

DOHA
INSURANCE
GROUP

مجموعة الدوحة للتأمين
PIONEERING SPIRIT روح الريادة



مجموعة الدوحة للتأمين
DOHA INSURANCE GROUP

DIG – Q4 2020 Conference Call

Date: 25.02.2020

Time: 12:00 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 31-12-2020 Results

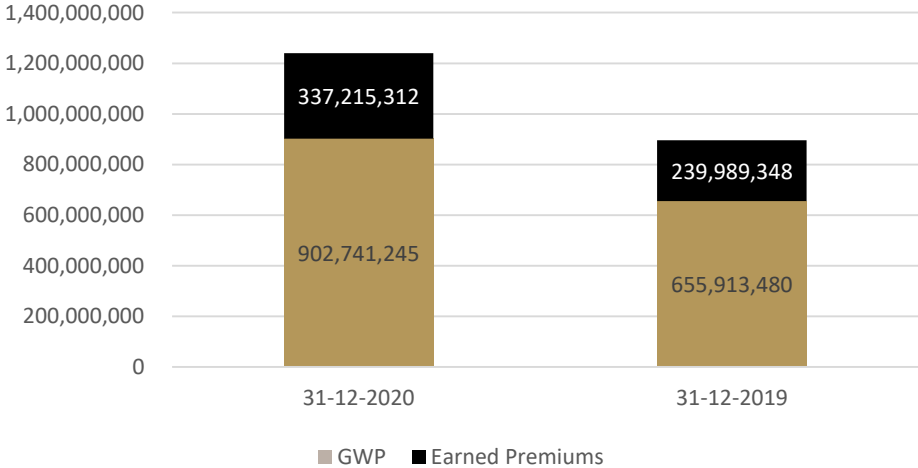


- **38% growth in gross premiums, with both Mena Re and Mena Re Life contributing to this growth. Furthermore, strong growth across many lines of business in the Qatari market, including motor, property, liability, energy, marine cargo and engineering.**
- **39% growth in underwriting results, despite booking over QAR 20.3 million in IBNR reserve in 2020.**
- **58% decline in net investment income, attributed to the decrease in interest rates, a decrease in dividend payout ratio and an impairment charge of QAR 13.9 million to investment properties.**
- **Loss ratio reached 56.7% in 2020, a slight improvement to the loss ratio of 57.7% in 2019. This is despite booking a large IBNR reserve in 2020 relative to 2019.**
- **Both foreign subsidiaries (Mena Re and MRL) have had strong premium growth and generated positive technical results. MRL was profitable on bottom line level.**
- **The Group maintained its S&P credit rating at A- with stable outlook in 2020. This strong credit rating bolstered the Group's ability in winning new business in both the local market and its foreign subsidiaries.**

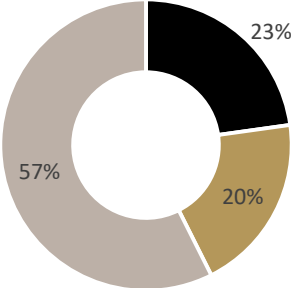
Gross Written Premiums and Net earned Premiums



