

Walaah Cooperative Insurance Co.
Investors Presentation
Q3 – 30.September.2020






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Company's Profile

Walaah Overview



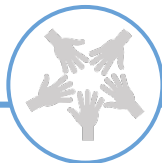
“The Strategic goal of the company is to position itself as one of the leading insurance companies in the Saudi Market, providing all classes of Shariah-compliant insurance products in the general and health insurance sectors, to all cross-sections of society, particularly serving out major corporate clients all around the kingdom.”

Sulaiman A. Al-Kadi – Chairman

Company's Core Values



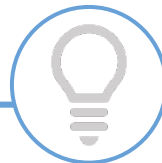
Policy holders are our partners, more than mere customers.



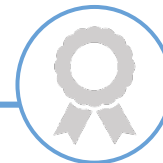
Strive to remain to be insurer of choice for our clients.



Maintain highest standards of professional integrity, transparency and corporate governance.



Achieve better recognition for our service culture.



Maintain and offer consistently excellent standard in Quality.



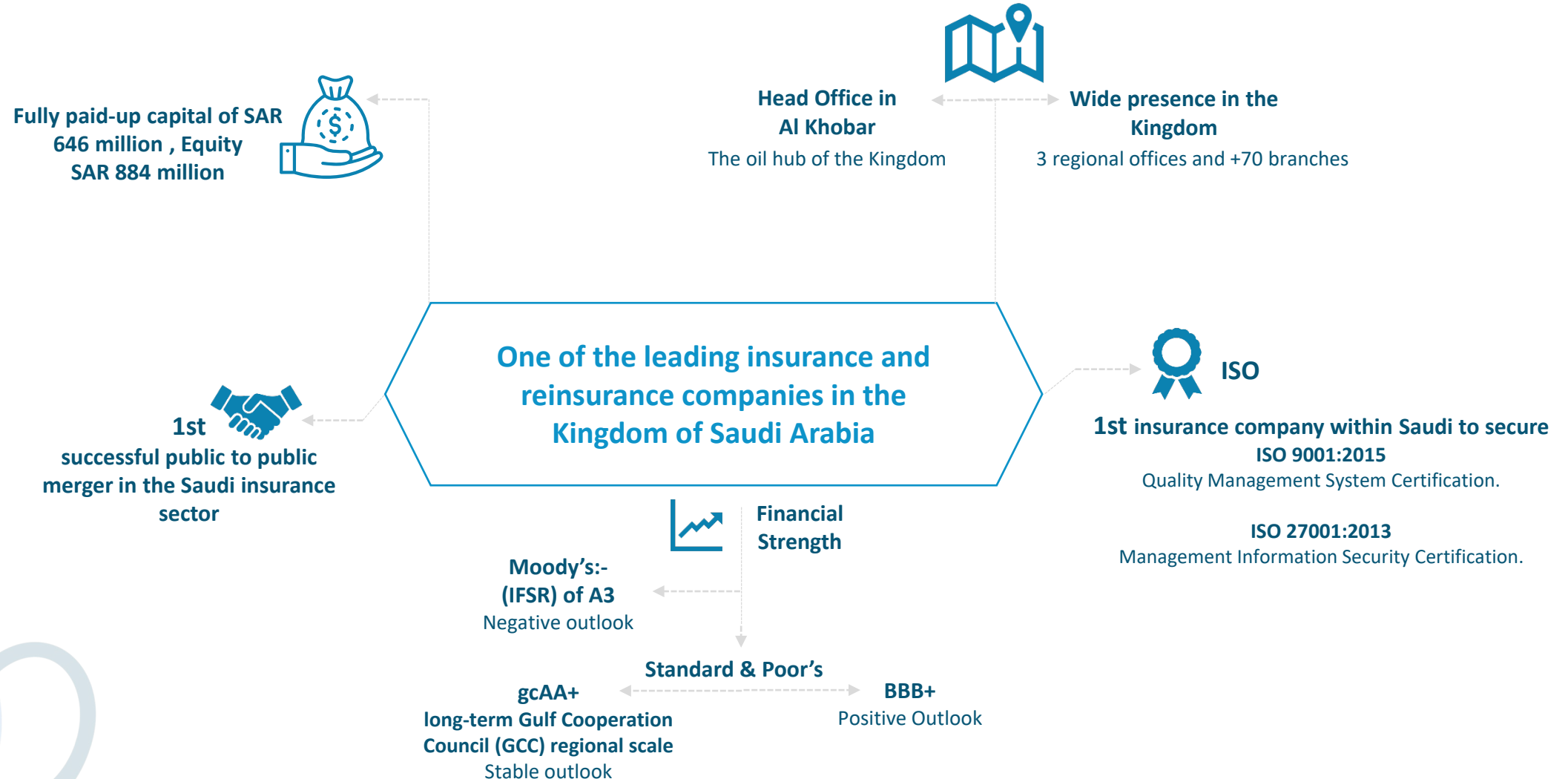
Ensure profitability in core insurance operations.



Offer holistic risk management solutions.


Company's Profile (cont.)

Walaa Overview



Company's Profile (cont.)

Walaa Overview



“Walaa” Stands for Loyalty



Complete range of motor, general & health insurance lines of business




Board Members with diversified industry experience & expertise



Efficient managerial team, backed-up by robust IT systems, internal controls & reporting practices. Well distributed regional presence



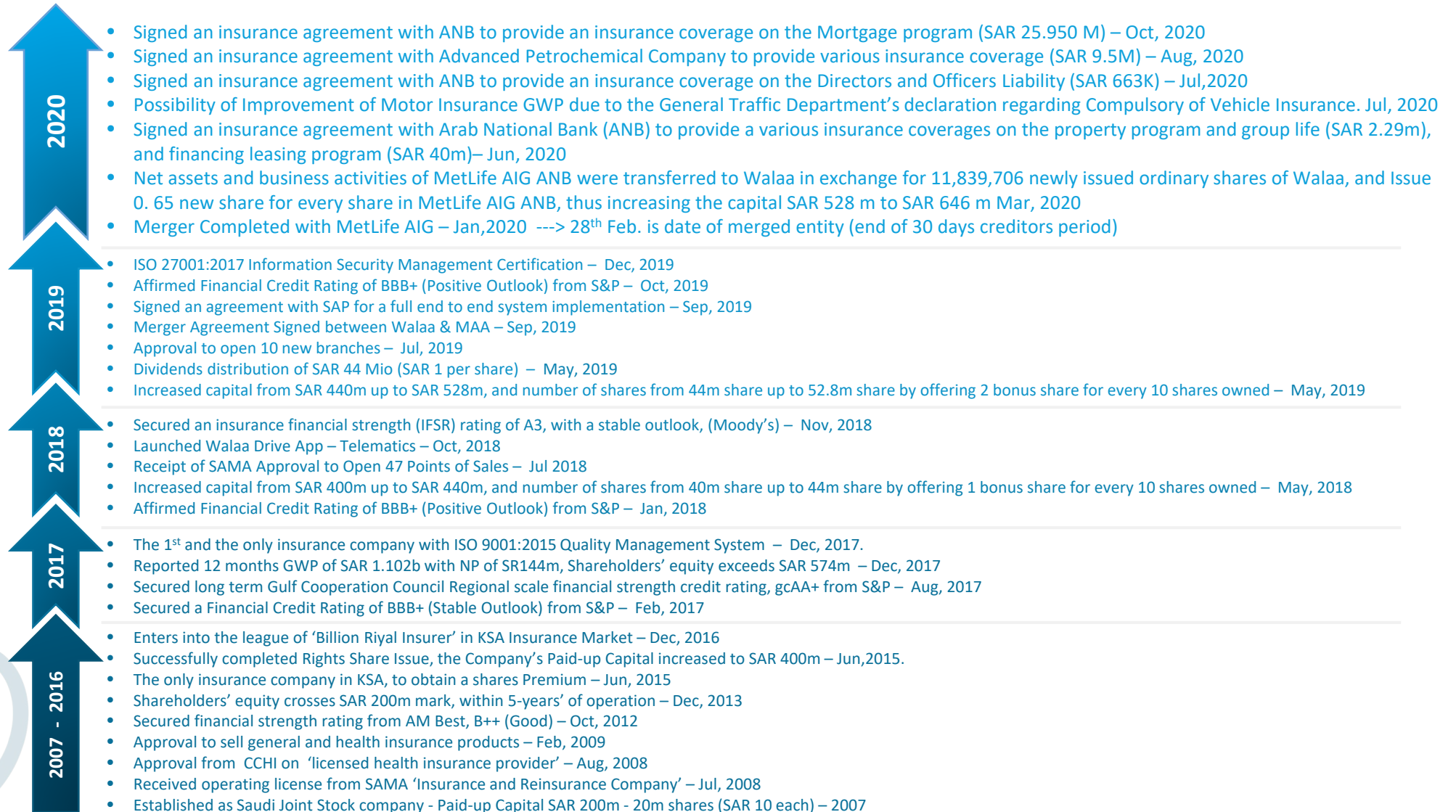
Strong ‘customer-centric’ approach committed to understand growing needs to ‘manage risks’ & offer cost-effective solutions



