531.480.562	617.419.321

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 10. INSURANCE CONTRACT LIABILITIES AND RE-INSURANCE CONTRACT ASSETS (CONTINUED)

Claims development 2011

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 11. INSURANCE AND OTHER RECEIVABLES

	2012	2011
	QR.	QR.
Due from policyholders	60,756,886	83,668,406
Reinsurers – amounts due in respect of claims paid	35,187,086	29,496,293
Prepayments and others	4,451,143	6,034,330
1 topus months and office	100,395,115	119,199,029

Due from policy holders comprise a large number of customers mainly within Qatar. Three companies accounted for 22% of receivable balances as of December 31, 2012 (2011: 46%). Due from policyholders is net of provision for bad and doubtful debts of QR. 1,500,000 (2011: 1,500,000).

Insurance and other receivables are stated net of any required provision and are short term in nature. The reinsurer's shares of claims not paid by the Company at the end of the reporting period are disclosed in Note 10.

# 12. INVESTMENT IN AN ASSOCIATE

The Company has the following investment in an associate:

	Country of incorporation	Owne	ership
	Country of moorphisms	2012	2011
Yemeni Qatari Insurance Company	Republic of Yemen	40%	40%

The associate company is incorporated and registered in the Republic of Yemen and is engaged in the business of insurance and reinsurance.

Movements in investment in the associate are as follows:

	2012	2011
	QR.	QR.
At January 1	4,736,854	3,949,790
Share of profits for the year	300,076	896,856
Foreign currency translation difference	50,670	(109,792)
At December 31	5,087,600	4,736,854

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 12. INVESTMENT IN AN ASSOCIATE COMPANY (CONTINUED)

The summarized financial information of the Company's investment in Yemeni Qatari Insurance Company are as follows:

		2012	2011
		QR.	QR.
	Share of the associate's statement of financial position		
	Current assets	6,939,895	5,702,384
	Non-current assets	114,830	95,793
	Current liabilities	(1,967,125)	(1,061,323)
	Net assets	5,087,600	4,736,854
	Share of the associate's revenues and results:		
	Revenues	750,190	2,242,140
	Share of profit	300,076	896,856
13.	INVESTMENT PROPERTIES		
		2012	2011
		QR.	QR.
	Cost:		
	At January 1	37,768,074	37,763,384
	Additions	9,970 37,778,044	<u>4,690</u> 37,768,074
	A communicated demonstrations		37,700,011
	Accumulated depreciation: At January 1	9,832,636	8,456,746
	Provided during the year	1,376,035	1,375,890
	1 To videa during the year	11,208,671	9,832,636
	Net carrying value	26,569,373	27,935,438
	, ,		

At December 31, 2012, the fair value of investment properties as estimated by management by reference to the work of an external valuers, was QR. 96,018,882 (2011: QR 82,774,319).

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 14. PROPERTY AND EQUIPMENT

+>0	Freehold land QR.	Advances for the purchase of land QR.	Buildings QR	Furniture and fixtures QR.	Computers QR.	Vehicles QR.	Office equipment QR.	Total QR.
At January 1, 2012 Additions Disposal	2,350,000	63,019,208 2,455,302	8,279,247 355,246 (19,990)	2,049,586	2,383,987 3,956,240	1,265,500	602,960 75,440 (13,750)	79,950,488 7,036,821 (33,740)
At December 31, 2012	2,350,000	65,474,510	8,614,503	2,226,219	6,340,227	1,283,460	664,650	86,953,569
Depreciation: At January 1, 2012 Provided during the year Disposal	1 1 1	1 1 1	7,798,348 122,820 (19,990)	1,833,103	2,072,694 589,027	393,257 241,053	401,218 82,596 (13,750)	12,498,620 1,139,444 (33,740)
At December 31, 2012	1	1	7,901,178	1,937,051	2,661,721	634,310	470,064	13,604,324
Net carrying amount At December 31, 2012	2,350,000	65,474,510	713,325	289,168	3,678,506	649,150	194,586	73,349,245