GWP and Net Earned Premiums

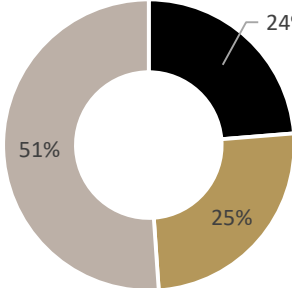


*GWP Segemnted by LOB
31-12-2020*



■ Motor ■ Marine and Aviation ■ Fire and General Accident

*GWP Segmented by LOB
31-12-2019*

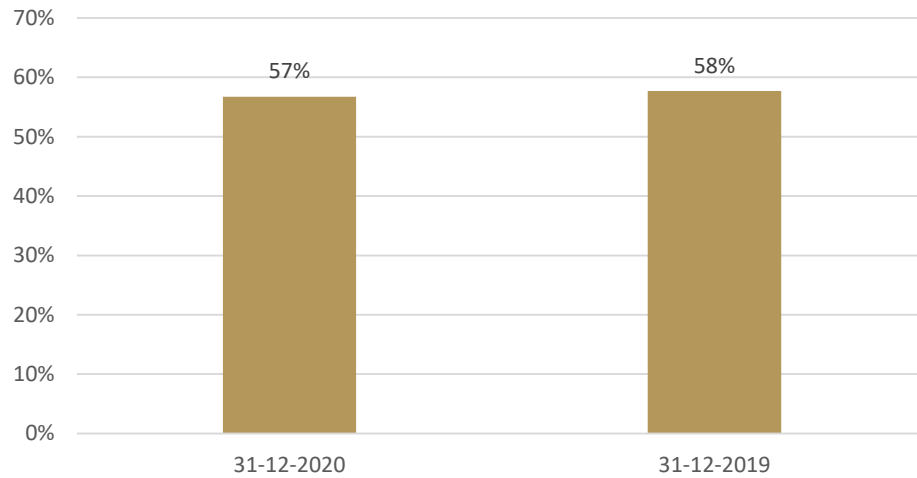


■ Motor ■ Marine and Aviation ■ Fire and General Accident