Saudi Joint Stock Company licensed by SAMA since July, 2008

Company's Time Line

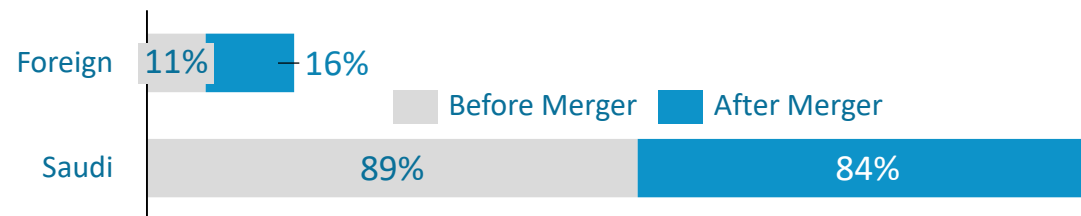
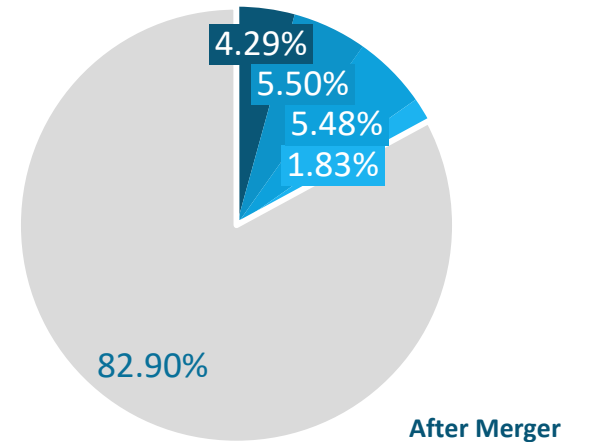
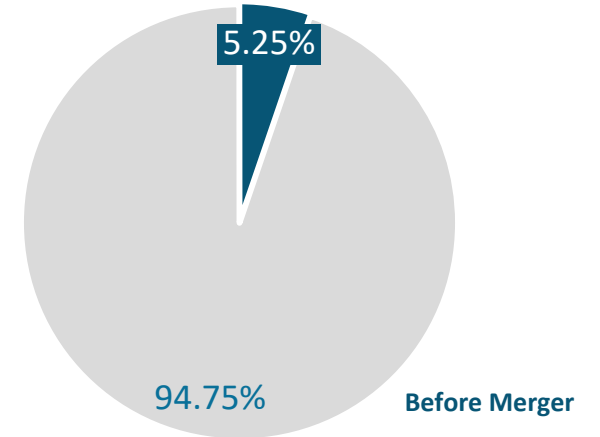
Walaa Overview



Shareholder's Structure

Walaa Overview

Shareholder	Status	Nationality	No. of Shares Held		Holding %'s	
			Before Merger	After Merger	Before Merger	After Merger
IGI, Jordan	Corporate	Foreign	2,772,000	2,772,000	5.25%	4.29%
American Life Insurance	Several	Foreign	-	3,551,911	-	5.49%
Arab National Bank	Several	Saudi	-	3,545,146	-	5.48%
AIG MIA Investment & Services	Several	Foreign	-	1,183,970	-	1.83%
Other Shareholders	Several	Foreign	2,866,198	2,895,735	5.44%	4.48%
		Saudi	47,161,802	50,690,944	89.32%	78.42%
Total			52,800,000	64,639,706	100%	100%



- IGI Jordan
- American Life Insurance
- Arab National Bank
- AIG MIA Investment & Services
- Other Shareholders

Board of Directors

Walaah Overview



**Chairman
Non-Executive**

Suliman A. Al-Kadi

Chairman of the Board

- **Chairman** - Walaah Cooperative Insurance Company.
- **Board Member:**
- Basic Chemicals



**Vice Chairman
Non-Executive**

Khalifa A. Al-Mulheim,

**Chairman of Investment
Committee**

- **Founder and Chairman** - Advanced Petrochemical Co.
- **Chairman** - Al Jazeera Support Services Co.
- **Board Member:**
- Al ittefaq Steel Co.
- National Shipping Co.



**Board Member
Non-Executive**

Wasef S. A. Jabsheh

- **CEO & Founder** - International General Insurance Company.



**Board Member
Non-Executive**

Dr. Suliman A. Al-Towaijri

**Chairman of Executive
Committee**

- **CEO** - The Saudi Arabian Amiantit Company.
- **Board Member:**
- Nadec
- Takween



**Board Member
Non-Executive**

Waleed M. Al-Jaafari

**Chairman of Nomination &
Remuneration Committee**

- **Partner & Chairman of the Board** - Al-Dawaa Medical Services Co. Ltd.
- **Board Member:**
- Advanced Petrochemical

Board of Directors (cont.)

Walaa Overview



**Board Member
Independent**

Abdulrahman A. Balghoneim

**Chairman of Audit
Committee**

- **Managing Partner (Data Science Advisor)** - Advanced Analytics fz llc.
- **Chairman** – Alahsa Development Company
- **Head of Finance and Accounting** - Ajda Food Commercial Company.



**Board Member
Independent**

Hatem F. Balghoneim

- **VP Upstream** - Dynamic Energy.
- **CEO** - Dynamic Oil Tools Manufacturing Company.



**Board Member
Independent**

Abdulaziz S. Al-Sheikh

- **Senior Actuarial Specialist** - Public Pension Agency.



**Board Member
Non-Executive**

Jamil A. Al-Mulheim

**Chairman of Risk
Management Committee**

- **Managing Director** - Takween Advanced Industries.
- **Audit Committee Chairman** – Etihad Etisalat Company (Mobily).
- **Board Member** – Electrical Industries Co.



**Board Member
Independent**

Khalid A. Al-Omran

- **Chairman** - Khalid & Abdulaziz A.Al-Omran Company.
- **Chairman** - Dar Wa Emaar.
- **Board Member:** - Dammam Hotels Company Ltd.



**Board Member
Non-Executive**

Hesham A. AlJabr

- **CEO** - Al Jabr Holding Company
- **Representative of Legal Person (ANB):** Board Member appointed on 31st May 2020.

Board Committees

Walaa Overview



* Appointed External Representatives

Shariyah Advisory Bureau
Externally Appointed

Executive Management

Walaa Overview



CEO

Mr. Johnson Varughese

- A Chartered Accountant with +30 years of professional experience in lead-managerial roles in the region, and has been with Walaa since 2007.
- Prior to assuming this role, Mr. Varughese handled the role of CFO for 5-years.
- Chairman of the Insurance Finance sub-committee.
- Member of the Insurance Executive Committee (IEC).
- Member of SAMA Insurance Advisory Committee.



COO

Mr. Salah M. Al-Jaber

- Having +30 years of experience, with an in depth knowledge of the Saudi insurance market.
- Member of the Finance Committee in the Eastern region Chamber of Commerce.
- Former Chairman of the Insurance Committee in the Eastern region Chamber of Commerce.



CTO

Mr. Wasif Minhas

- Holder of ACII, and ARM with +20 years of experience in core insurance function and has been with Walaa since 2008.
- The core operating areas of Walaa are grouped within the technical areas comprising of underwriting, Claims and Reinsurance.



CFO

Mr. Mohannad Al-Desouki

- Graduated from King Fahd University of Petroleum & Minerals (KFUPM), holding a Bachelor's Degree in Finance, with +9 years of diversified work experience in the Saudi market.
- Continuing Master in Business Administration (MBA)– KFUPM, KSA.
- Certified Project Management Professional (PMP).
- Member of the Insurance Finance sub-committee.



Appointed Actuary

Mr. Syed Raza Haider

- Fellow of the institute and Faculty of Actuaries (UK)
- Qualified actuary with over 22 years of experience in the actuarial profession
- Served 3 terms as member of Protection and Savings Sub-committee of SAMA

Major Client's

Walaah Overview



شركة الرياض العالمية للأغذية



الخطوط الجوية العربية السعودية
SAUDI ARABIAN AIRLINES



روابي Rawabi

RAWABI VALLIANZ OFFSHORE SERVICES



شركة منوة للتجارة والمقاولات
Manwa Trading & Contracting Company

Country Wide Presence

Walaa Overview



+70 locations spread throughout.



+40 Cities within the Kingdom.



Strong and reliable connectivity to the portal of council of Cooperative Health Insurance (CCHI), Mednet / Saudi NextCare (Third Party claim administrator), Najm, Elm, Saudi Payments, and Bank's Portal ensuring that all services are made available online to its valuable clients.



+480 Employees, Saudization +75%

Merger Benefits

Walaa Overview



Increase of the capital of Walaa from SAR **528m** to SAR **646m** (5th largest in the insurance sector).



Increased market share and client base.



Entering into the Protection & Savings (P&S) business, having MAA's previous experience.



Enhanced geographical locations (especially Riyadh the capital of Saudi Arabia).



Signing an Insurance Agreement of **40m** SAR with Arab National Bank to provide an insurance coverage on the auto leasing financing program



Diversified portfolio of General Insurance products (Property Terrorism, Financial Institution Professional Indemnity, Plastic Card Insurance, etc.).



ANB, AIG MIA Investment & Services and American Life Insurance as strategic anchor shareholders.

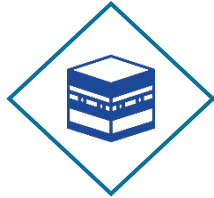


Enhancing Walaa's opportunities to increase its investments returns.

Walaa successfully completed the first merger transaction of insurance industry in KSA on 28 February 2020. This is another first and commendable achievement by the company.