Note: Advance for purchase of land represents amount paid to a seller towards procurement of a plot of land.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 14. PROPERTY AND EQUIPMENT (CONTINUED)

Furniture Office and fratures Computers Vehicles equipment Total	QR. QR. QR.	2,304,325 1,161,410 562,226	79,662 305,000 40,734	- (200,910)	2,049,586 2,383,987 1,265,500 602,960 79,950,488		1,901,618 356,316 317,327	92,827 171,076 237,851 83,891 739,400	(200,910)	1,833,103 2,072,694 393,257 401,218 12,498,620	070 137 27 672 100 674 520 604 114 607 714
Buildings	QR		19,900		8,279,247		7,644,593	153,755	1	7,798,348	000 001
Advances for purchase of land	QR.	53,198,036	9,821,172	:	63,019,208		!	:	;	1	320000
Freehold	QR	2,350,000	!	1	2,350,000		1	:	1	1	000 020
	Cost:	At January 1, 2011	Additions	Disposal	At December 31, 2011	Depreciation:	At January 1, 2011	Provided during the year	Disposal	At December 31, 2011	Net carrying amount

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 15. SHARE CAPITAL

	Authorised capital	Issued and fully paid up 2012	Issued and fully paid up 2011
Share capital (QR.)	234,000,000	234,000,000	180,000,000
Number of shares of QR 10 each	23,400,000	23,400,000	18,000,000

On February 29, 2012, the General Assembly of the Company approved the distribution of bonus shares for the year 2012 (5,400,000 shares of QR. 10 each) totalling to QR. 54,000,000 and representing 30% of then issued share capital of QR. 180 million and also, to increase the authorised capital accordingly.

# 16. LEGAL RESERVE

As required by Qatar Commercial Companies Law No 5 of 2002 and the Company's articles of association, 10% of the profit for the year should be transferred to a legal reserve. The Company may resolve to discontinue such annual transfers when the reserve totals 50% of the issued share capital. This reserve is not available for distribution except in circumstances stipulated in the Law.

# 17. SOCIAL AND SPORTS FUND

During the year, the Company made an appropriation from retained earnings of QR.1,507,148 to the Social and Sports Development Fund of Qatar. This amount represents 2.5% of the net profit attributable to shareholders for the year ended December 31, 2012. The appropriation for the year ended December 31, 2011 has been remitted to the Public Revenues and Taxes Department during the year.

# 18. DISTRIBUTION OF BONUS SHARES AND PROPOSED CASH DIVIDENDS

The Board of Directors decided in its meeting held on January 30, 2013 to propose to the forthcoming General Assembly to approve the distribution of 2,340,000 bonus shares for the year 2012 of QR.10 each totalling QR. 23,400,000 representing 10% of issued capital.

Furthermore, the Board of Directors has proposed a cash dividend of 10% amounting to QR 1 per share for the year ended December 31, 2012 totalling to QR. 23,400,000 representing 10% of issued capital.

The above is subject to the approval of the shareholders in the forthcoming general assembly and completion of legal formalities to increase the authorised capital.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 19. PROVISIONS, INSURANCE AND OTHER PAYABLES

	2012	2011
	QR.	QR.
Due to insurance and re-insurance companies	25,324,164	23,441,417
Trade payables	20,578,388	42,170,976
Dividend payables	4,216,987	5,431,683
Staff related accruals	5,811,648	6,445,181
Board of directors' remuneration payable	4,100,000	5,500,000
Net surplus attributable to Islamic Takaful policyholders	1,874,607	4,389,554
Provision for social and sports activities contribution	1,507,148	1,646,137
Accrued expenses	1,888,287	1,092,494
Accided expenses	65,301,229	90,117,442

# 20. EMPLOYEES' END OF SERVICE BENEFITS

Movements in the provision for Employees' end of service benefits are as follows:

	2012	2011
	QR.	QR.
Provision as at January 1,	8,139,789	5,494,048
Provided during the year	2,295,789	2,645,741
End of service benefits paid	(760,497)	
Provision as at December 31,	9,675,081	8,139,789

# 21. DIRECTORS' REMUNERATION

The Board of Directors proposed an amount of QR 4,100,000 as remuneration to board members for the year 2012 (2011: QR 5,500,000). The above mentioned remuneration is included under general and administrative expenses in the statement of income.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 22. EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit attributable to the shareholders by the weighted average number of ordinary shares outstanding during the year.