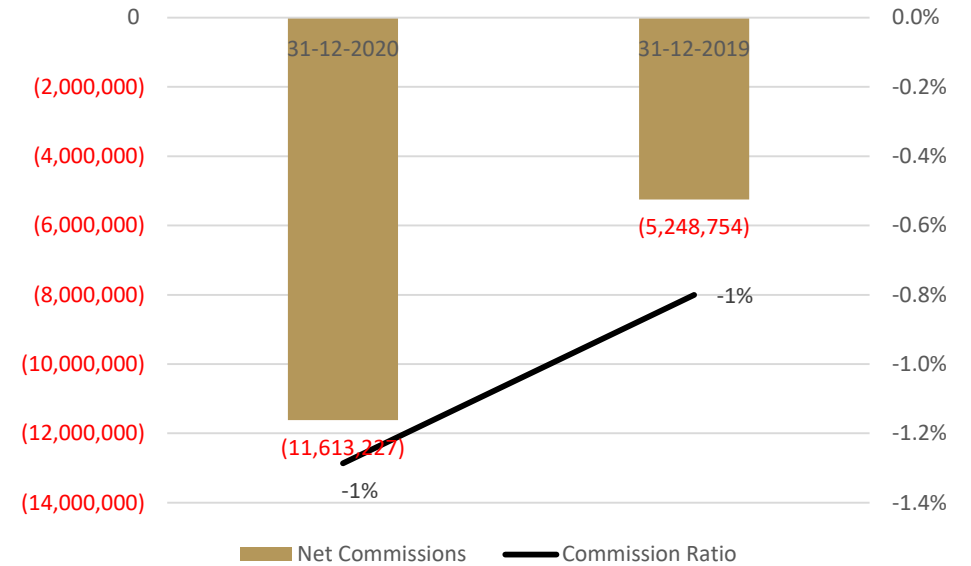
Insurance Operations' Performance



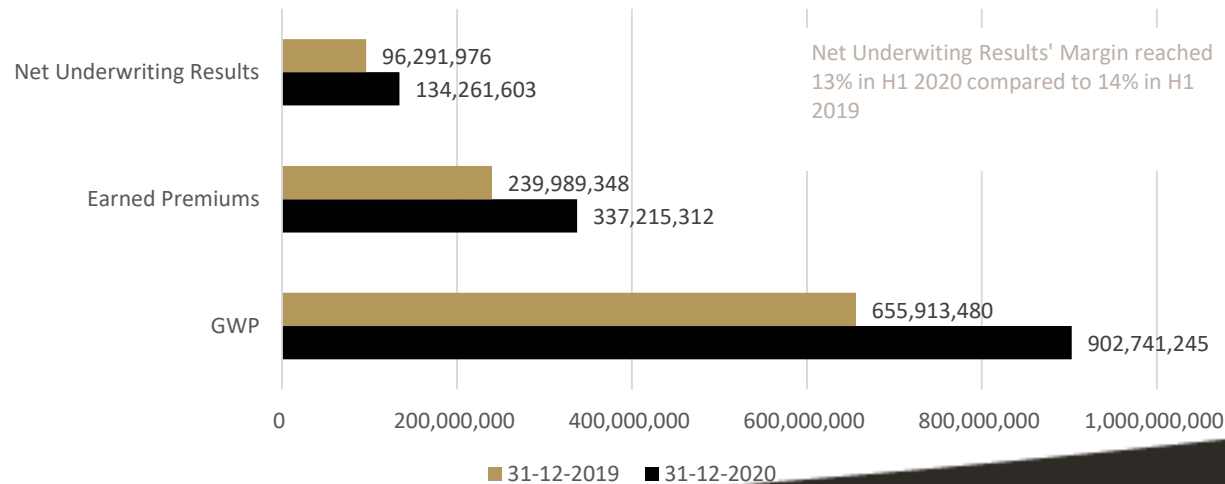
Loss Ratio



Net Commission Cost



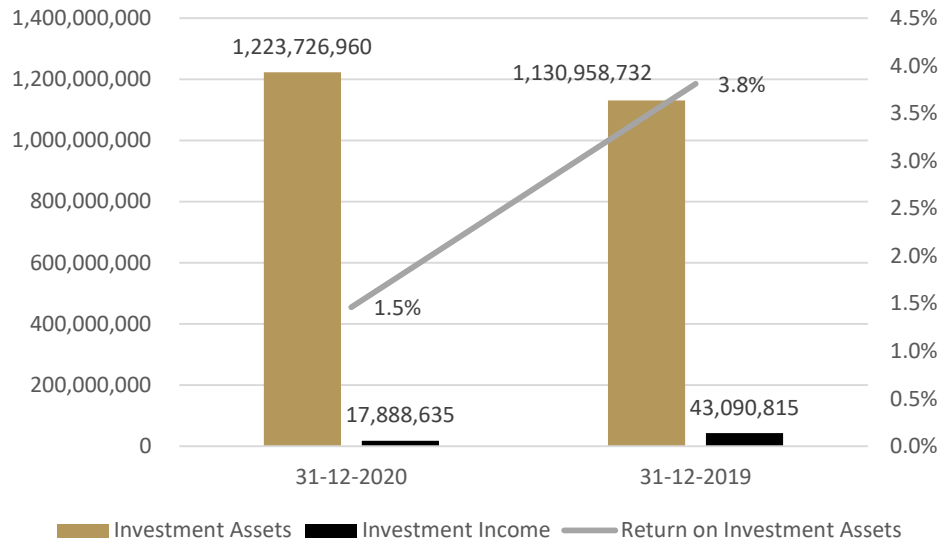
Net Underwriting Results



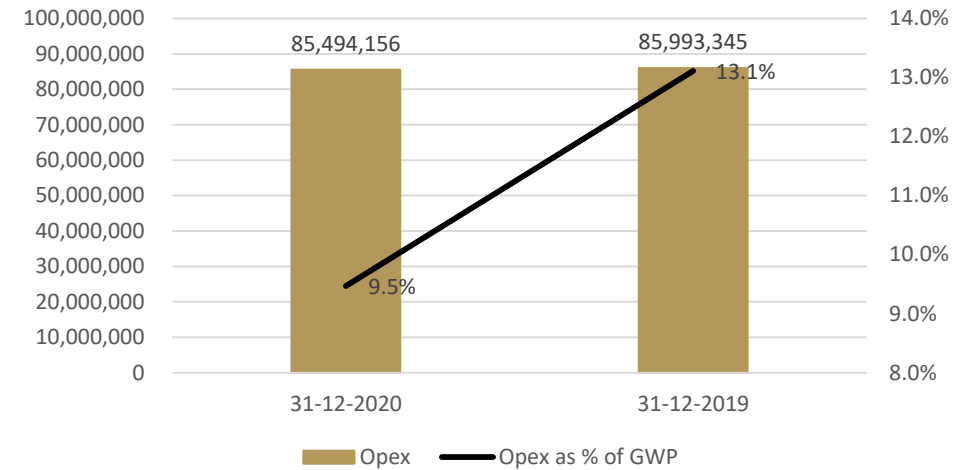
Investment Performance and Overall Profitability