Merger Incentives

Walaa Overview



Hajj & Umrah Business Share

- Walaa will get double profit share of this business effective from Q2 2020 for 3 years
- Approximately per quarter profit share of Walaa will increase from SAR 3.5 M to SAR 7M



Share in NAJM

- Walaa's share in NAJM will get doubled from Q2 2020



Manafeth Business

- Walaa will get double profit share of this business effective from Q2 2020 for 3 years
- Approximately per quarter profit share of Walaa will increase from SAR 0.6 M to SAR 1.2 M



SAMA Fee

- One of the biggest incentive for Walaa is the waiver of SAMA fee from Q4 2020 for 3 years
- Approximately a minimum of SAR 22.5 M savings for Walaa over a period of 3 years

Insurance Products & Services Solutions Summary

Walaa Overview



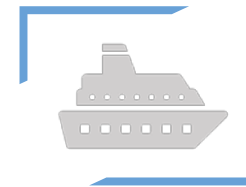
Motor



Medical



Aviation



Marine



Property



Engineering



Energy



**Director's
and Officers
Liability**



**Cyber
Crime**



Miscellaneous



Life



Walaa Business - Approved Products

Walaa Overview



Motor

- Motor Comprehensive-Commercial
- Motor Comprehensive-Private
- Motor Comprehensive-Private



Medical

- Medical Insurance
- Health Insurance - Non CCHI Product



Aviation

- Aviation Hull
- Aviation Liability



Liability

- Pollution Legal Liability
- Comprehensive General Liability
- Medical Malpractice



Engineering

- Contractors All Risk (CAR),
- Contractors Plant and Machinery (CPM)
- Deterioration of stock in cold storage following machinery breakdown (DOS)
- Erection all risk (EAR)
- Loss of profit following machinery breakdown (LoPM)
- Machinery Breakdown (MB)
- Electronic Equipment



Specialized Products

- Energy -Downstream
- Directors and Officers Liability
- Security and Privacy Protection
- Professional Indemnity - Miscellaneous
- Professional Indemnity-Architect and Engineers
- Professional Indemnity-Financial Institutions
- Extended Warranty
- Plastic Card Insurance
- Trade Credit Product



Property

- Fire and Specified Perils
- Property All Risk
- Home Insurance
- Loss of Profit
- Property Terrorism
- SME PERSONAL CARE



Misc. Products

- Fidelity Guarantee
- Workmen's Compensation
- Group Personal Accident
- Money Insurance
- 3D Crime
- Personal Lines Plus



Protection & Savings

- Group Life
- Credit Life
- Pure Protection Plan
- Variable Universal Life



Marine

- Marine Open Cover
- Goods in Transit
- Marine Pleasure Craft
- Marine Cargo

Walaa Business - Products to Launch in Future

Walaa Overview



Financial Lines and
Commercial Crime



Motor Auto
Driven Cars



Banker Blanket
Bond



Performance Bond



Live and
Blood Stocks



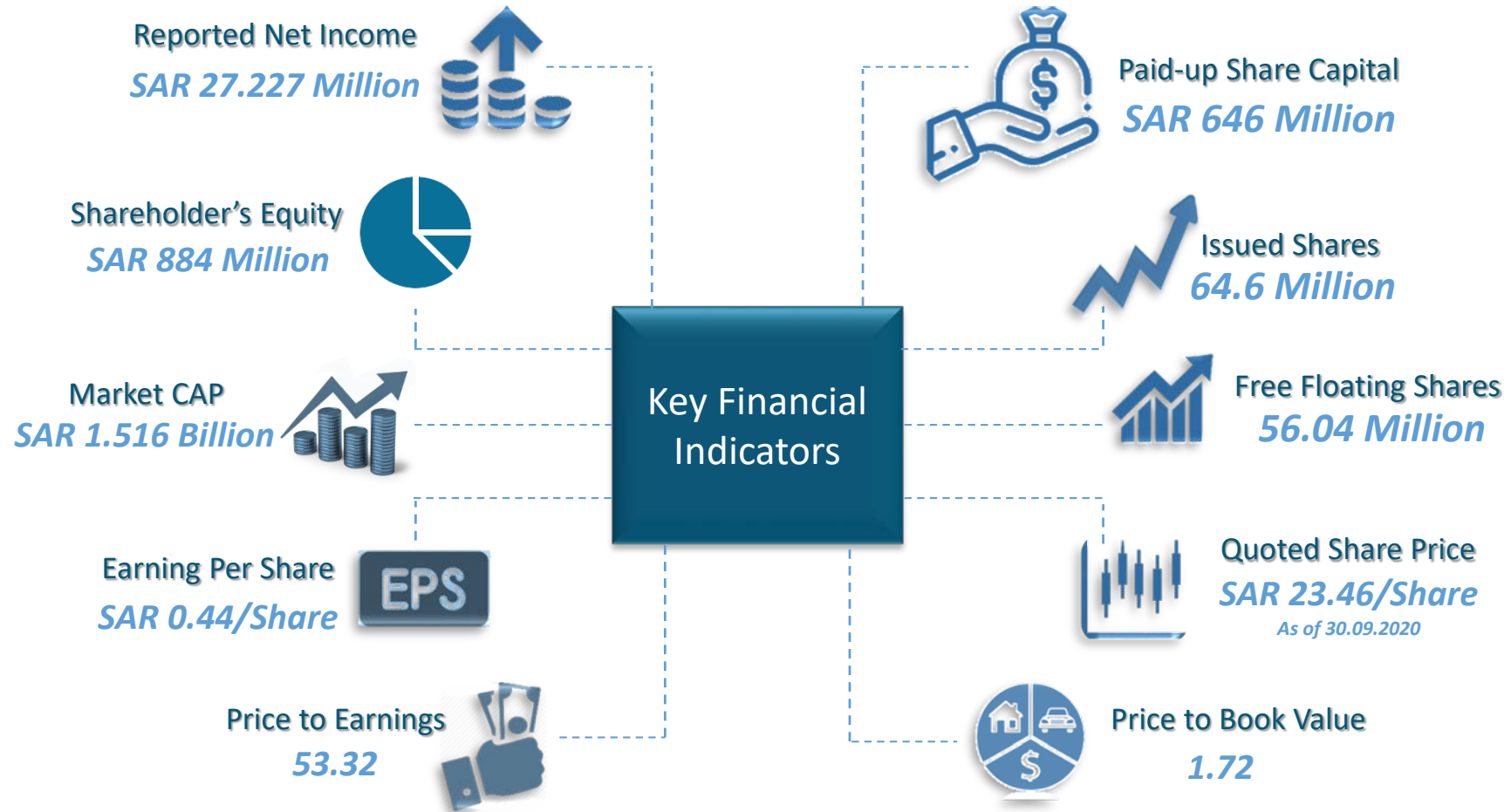
Walaa's Market Position - YTD Q3 2020

(SAR 'm)

Insurance Company's Details			KSA Insurance Market Analysis														
SL	Company's Name	Company's Code	GWP				Net Income Before Zakat				Equity	Price & Market CAP as of 30,September 2020					
			YTD Q3 2020	Rank	Similar Period 2019	Rank	YTD Q3 2020	Rank	Similar Period 2019	Rank		Book Value	Price	P/E Ratio	P/B Ratio	Market CAP	ROE
			SAR'm	#	SAR'm	#	SAR'm	#	SAR'm	#		SAR'm	SAR			SAR	SAR'm
1	Bupa	8210	8,789.37	1	8,420.69	1	738.78	1	570.60	1	3,782.30	31.52	122.80	23.39	3.90	14.74	20%
2	Tawuniya	8010	6,362.42	2	5,879.19	2	408.96	2	225.54	3	2,734.30	21.87	88.90	31.75	4.06	11.11	15%
3	Medgulf	8030	1,934.05	4	2,114.79	3	42.88	6	16.44	11	760.86	9.51	28.35	72.69	2.98	2.27	6%
4	Al Rajhi Takaful	8230	2,160.32	3	1,971.62	4	197.08	3	116.04	2	1,063.02	26.58	80.50	18.17	3.03	3.22	19%
5	Axa Co-operative ins	8250	1,201.43	5	1,173.47	5	125.96	4	79.85	4	827.70	16.55	39.65	18.88	2.40	1.98	15%
6	Walaa Cooperative Insurance Co.	8060	1,044.62	6	856.48	6	42.80	7	9.29	20	883.79	13.67	23.46	53.32	1.72	1.52	5%
7	Allianz	8040	531.84	11	813.72	7	(14.88)	25	26.32	8	724.26	12.07	24.90	NA	2.06	1.49	-2%
8	Saico	8100	665.86	8	696.18	8	39.64	8	8.77	16	343.84	11.46	20.10	18.16	1.75	0.60	12%
9	Saudi Re	8200	857.98	7	676.50	9	35.07	10	56.16	5	900.16	11.11	13.26	42.77	1.19	1.07	4%
10	Malath	8020	617.02	10	636.46	10	10.62	14	2.65	22	464.76	9.30	21.00	2,100.00	2.26	1.05	2%
11	Trade Union	8170	510.44	13	628.09	11	80.75	5	47.26	6	551.49	13.79	23.14	12.93	1.68	0.93	15%
12	Wataniya	8300	641.85	9	609.69	12	1.66	21	(12.83)	23	253.33	12.67	56.30	NA	4.44	1.13	1%
13	ACIG	8150	376.46	16	404.32	13	8.51	18	5.12	18	152.65	10.83	42.30	117.50	3.91	0.60	6%
14	Arabian Sheild	8070	427.14	14	400.21	14	33.36	11	11.86	15	456.52	15.22	24.06	30.08	1.58	0.72	7%
15	Gulf Unon	8120	383.03	15	390.24	15	(5.68)	24	(26.73)	26	140.76	9.38	22.10	NA	2.36	0.33	-4%
16	Salama	8050	339.94	17	383.56	16	9.60	17	(64.27)	31	207.70	8.31	23.54	117.70	2.83	0.59	5%
17	Al Sagr	8180	302.29	18	317.36	17	(75.69)	31	(32.66)	29	316.22	7.91	17.22	NA	2.18	0.69	-24%
18	Solidarity	8290	281.02	20	281.04	18	(20.78)	28	(42.11)	30	188.89	7.56	19.60	NA	2.59	0.49	-11%
19	Al Arabia Insurance(AICC)	8160	283.36	19	276.44	19	10.14	15	(37.13)	28	221.47	8.36	19.04	100.21	2.28	0.50	5%
20	Al Inma Tokio Marine	8312	265.78	22	264.12	21	3.67	20	(24.50)	25	208.31	6.94	22.06	735.33	3.18	0.66	2%
21	Buruj	8270	178.75	26	248.10	22	(2.22)	22	10.63	17	436.48	14.55	30.55	NA	2.10	0.92	-1%
22	Gulf General Insurance	8260	241.40	23	219.29	23	14.84	13	8.57	14	171.02	8.55	23.48	37.87	2.75	0.47	9%
23	CHUBB	8240	187.07	25	180.00	25	31.70	12	22.50	9	346.35	17.32	34.90	29.08	2.02	0.70	9%
24	Al Ahli Takaful	8130	187.53	24	173.29	26	6.96	19	10.84	13	244.54	14.67	36.80	245.33	2.51	0.61	3%
25	Al Alamiya	8280	136.48	30	168.09	27	9.96	16	20.47	10	412.86	10.32	27.65	307.22	2.68	1.11	2%
26	Al Ahlia Insurance	8140	139.81	28	139.35	28	(2.84)	23	(24.75)	24	71.98	5.85	17.28	NA	2.95	0.21	-4%
27	Sabb Takaful	8080	137.69	29	108.77	29	(17.49)	26	(6.63)	21	299.91	8.82	29.60	NA	3.36	1.01	-6%
28	Jazeera Takaful	8012	146.81	27	69.41	30	35.44	9	26.69	7	468.96	13.40	24.96	25.42	1.86	0.87	8%
30	Amana	8310	272.61	21	187.76	24	(23.50)	30	(33.89)	27	133.65	5.57	39.90	NA	7.16	0.96	-18%
31	United Co-op Assurance Co.	8190	517.91	12	267.58	20	(17.70)	27	9.32	12	353.91	8.85	16.12	NA	1.82	0.64	-5%
32	Enaya	8311	133.33	31	53.77	31	(22.12)	29	(78.18)	19	125.22	8.35	30.00	NA	3.59	0.45	-18%
Total Market			30,255.59		29,009.56		1,685.49		901.24		18,247.20						