	2012 QR.	QR. ( Restated)
Profit attributable to the shareholders (QR.)	60,285,935	65,845,479
Weighted average number of shares outstanding during the year	23,400,000	23,400,000
Basic earnings per share (QR.)	2.58	2.81

There were no potentially dilutive shares outstanding at any time during the year. Therefore, the diluted earnings per share are equal to the basic earnings per share.

The Company has restated the calculations of the comparative earnings per share as a result of the effect of bonus issue of 30% (3 for every 10 shares). The bonus issue was approved in the Annual General Meeting held on February 28, 2012.

# 23. RELATED PARTY TRANSACTIONS

Related parties represent major shareholders, directors and key management personnel of the Company and entities controlled, jointly controlled or significantly influenced by such parties. Pricing policies and terms of these transactions are approved by the Company's management.

Transactions with related parties included in the statement of income are as follows:

	201	2	201	l .
	Premiums QR.	Claims QR.	Premiums QR.	Claims QR.
Major shareholders	5,140,542	797,519	4,534,358	409,573

Balances with related parties included in the statement of financial position are as follows:

	20	012	20	11
	Receivables QR.	Claims and payables QR.	Receivables QR.	Claims and payables QR.
Major shareholders	11,688,944_	10,090,648	10,501,334	8,758,200

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 23. RELATED PARTY TRANSACTIONS (CONTINUED)

Compensation of key management personnel

The remuneration of directors and other members of key management during the year was as follows:

	2012	2011
	QR	QR
Board of Directors' remuneration	4,100,000	5,500,000
Directors' Sitting fees	600,000	-
Short-term benefits	3,588,000	3,388,000
End of service and other benefits	3,552,000	3,264,000

# 24. FAIR VALUES OF FINANCIAL INSTRUMENTS

Financial instruments include deposits, cash, investment securities, receivables, payables, and certain other assets and liabilities.

The fair values of the financial assets and liabilities, with the exception of certain available-for-sale investments carried at cost, are not materially different from their carrying values.

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities;

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly; and

Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

December 31, 2012	Level 1QR.	— Level 2QR.	Level 3 QR.	Total QR.
Financial assets Financial investments Total	213,434,310 213,434,310	47,794,185 47,794,185		261,228,495 261,228,495
December 31, 2011	Level 1 QR.	Level 2  QR.	Level 3 QR.	Total QR.
Financial assets Financial investments Total	181,924,331 181,924,331	53,862,191		235,786,522 235,786,522

During the year ending December 31, 2012, there were no transfers between Level 1 and Level 2 fair value measurements and no transfers into and out of Level 3 fair value measurements.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT

The risks faced by the Company and the way these risks are mitigated by management are summarised below.

## Insurance risk

The principal risk the Company faces under insurance contracts is that the actual claims and benefit payments or the timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore the objective of the Company is to ensure that sufficient reserves are available to cover these liabilities.

The above risk exposure is mitigated by diversification across a large portfolio of insurance contracts. The variability of risks is also improved by careful selection and implementation of underwriting strategy guidelines, as well as the use of reinsurance arrangements.

# Frequency and amounts of claims

The frequency and amounts of claims can be affected by several factors. The Company underwrites mainly fire and general accident, motor and marine and aviation risks. These are regarded as short-term insurance contracts as claims are normally advised and settled within one year of the insured event taking place. This helps to mitigate insurance risk.

# Fire and general accident - Property

Property insurance is designed to compensate contract holders for damage suffered to properties or for the value of property lost. Contract holders could also receive compensation for the loss of earnings caused by the inability to use the insured properties.