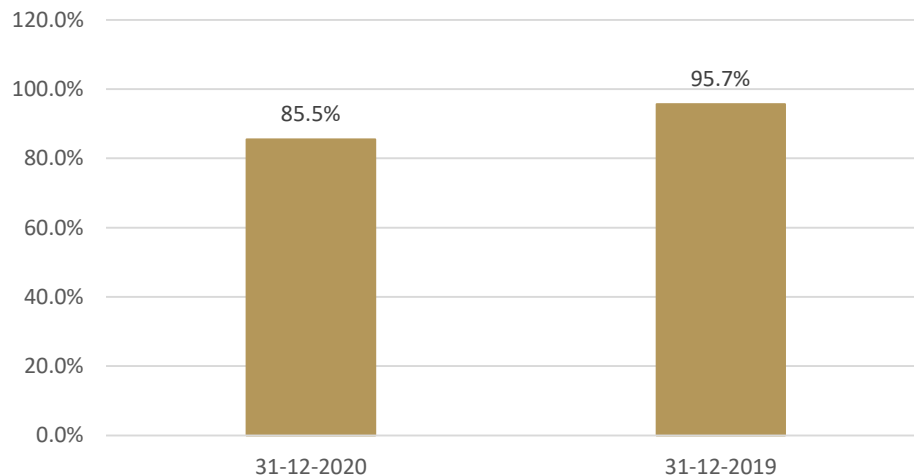
Investment Performance



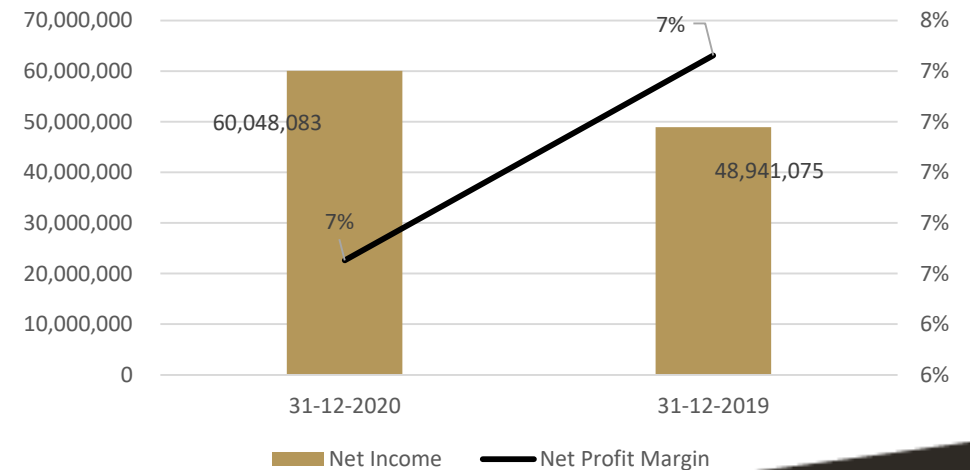
2020 Operating Expenses



Combined Ratio

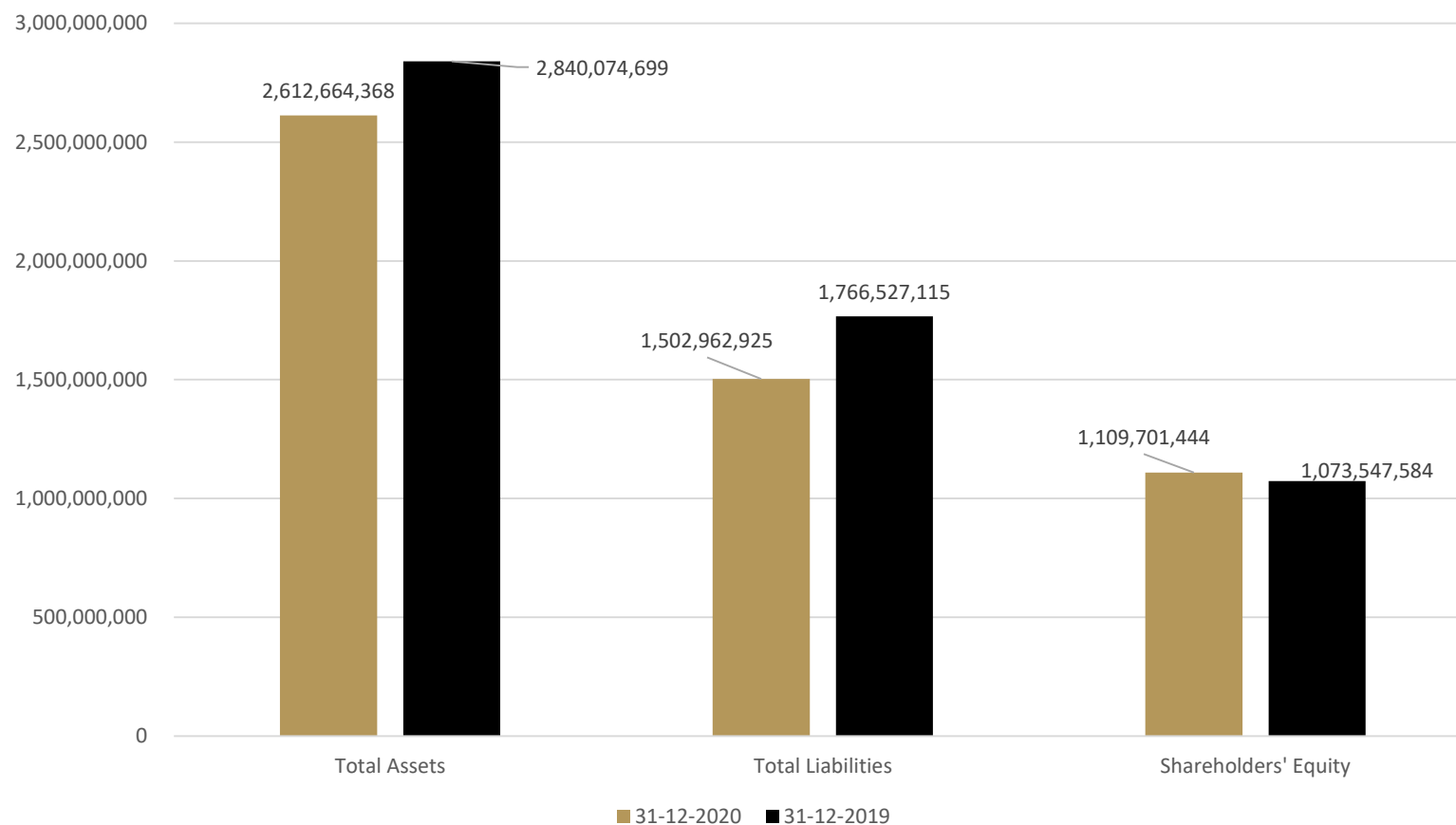


Net Income and Net Income Margin





DIG's Balance Sheet as of 31-12-2020



DIG's Share



DIG's share price as of 23-2-2021 is QR 1.716

The share is trading at a P/E ratio of 14 times

The proposed dividend of QR 0.10 results in a dividend yield of 5.8%



*Thank
You*