Key Financial Indicators - YTD Q3 2020

Key Financial and Operating Highlights - ("SAR")



10 Years Financial Performance

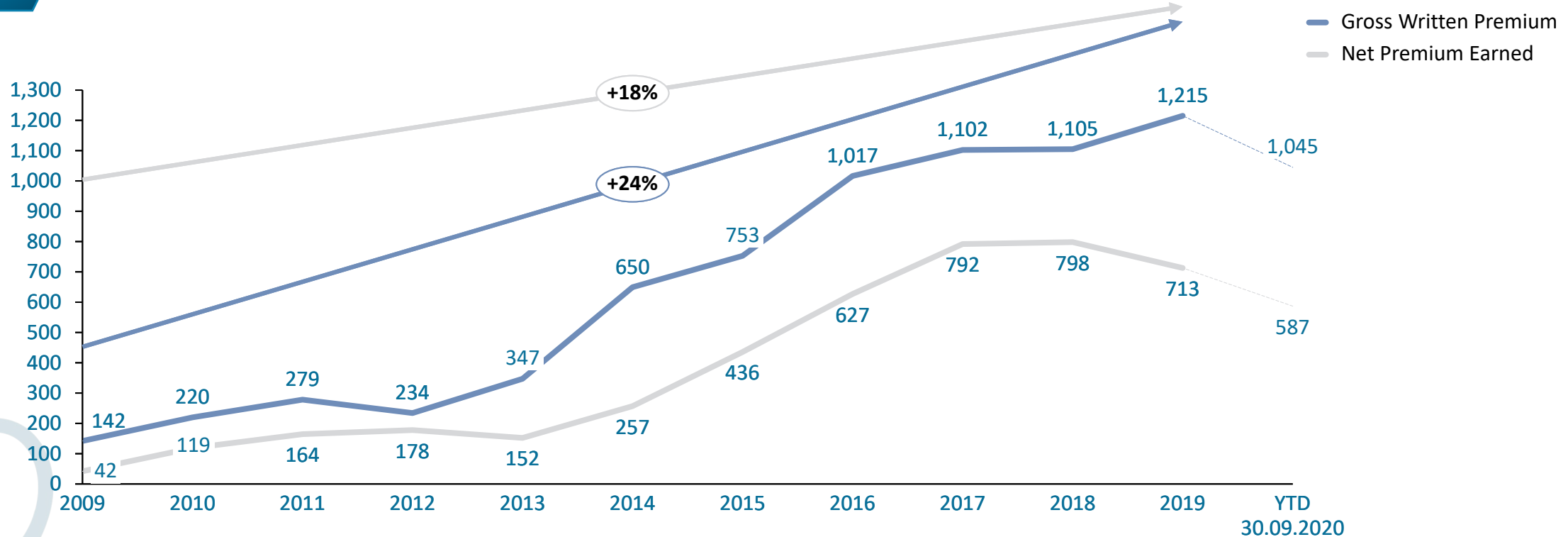
Key Financial and Operating Highlights - ("SAR, millions")



The Company's reported Gross Written Premium (GWP) and Net Earned Premiums (NEP) are the prime drivers of its performance measure.

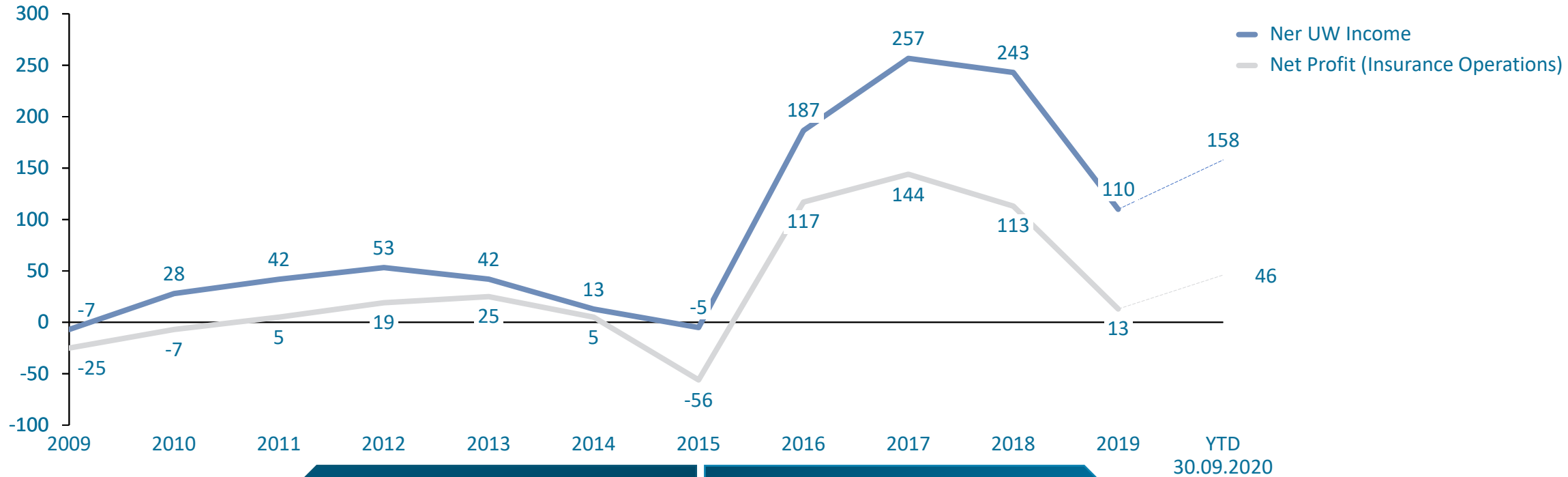



Walaa continued with a stable growth over the last 10-years, until it crossed the 1.2 Billion mark of GWP in 2019 and crossed 1 Billion mark of GWP in the 3rd quarter of 2020.



10 Years Financial Performance

Key Financial and Operating Highlights - ("SAR, millions")

Underwriting income represents its performance from core insurance operations, while Net Surplus considers operating expenses and investment income.



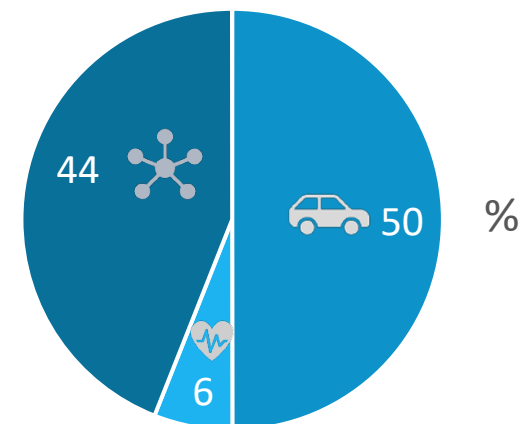
Over the last few years, Walaa has overcome several operating challenges and constraints to position itself at good levels of operating performance.

Financial Results

Insurance Operations Performance by Lines of Business - ("SAR, millions")

Line Item	2015	2016	2017	2018	2019	Q1 2020	Q2 2020	Q3 2020	For the Nine Months Ended September 30, 2020						
									Motor	Medical	Property	Eng.	P&S	Other	Total
Gross Premium Written	753.0	1,016.7	1,012.3	1,104.6	1,215.4	334.0	298.1	412.6	525.2	67	223.6	83.5	5.4	140	1,044.6
Net Premium Written	539.3	754.8	841.6	731.1	735.5	240.9	196.1	177.1	522.3	55.5	3.8	4.5	1.9	26.1	614
Net Premium Earned	448.7	627.1	792.1	798.3	712.9	189.2	196.1	201.6	482.5	74.7	2.6	3	0.9	23.2	586.9
Reinsurance Commission and Other UW Income	20.7	25.3	23.1	32.5	26.6	8.1	17.6	15.6	4.1	2.3	11.4	8.4	1	14	41.2
Total Revenues	469.4	652.4	815.2	830.9	739.5	197.2	213.7	217.2	486.6	77	14	11.4	1.9	37.2	628.1
Gross Claims Paid & Surrenders and Maturities	(382.4)	(363.7)	(501.0)	(517.4)	(597.8)	(159.5)	(84.6)	(175)	(304.7)	(63.8)	(1.9)	(13.9)	(13.7)	(21.1)	(419.1)
Net Claims Incurred	(383.0)	(406.0)	(453.2)	(480.2)	(561.0)	(172.5)	(81.3)	(139.8)	(327.8)	(62)	0.1	(0.5)	(0.07)	(3.3)	(393.6)
Policy Acquisition Cost & other UW Expenses & Other reserves	(91.5)	(60.0)	(105.2)	(107.7)	(68.5)	(2.1)	(66.8)	(7.9)	(59.3)	(4.4)	(3.3)	(2.8)	0.0	(7.1)	(76.7)
Net Underwriting Income	(5.2)	186.4	256.7	243.0	110.0	22.6	65.6	69.5	99.5	10.6	10.8	8.1	1.8	26.8	157.7
Total Other Operating Expenses	(54.2)	(62.5)	(91.6)	(131.3)	(85.5)	(34.4)	(34.2)	(41.6)							(110.2)
Total Income/(Loss) for the Period Before Tax and Zakat and Surplus Distribution.	(59.3)	124.0	165.1	111.7	24.5	(11.7)	31.3	27.9							47.5