For property insurance contracts, the main risks are fire and business interruption. In recent years, the Company has only underwritten policies for properties containing fire detection equipment.

These contracts are underwritten by reference to the replacement value of the properties and contents insured. The cost of rebuilding properties and obtaining replacement contents and the time taken to restart operations which leads to business interruptions are the main factors that influence the level of claims. The Company has reinsurance cover for such damage to limit total losses by treaty (including Quota share) to QR 96 million (2011: QR 75 million) during the year.

Motor insurance is designed to compensate contract holders for damage suffered to their vehicles or liability to third parties arising through accidents. Contract holders could also receive compensation for the fire or theft of their vehicles.

For motor contracts the main risks are claims for death and bodily injury and the replacement or repair of vehicles. In recent years the Company has mainly underwritten comprehensive polices for owner/drivers over 21 years of age. Substantially all of the motor contracts relate to private individuals. The Company has re-insurance cover to limit losses for any individual claim to QR 300,000 (2011: QR 200,000) during the year.

The blood money for deaths and to injured parties and the replacement costs of motor vehicles are the key factors that influence the level of claims.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT (CONTINUED)

# Insurance risk (continued)

## Marine

Marine insurance is designed to compensate contract holders for damage and liability arising through loss or damage to marine craft and accidents at sea resulting in total or partial loss of cargoes.

For marine insurance the main risks are loss or damage to marine craft and accidents resulting in the total or partial loss of cargoes.

The underwriting strategy for the marine class of business is to ensure that policies are well diversified in terms of vessels and shipping routes covered. The Company has entered into reinsurance agreements to limit total losses by treaty (including quota share) to QR 35 million (2011: QR 35 million) during the year.

# Reinsurance risk

In common with other insurance companies, in order to minimise financial exposure arising from large claims, the Company, in the normal course of business, enters into agreements with other parties for re-insurance purposes. Such re-insurance arrangements provide for greater diversification of business, allow management to control exposure to potential losses arising from large risks, and provide additional capacity for growth. A significant portion of the re-insurance is effected under treaty, facultative and excess-of-loss re-insurance contracts.

To minimise its exposure to significant losses from reinsurer insolvencies, the Company evaluates the financial condition of its reinsurers and monitors concentrations of credit risk.

Re-insurance ceded contracts do not relieve the Company from its obligations to policyholders and as a result the Company remains liable for the portion of outstanding claims reinsured to the extent that the reinsurer fails to meet the obligations under the re-insurance agreements.

## Concentration of risks

The Company's insurance risk relates to policies directly written in the State of Qatar only. The segmental concentration of insurance risk is set out in Note 26.

# Sensitivity of changes in assumption

The Company does not have any single insurance contract or a small number of related contracts that cover low frequency, high-severity risks such as earthquakes, or insurance contracts covering risks for single incidents that expose the Company to multiple insurance risks. The Company has adequately reinsured for insurance risks that may involve significant litigation. A 5% change in the average claims ratio will have no material impact on the statement of income.

# Financial risk

The Company's principal instruments are available-for-sale investments, receivables arising from insurance and re-insurance contracts and cash and cash equivalents.

The Company does not enter into derivative transactions.

The main risks arising from the Company's financial instruments are interest rate risk, foreign currency risk, market price risk and liquidity risk.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT (CONTINUED)

The board reviews and agrees policies for managing each of these risks which are summarised below:

Regulatory framework risk

Regulators are primarily interested in protecting the rights of the policyholders and monitor these rights closely to ensure that the Company is satisfactorily managing affairs for their benefit. At the same time, the regulators are also interested in ensuring that the Company maintains an appropriate solvency position to meet unforeseen liabilities arising from economic shocks or natural disasters.

The operations of the Company are also subject to regulatory requirements within the jurisdictions where it operates. Such regulations not only prescribe approval and monitoring of activities, but also impose certain restrictive provisions (e.g. capital adequacy) to minimise the risk of default and insolvency on the part of the insurance companies to meet unforeseen liabilities as these arise.