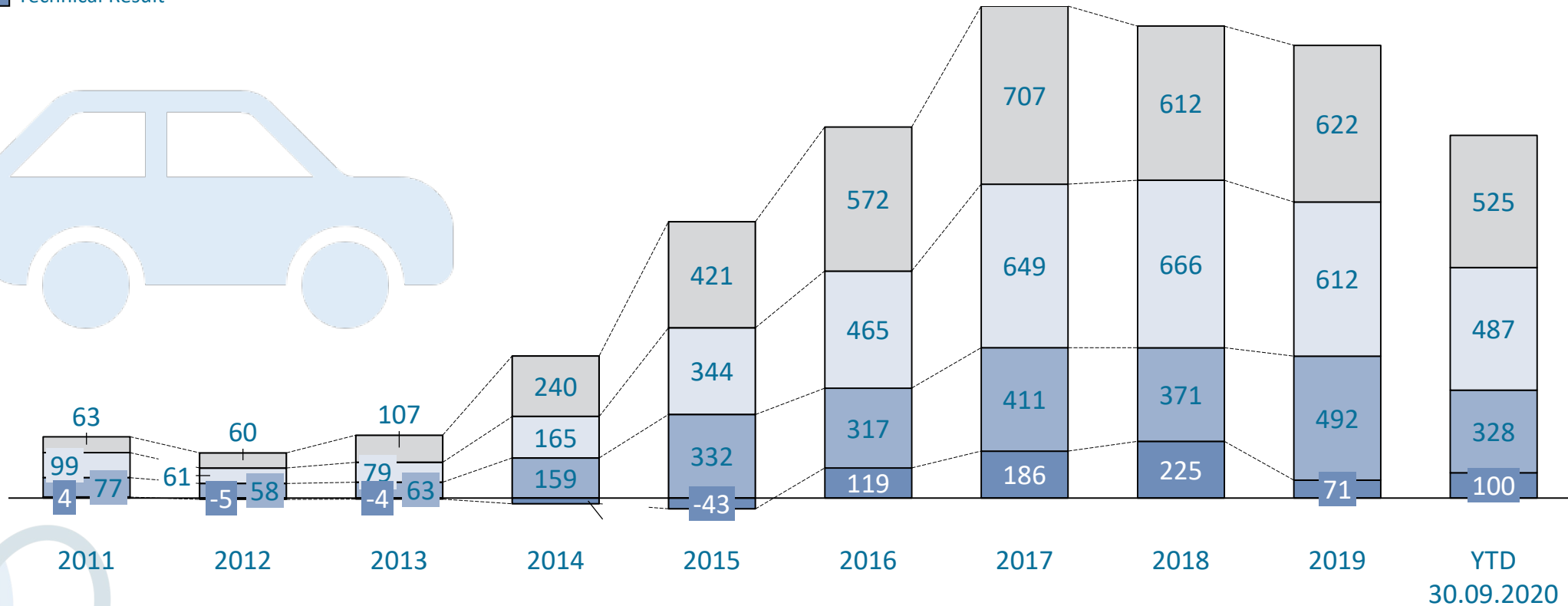
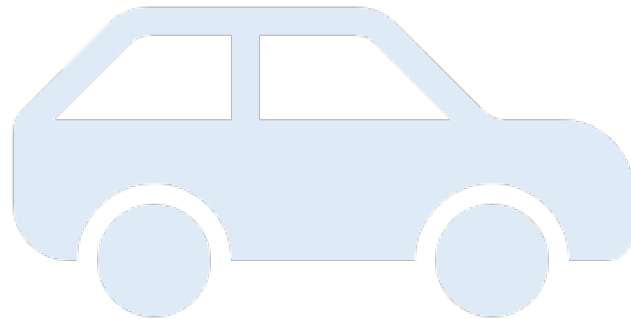
- Motor
- Health
- General



Segmental Analysis - Motors

Key Financial and Operating Highlights - ("SAR, millions")

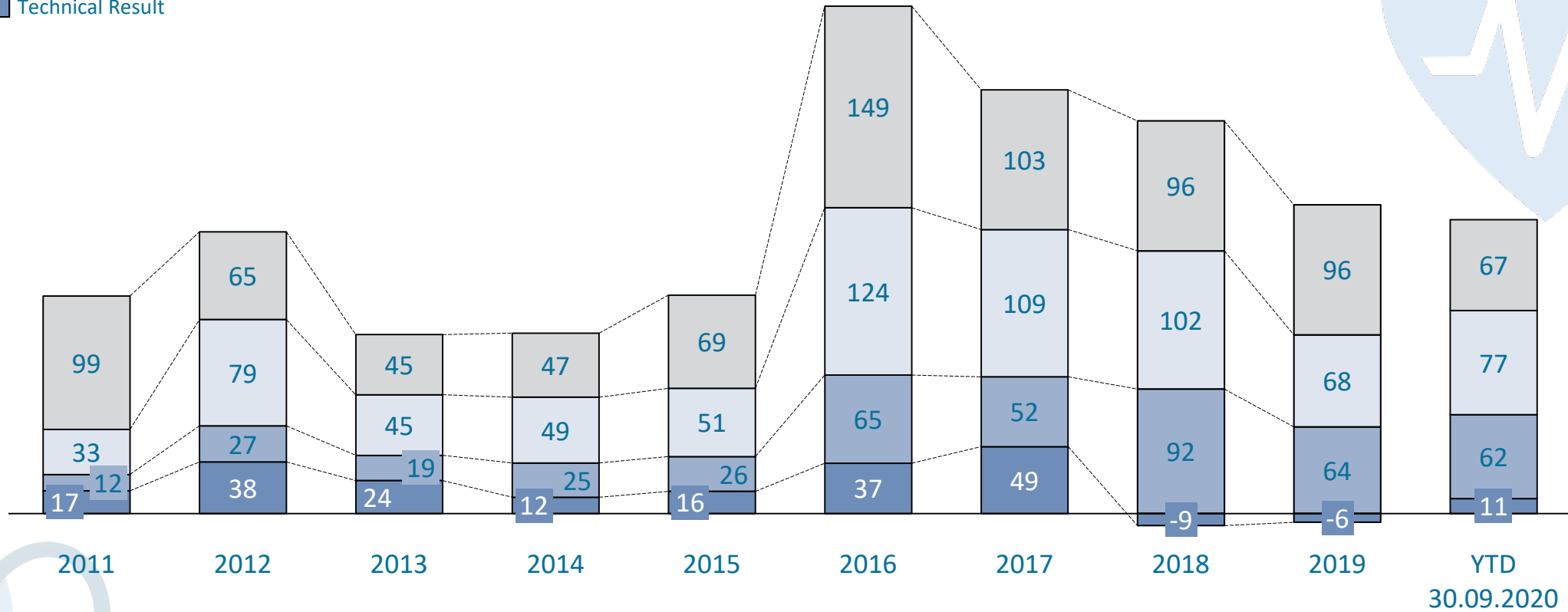
- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result



Segmental Analysis - Medical

Key Financial and Operating Highlights - ("SAR, millions")

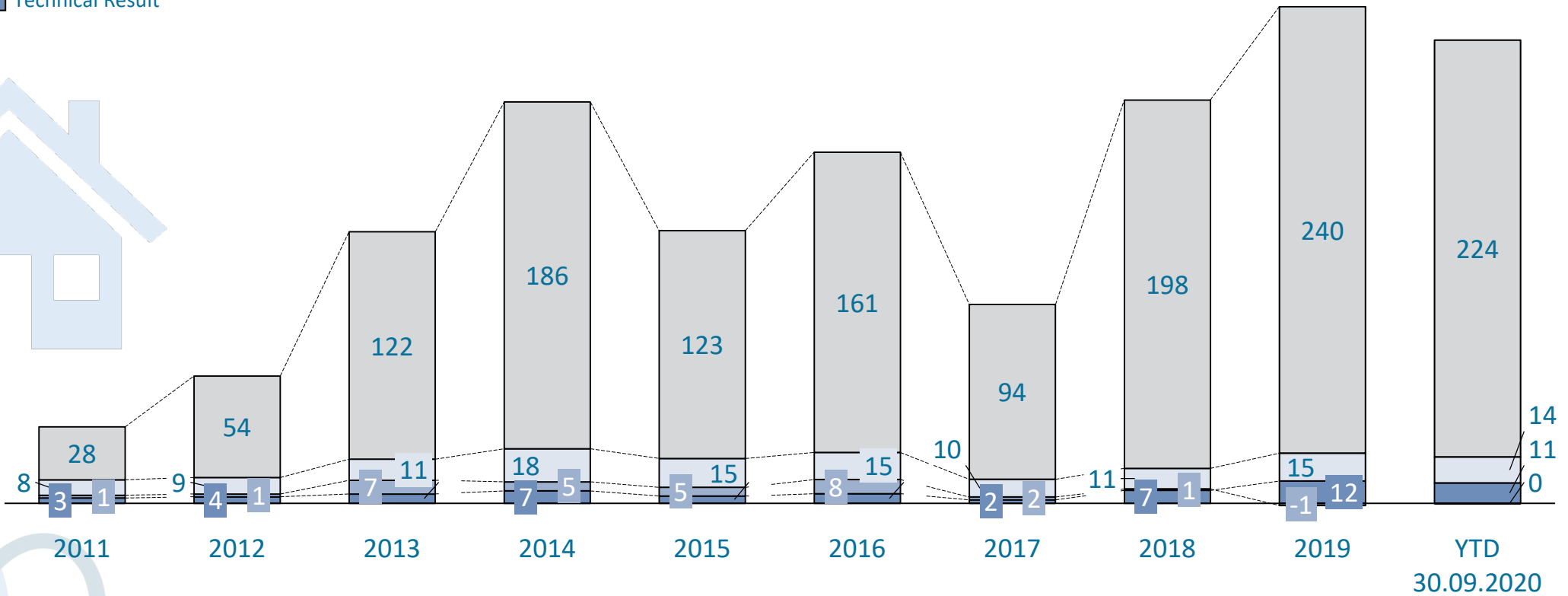
- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result



Segmental Analysis – Property

Key Financial and Operating Highlights - (“SAR, millions”)

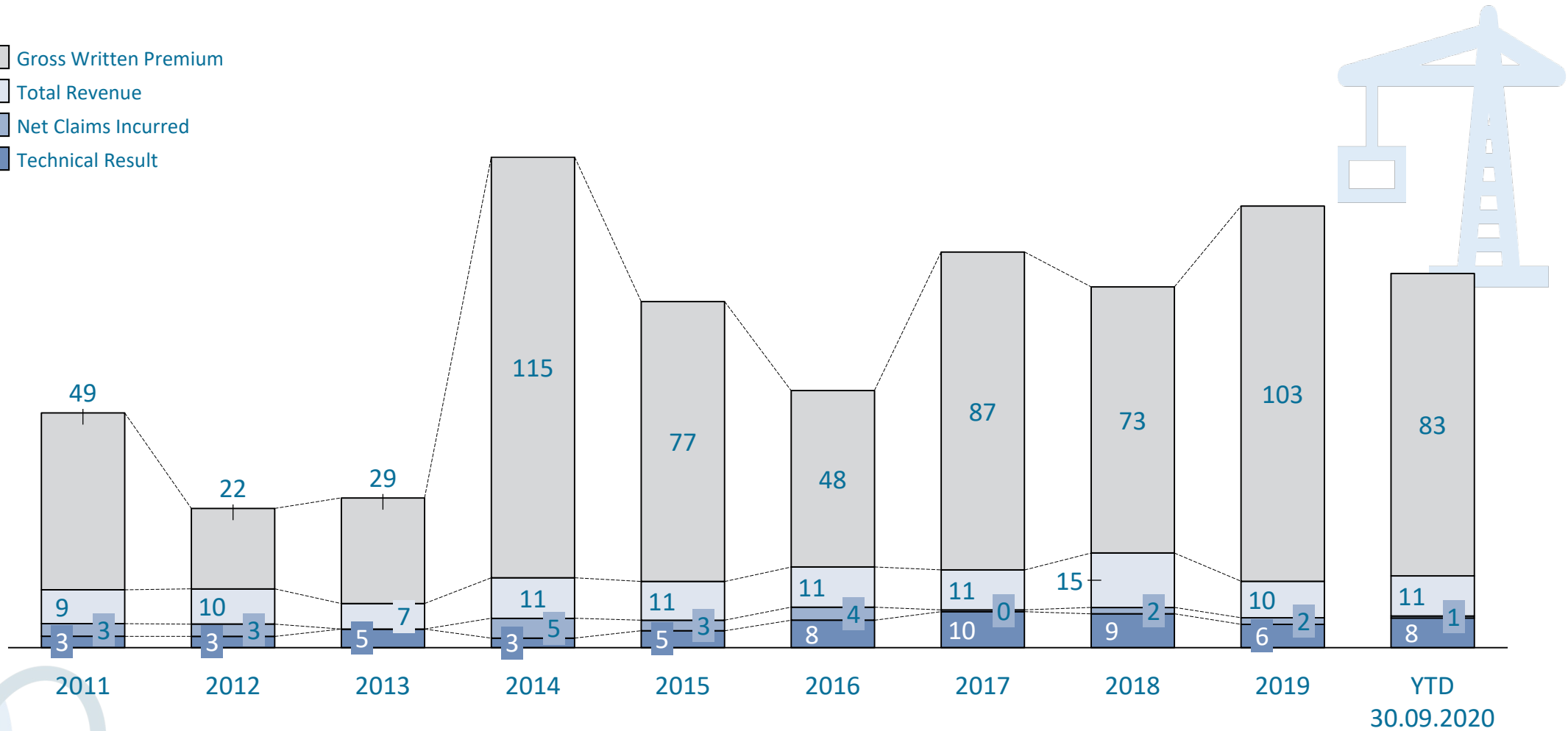
- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result



Segmental Analysis – Engineering

Key Financial and Operating Highlights - (“SAR, millions”)

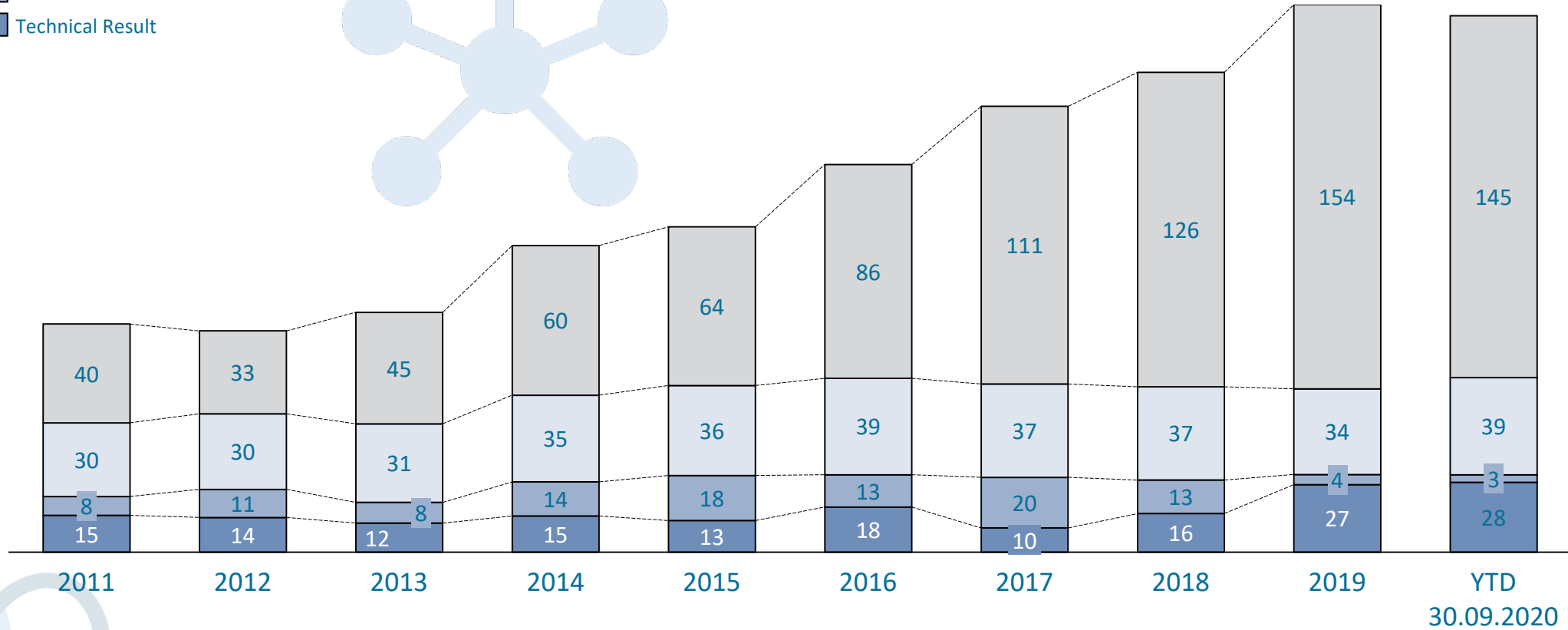
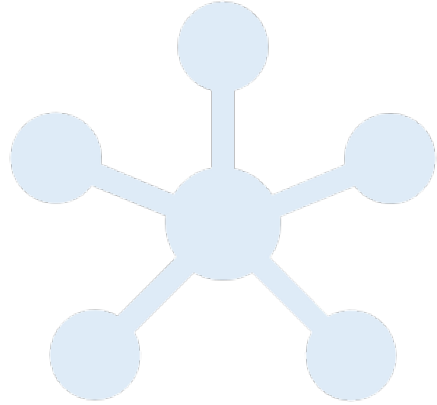
- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result



Segmental Analysis – Others

Key Financial and Operating Highlights - (“SAR, millions”)