Foreign currency risk

Foreign currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates.

Management believes that there is minimal risk of significant losses due to exchange rate fluctuations and consequently the Company does not hedge its foreign currency exposure.

Other than balances in United States Dollars, to which the Qatari Riyal is pegged, there are no significant foreign currency financial assets due in foreign currencies included under re-insurance balances receivable.

Interest rate risk

Interest rate risk is the risk that the value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company is exposed to interest rate risk on certain of its bank deposits. The Company limits interest rate risk by monitoring changes in interest rates in the currencies in which its cash and interest bearing investments are denominated. During the year, the Company disposed the interest bearing investments classified as held to maturity and retained only interest bearing short term bank deposits.

The following table demonstrates the sensitivity of the statement of income to reasonably possible changes in interest rates, with all other variables held constant.

The sensitivity of the statement of income is the effect of the assumed changes in interest rates on the Company's profit for the year, based on the floating rate financial assets and financial liabilities held at December 31, 2012.

There is no impact on the Company's equity.

There is no impact on the company or quary	Increase/decrease in basis points	Effect on profit for the year QR.
2012	+25 -50	338,927 677,853
2011		077,633
2011	+25	269,644
	-50	(539,288)

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT (CONTINUED)

# Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. For all classes of financial assets held by the Company, the maximum credit risk exposure to the Company is the carrying value as disclosed in the statement of financial position.

The Company seeks to limit its credit risk with respect to customers by monitoring outstanding receivables. Premium receivables comprise a large number of customers mainly within the State of Qatar. Three companies account for 22% of the accounts receivable as of December 31, 2012 (2011: 46%). Two re-insurance companies account for 53% of the reinsurance receivables as of December 31, 2012 (2011: 54%)

The Company manages credit risk on its investments by ensuring that investments are only made with counter-parties that have a good credit rating. The Company does not have an internal credit rating of counter-parties and considers all counter-parties to be of the same credit quality.

The table below shows the maximum exposure to credit risk for the components of the statement of financial position. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting.

	2012	2011
	QR.	QR.
Bank balances (note 8)	171,182,803	167,389,935
Re-insurance contract assets (note 10)	708,298,517	667,398,559
Insurance and other receivables (note 11)	100,395,115	119,199,029
Total	979,876,435	953,987,523

The following table provides an age analysis of financial assets as at December 31:

				Past due but n	ot impaired	
	Total	Neither past due nor impaired	< 4 months	4 – 6 months	7 – 9 months	>9 months OR.
2012	QR. <b>979,876,435</b>	QR. <b>882,432,463</b>	QR. <b>51,674,940</b>	QR. 12,717,569	QR. 20,710,882	12,340,581
2011	953,987,523	840,822,824	36,461,872	15,775,877	16,997,114	43,929,836

Unimpaired financial assets are expected, on the basis of past experience, to be fully recoverable. It is not the practice of the Company to obtain collateral over financial assets and all are, therefore, unsecured.

## Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its commitments associated with financial liabilities when they fall due. Liquidity requirements are monitored on monthly basis and management ensures that sufficient liquid funds are available to meet any commitments as they arise. A significant amount of funds are invested in local quoted securities.

The majority of time deposits held by the Company at the end of the reporting period had original maturity periods not exceeding three months.

NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT (CONTINUED)

Financial risk (continued)

Liquidity risk (continued)

The table below summarises, the maturity profile of the financial liabilities of the Company based on remaining undiscounted contractual obligations. Repayments which are subject to notice are treated as if notice were to be given immediately.