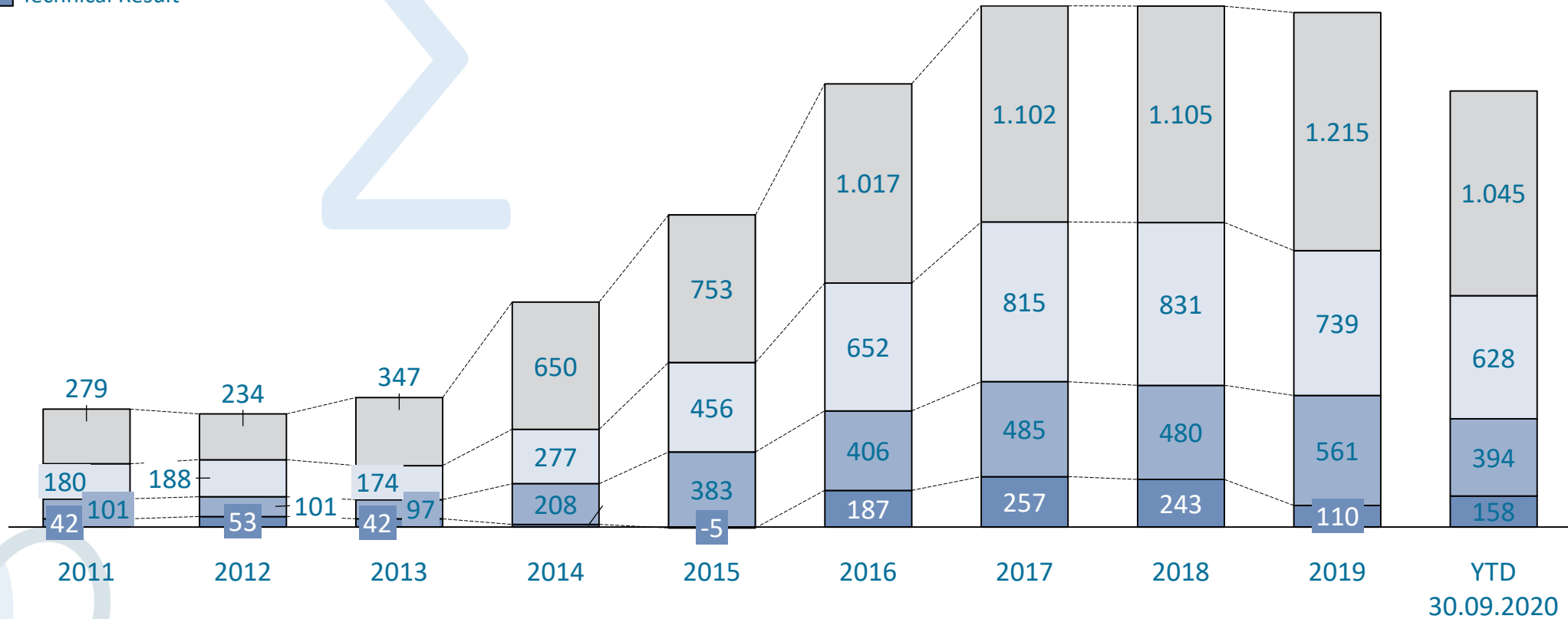
- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result



Segmental Analysis – Total

Key Financial and Operating Highlights - (“SAR, millions”)

- Gross Written Premium
- Total Revenue
- Net Claims Incurred
- Technical Result

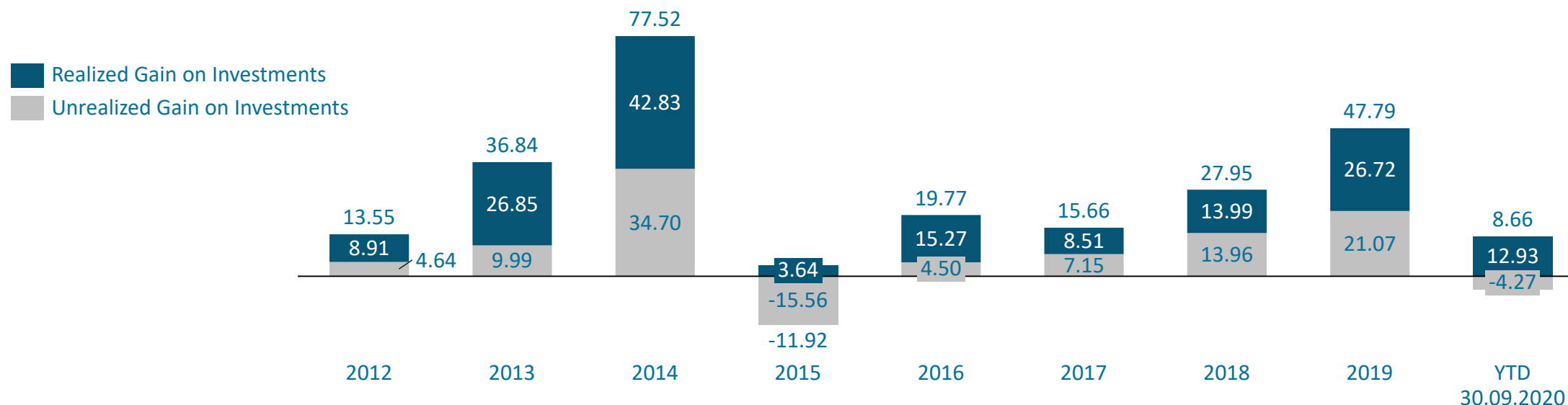


Investment Income

Key Financial and Operating Highlights - ("SAR, millions")



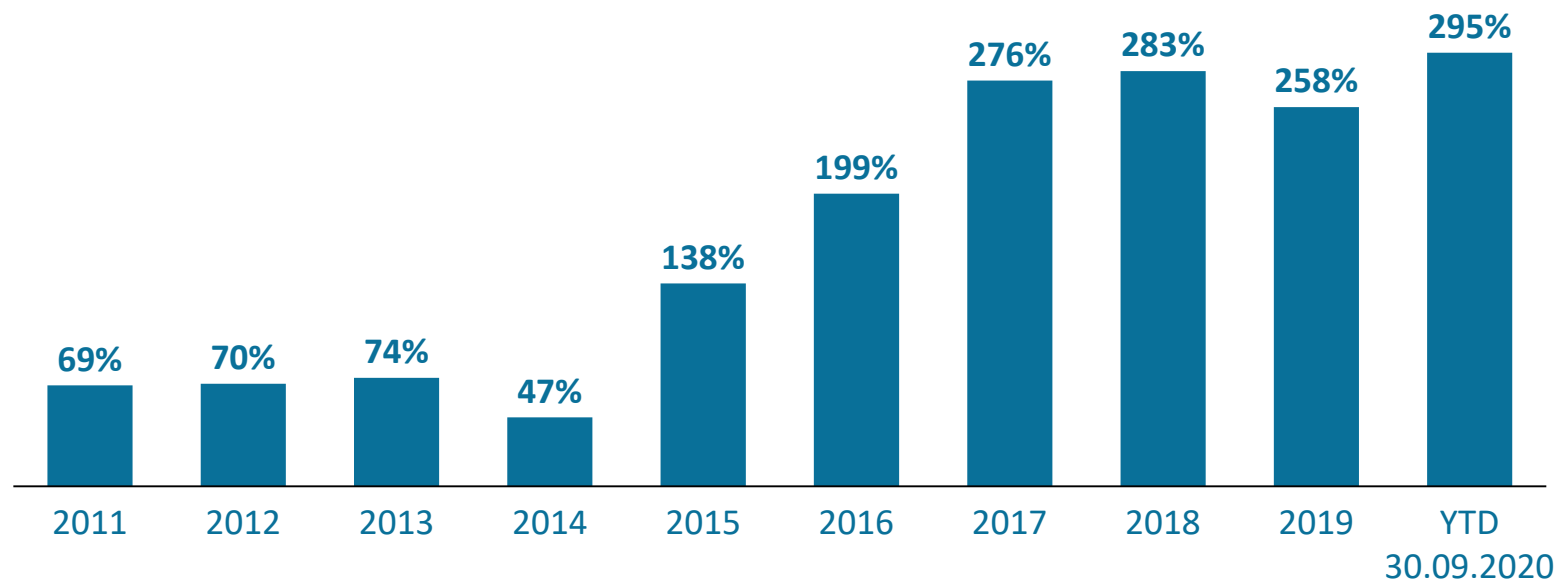
- The company realized large gains during FY2013&14 from the sale of investments in Saudi Equities.



Investment Income									
	2012	2013	2014	2015	2016	2017	2018	2019	YTD 30.09.2020
Realized Gain on Investments	8.91	26.85	42.83	3.64	15.27	8.51	13.99	26.72	12.93
Unrealized Gain on Investments	4.64	9.99	34.70	(15.56)	4.50	7.15	13.96	21.07	(4.27)
Total Realized & Unrealized Gains	13.55	36.84	77.52	(11.92)	19.77	15.66	27.95	47.79	8.66

Solvency

Key Financial and Operating Highlights - ("SAR, millions")

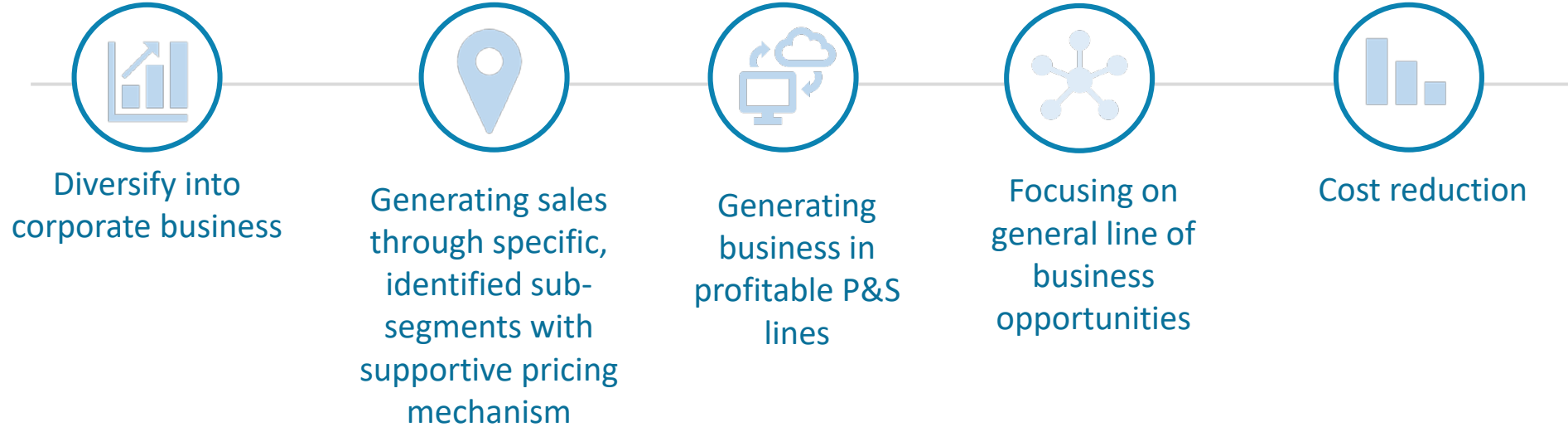


	2011	2012	2013	2014	2015	2016	2017	2018	2019	YTD 30.09.20 20
Net Admissible Assets	137	140	148	94	276	398	552	565	516	697
Required Margin	200	200	200	200	200	200	200	200	200	236
Solvency Margin Excess/(Deficiency)	(63)	(60)	(52)	(106)	76	198	352	365	316	461
Solvency %	69%	70%	74%	47%	138%	199%	276%	283%	258%	295%

2020 Challenges!

- ① Over Coming COVID-19 impact.
 - ① Reduction in individual Motor sales during lock down period.
 - ① Loss of Haj & Umrah business during Q2-Q3.
 - ① Reduction in Manfeth profit share.
 - ① Loss of Travel business .
 - ① Slowdown in overall economic operations.
 - ① Difficulties in collection and increase in default rates.
- ① Aggressive competition on Motor individual pricing.
- ① VAT on Unearned Premium Receivable (UPR) was applied on July 2020, and will have an impact on doubtful debts leading to a reduction in operation results.
- ① Medical Retail (SME) is a price driven segment. Awareness have been created in market and utilization is increased significantly even for this segment, however the market prices have not adjusted accordingly.