		Decem	December 31 2012			Dacamh	December 31 2011	
25.		More	213 707			More	1107,10	
	Less than	than one			Less than	than one		
	one year	year	No term	Total	one year		No term	Total
	QR	QR.	QR.	QR.	QR	QR.	QR.	QR
Insurance contract								
liabilities	193,451,384	ı	628,039,819	821,491,203	168,316,866	1	597,908,617 766,225,483	766,225,483
Provisions, insurance and								
other payables	65,301,229	1	•	65,301,229	90,117,442		•	90,117,442
Total liabilities	258,752,613	1	628,039,819	886,792,432	258,434,308	'	597,908,617	856,342,925

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 25. RISK MANAGEMENT (CONTINUED)

# Financial risk (continued)

Equity price risk

Equity price risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

The Company's equity price risk exposure relates to financial assets whose values will fluctuate as a result of changes in market prices.

The Company limits equity price risk by maintaining a diversified portfolio and by monitoring the developments in equity markets. The majority of the Company's equity investments comprise securities quoted on the Qatar Exchange.

The following table demonstrates the sensitivity of the effect of cumulative changes in fair value of the Company to reasonably possible changes in the prices of equities, with all other variables held constant. The effect of decrease in equity prices is expected to be equal and opposite to the effect of the increase shown.

	Changes in equity prices	Effect on equity	Effect on profit
		QR.	QR.
2012 Available-for-sale investments	+5%	14,643,244	-
2011 Available-for-sale investments	+5%	12,800,857	1991

Capital management

Capital requirements are put in place to ensure sufficient solvency margins. Further objectives are set by the Company to maintain a strong credit rating and healthy capital ratios in order to support its business objectives and maximise shareholders' value.

The Company manages its capital requirements by assessing shortfalls between reported and required capital levels on a regular basis. Adjustments to current capital levels are made in light of changes in market conditions and risk characteristics of the Company's activities. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends to shareholders or issue capital securities.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 26. SEGMENT INFORMATION

For management purposes, the Company is organised into three business segments, marine and aviation, motor and fire and general. These segments are the basis on which the Company reports its primary segment information. Other operations of the Company comprise investment and cash management for the Company's own account. There are no transactions between segments.

The data with respect to segment information is as disclosed in note 5 to the financial statements.

The Company operates in the State of Qatar only. The associate company operates in the Republic of Yemen.

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

26. SEGMENT INFORMATION (CONTINUED)
Revenues, expenses, assets and liabilities of the Company and its Islamic Takaful Branch are as follows:

		2012			2011	
	Conventional	Takaful		Conventional	Takaful	
•	insurance	insurance	Total	insurance	insurance	Total
	QR.	QR.	QR.	QR.	QR.	QR.
Gross premiums	423,159,058	45,703,045	468,862,103	383,216,867	36,140,946	419,357,813
Reinsurers' share of gross premiums	(333,753,661)	(28,903,476)	(362,657,137)	(298,925,648)	(24,816,422)	(323,742,070)
Net premiums	89,405,397	16,799,569	106,204,966	84,291,219	11,324,524	95,615,743
Change in unexpired risk reserve	(2,270,559)	(2,193,868)	(4,464,427)	1,319,924	(2,505,835)	(1,185,911)
Earned insurance premiums	87,134,838	14,605,701	101,740,539	85,611,143	8,818,689	94,429,832
Commissions received	30,318,229	886,420	31,204,649	22,299,601	856,079	23,155,680
Change in deferred commissions	(2,936,577)	53,587	(2,882,990)	(138,968)	31,326	(107,642)
Wakalah fee	3,223,847	(3,223,847)	1	4,385,038	(4,385,038)	1
Total underwriting revenues	117,740,337	12,321,861	130,062,198	112,156,814	5,321,056	117,477,870
Claims paid	(369,933,682)	(7,188,501)	(377,122,183)	(427,764,220)	(3,162,961)	(430,927,181)
Reinsurers' share of claims	332,835,163	9,974	332,845,137	396,140,674	(13,444)	396,127,230
Change in outstanding claims reserve	(51,929)	(6,966,416)	(7,018,345)	2,467,260	(2,203,063)	264,197
Commission paid	(4,775,247)	(638,183)	(5,413,430)	(4,375,583)	(474,868)	(4,850,451)
Net underwriting results	75,814,642	(2,461,265)	73,353,377	78,624,945	(533,280)	78,091,665
Investment and other income	33,373,492	321,993	33,695,485	31,965,605	247,955	32,213,560
Total expenses	(48,902,199)	(375,676)	(49,277,875)	(44,745,071)	(370,984)	(45,116,055)
Profit for the year	60,285,935	(2,514,948)	57,770,987	65,845,479	(656,309)	65,189,170
Assets Total assets	1,336,055,358	41,941,581	1,377,996,939	1,278,348,294	32,405,460	1,310,753,754
Liabilities						
Insurance contract liabilities  Net surplus attributable to Islamic Takaful	(791,947,903)	(29,543,300)	(821,491,203)	(748,314,531)	(17,910,952)	(766,225,483)
policyholders Liabilities (other than insurance funds)	(67,578,029)	(1,874,607)	(1,874,607)	(88.762.723)	(4,389,554)	(4,389,554)
Net assets	476,529,426	5,000,000	481,529,426	441,271,040	5,000,000	446,271,040

# NOTES TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# 27. CONTINGENCIES AND COMMITMENTS

# Guarantees

At December 31, 2012, the Company had contingent liabilities in respect of tender guarantees and other guarantees from which it is anticipated that no material liabilities will arise, amounting to QR.659,097 (2011: QR 541,763).

Legal claims

The Company, in the normal course of barriers, is subject to litigation in the normal course of its business. The Company, based on independent legal advice, does not believe that the outcome of these court cases will have a material impact on the Company's income or financial condition.

Capital expenditure commitments	2012	2011
	QR.	QR.
Land under development		2,455,302

The Company entered into a contract to acquire a plot of land at Marina Project - Lusail Qatar for a total value of QR 65,474,510 and during the year, the Company has fully settled its liability to the seller.

## 28. **COMPARATIVE FIGURES**

Certain comparative figures have been reclassified to conform to the current year's presentation.

# SUPPLEMENTARY INFORMATION TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# ISLAMIC TAKAFUL BRANCH OF DOHA INSURANCE COMPANY Q.S.C.

The statement of financial position and statement of income of the branch are presented below:

# (i) Statement of financial position as at December 31, 2012

	2012	2011
	QR.	QR.
PARTICIPANTS' OPERATIONS ASSETS		
Cash on hand	2,848	177,166
Bank balances (Islamic banks)	23,379,483	18,785,300
Reinsurance contract assets	12,162,212	9,636,561
Due from policy holders	2,296,873	1,066,165
Reinsurers' share of claims paid	3,819,196	2,416,429
Prepayments and other assets	67,917	61,736
Property and equipment	213,052	262,103
TOTAL ASSETS	41,941,581	32,405,460
PARTICIPANTS' FUNDS AND LIABILITIES		
PARTICIPANTS' FUND		
Participants' account	6,874,607	9,389,554
Liabilities		
Insurance contract liabilities	32,992,542	17,910,952
Provisions, insurance and other payables	2,074,432	5,104,954
TOTAL LIABILITIES	35,066,974	23,015,906
TOTAL PARTICIPANTS' FUND AND LIABILITIES	41,941,581	32,405,460

# SUPPLEMENTARY INFORMATION TO THE FINANCIAL STATEMENTS

For the year ended December 31, 2012

# ISLAMIC TAKAFUL BRANCH OF DOHA INSURANCE COMPANY Q.S.C. (CONTINUED)

# (ii) Statement of income for the year ended December 31, 2012

PARTICIPANTS' REVENUES AND EXPENSES	2012 QR.	2011 QR.
REVENUE		
Net Takaful revenue	(2,461,265)	(533,280)
Other income	321,993	247,955
	(2,139,272)	(285,325)
EXPENSES		
General and administrative expenses	(312,825)	(318,587)
Depreciation expense	(62,851)	(52,397)
TOTAL TAKAFUL EXPENSES	(375,676)	(370,984)
NET DEFICIT FOR THE YEAR TRANSFERRED TO PARTICIPANTS' FUND	(2,514,948)	(656,309)