Income Results – SAR 'm	YTD Q3 2020	Similar Period 2019
Gross Written Premium	1,045	856
Net Written Premium	614	536
Net Earned Premium	587	531
Net Claims Incurred	394	418
Net Underwriting Income	158	83
Commission Income From Deposits	11	19
General & Administrative Expenses	(103)	(90)
Zakat & Income Tax	(16)	(8)
Net Income	27	0.7



Looking Ahead

As a responsible Insurer, Walaa aims to achieve holistic growth in its business profile – keeping in mind the following aspects:

- ⦿ Expected opportunities from Motor Leasing Business, Protection & Savings, Health, Inherent Defects Insurance (IDI), and Inward Re-Insurance business.
- ⦿ Sustained top line growth through diversification into Protection and Savings line and corporate business, while ensuring stable growth in reserves and earnings.
- ⦿ Increase market share and stay within the top-6 range.
- ⦿ Adopt advanced marketing and selling strategies and encourage cross-selling.
- ⦿ Maintaining the Financial Strength Rating.
- ⦿ Finalization of ISO 45001 Occupational Health & Safety Management System (OHSMS) and ISO 22301 Business Continuity Management System (BCMS) certificates.
- ⦿ Address Environmental, Social, and Governance (ESG) initiatives.
- ⦿ Address Corporate Social Responsibility areas.

Looking Ahead (cont.)



Motor

- Recovery of Retail Motor Third Party through detailed pricing framework
- Develop and grow on Motor Comprehensive Leasing Program
- Expanded Retail Motor Comprehensive offering with product differentiation



Property & Casualty

- Initialization of Retail Property & Casualty



Protection & Savings

- Individual P&S to be initiated through Bancassurance, Worksite and Branches in phases
- Segment-Based Group Credit Life plan
- Group Savings and Pensions to be developed and launched



Medical

- Selective growth and development strategy in Group Medical
- Focus on claims management and customer experience
- Sale online and through aggregator for simple Class-C Limited medical policies



شركة ولاء للتأمين التعاوني
Walaa Cooperative Insurance Co.

Income Statement – YTD 30.09.2020

Key Financial and Operating Highlights - ("SAR, millions")

Income statement	Actuals					
	2015	2016	2017	2018	2019	YTD Sep,2020
INCOME						
Gross Written premium	753.0	1,016.6	1,102.3	1,105.0	1,215.4	1,044.6
Net earned premium	435.7	627.1	792.1	798.3	712.9	586.9
Reinsurance Commission & other UW income	20.7	25.3	23.1	32.5	26.6	41.3
Total Revenues	456.4	652.4	815.2	830.9	739.5	628.1
Underwriting Costs and Expenses						
Net claims incurred	(383.0)	(406.0)	(453.3)	480.2	561.0	393.6
Other reserves	(14.6)	31.2	2.7	21.1	(0.2)	21.9
Policy Acquisition cost	(45.3)	(62.4)	(73.4)	71.6	46.0	34.3
Other underwriting expenses	(18.6)	(28.8)	(34.5)	9.7	22.7	20.6
Total Underwriting Expenses	(461.5)	(465.9)	(558.5)	587.9	629.5	470.5
Net Underwriting Income	(5.1)	186.5	256.7	243.0	110.0	157.7
Total Other Operational Expenses	(54.2)	(62.5)	(91.6)	(129.5)	(96.6)	(111.2)
Net Operational Surplus/(deficit)	(59.3)	124.0	165.1	113.5	13.4	46.5
Surplus / (deficit) Transferred To Shareholders	(59.3)	111.6	148.6	102.1	12.1	41.8
Net Investment Income	1.3	6.2	4.3	4.5	16.4	10.8
Realized fair value changes on invest.	2.3	2.7	(4.8)	-	-	-
Shareholders' expenses	(0.6)	(3.2)	(6.4)	(6.3)	(5.3)	(9.8)
Zakat and income tax	(4.0)	(9.0)	(13.0)	(14.8)	(1.8)	(15.6)
Net Shareholders' Income After Zakat	(60.3)	108.3	128.7	85.5	21.4	27.2
Unrealized fair value change on investments	(15.6)	4.5	7.1	13.9	21.1	(4.3)
Total Comprehensive Income	(75.8)	112.8	135.8	99.5	42.4	23.0

Statement of Financial Position – YTD 30.09.2020

Key Financial and Operating Highlights - ("SAR, 000's")

Statement of Financial Positon	Actuals					
Assets	2015	2016	2017	2018	2019	YTD Sep, 2020
Cash and Cash equivalents	373.2	594.4	689.5	654.0	560.9	714.0
Short term Deposits	-	-	-	-	130.0	-
Receivables	112.8	108.6	127.3	202.4	150.1	327.1
Reinsurance Share of Unearned Premums	118.4	136.6	130.2	195.6	274.1	310.9
Reinsurance Share of Outstanding Claims	177.0	150.8	152.7	124.6	97.8	173.7
Reinsurance Share of Claims IBNR	-	-	-	41.5	44.2	49.8
Reinsurance Share of Mathematicak Reserves	-	-	-	-	-	142.2
Deffered Policy Acquisition Costs	22.8	32.5	37.0	23.6	16.7	28.2
Prepaid expenses and other Assets	33.6	43.7	31.7	34.1	49.2	80.1
Property and Equipment	4.8	9.7	9.2	9.4	17.4	15.2
Intangible Assets	-	-	-	1.3	1.1	1.4
Due from Shareholders' Operations	1.3	-	-	-	-	-
Accrued Commission Income	-	-	-	1.8	0.2	-
Policyholders' Assets Sub-Total	843.9	1,076.3	1,177.8	1,288.3	1,341.8	1,842.6
Cash and Cash Equivalents	214.0	289.9	445.2	468.3	-	-
Deposits	-	-	-	-	211.1	267.3
Investment	124.7	149.6	136.8	162.9	404.2	451.2
Accrued Income	1.9	-	2.1	2.7	4.8	3.8
Accrued Income on Statutory Deposits	-	-	-	4.3	5.6	9.9
Statutory Reserve	-	2.1	3.2	44.0	52.8	64.6
Prepaid Expenses	-	-	-	-	-	4.9
Due from Insurance Operations	-	19.9	15.1	26.5	12.3	61.5
Goodwill	-	-	-	-	-	57.5
Shareholders Assets Sub- Total	340.6	461.6	602.4	708.7	690.9	920.8
Total Assets	1,184.5	1,537.9	1,780.1	1,997.0	2,032.7	2,763.4

Statement of Financial Position (cont.) – YTD 30.09.2020

Key Financial and Operating Highlights - ("SAR, 000's")

Statement of Financial Position		Actuals				
Liabilities	2015	2016	2017	2018	2019	YTD Sep, 2020
Accounts Payable	29.1	38.5	24.4	29.1	36.1	46.5
Reinsurance Payable	10.0	15.7	61.8	140.9	173.4	237.0
Unearned Premiums and Commission	359.8	502.5	548.3	549.1	651.9	732.9
Outstanding Claims and IBNR	359.0	430.3	416.5	379.3	333.2	428.2
Accrued Expenses and other Liabilities	41.5	43.7	72.1	115.1	96.8	129.6
Other Technical & Additional Premium Reserves	42.4	11.2	8.5	34.9	34.7	56.6
Gross Mathematical Reserves	-	-	-	-	-	142.2
Due to Shareholders Operations		19.9	15.1	26.5	12.3	61.5
Policyholders' Share of Surplus	2.2	14.6	31.1	13.5	3.5	8.1
Policyholders' Liabilities Sub-Total	843.9	1,076.3	1,177.7	1,288.3	1,341.8	1,842.6
Accrued Expenses	-	0.2	2.1	5.0	0.4	4.2
Taxes and Zakat Payable	15.3	23.7	25.7	28.5	15.6	22.9
Due to Insurance Operations	1.3	-	-	-	-	-
Accrued Income on Statutory Deposits	1.4	2.1	3.2	4.3	5.6	9.9
Shareholders' Liabilities	17.9	26.1	31.0	37.8	21.6	37.0
Share Capital	400.0	400.0	400.0	440.0	528.0	646.4
Share Premium	30.1	30.1	30.1	30.1	30.1	103.3
Statutory Reserve	-	6.0	31.7	48.8	53.1	53.1
Accumulated Surplus / (Deficit)	(78.4)	23.9	126.9	155.3	40.4	67.6
Fair Value Reserve	(29.0)	(24.5)	(17.4)	(3.4)	17.7	13.4
Shareholders' Equity	322.7	435.5	571.4	670.8	669.3	883.8
Total Shareholder's Liabilities and Equity	340.6	461.6	602.4	708.7	690.9	920.8
Total Liabilities and Equity	1,184.5	1,537.9	1,780.1	1,997.0	2,032.7	2,763.4