

**From Origin
to Excellence**



**Investor Presentation
April 2014**

SHAFAFIYAH

FORUM 2014

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We accomplished what we Promised.



"Double Digits"
Growth Mode

10%

Growth in
Net Profit

11%

Growth in
**Net Investment
Income and
Net Technical
Reserves**

13%

Growth in
**Total
Investment
Portfolio**

**Maintain
Leadership**

- ❖ Maintaining leadership position in Kuwait for the 13th consecutive year.
- ❖ Ranked number 11 out of 345 companies in MENA region in terms of GPW.
- ❖ Market leader in Bahrain, Jordan in terms of GWP and in Egypt in terms of technical profits.

**Financial
Strength &
Credit Rating**

- ❖ GIG maintained A-/ Stable outlook from S&P which is the highest among Kuwait insurers.
- ❖ AM best ratings are:
 - GIC, GLIC & BKIC: A- (Excellent) / Stable.
 - AOIC: B++ (Good) / Stable.
 - AMIG: B++ (Good) / Negative.

**Regional
Expansion**

- ❖ Increase our percentage of share in AOIC to be 88.907%, FAJR to be 88% and ETLC to be 60.619%.
- ❖ Switch ETP&C from being available for sale investment to be associated company.
- ❖ In final steps to enter the Algerian market.

**Technology
Edge**

- ❖ Launched Online Claims Notification facility for Fire and General Accident customers
- ❖ successfully developed a New Insurance App for Android phones.
- ❖ Recertification of the ISO 27001-2005 for Information Security Management System
- ❖ Implementing New Platforms to enhance Technical operations, Budgeting systems as well as investment management across GIG Companies



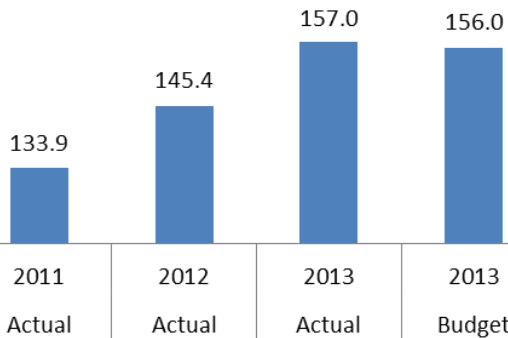


Financial Highlights and Operating Results



Gross Written Premiums

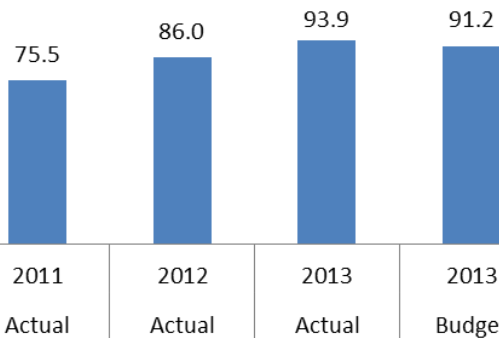
KD Million



■ GPW

Total Revenue

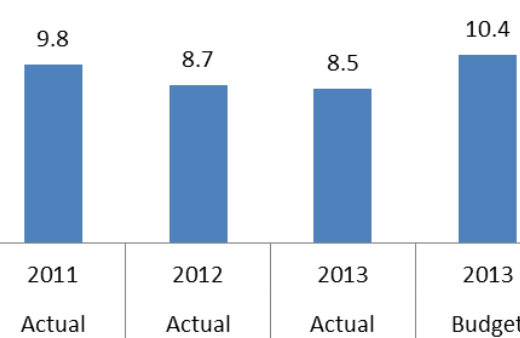
KD Million



■ Revenue

Net Underwriting Income

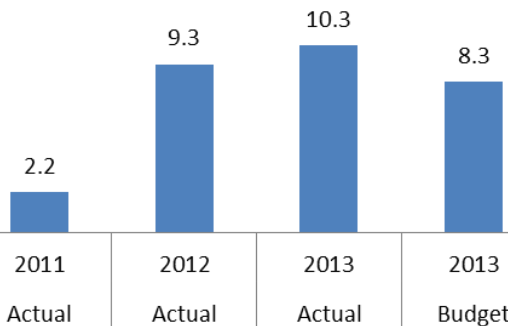
KD Million



■ Net Underwriting Income

Net Investment Income

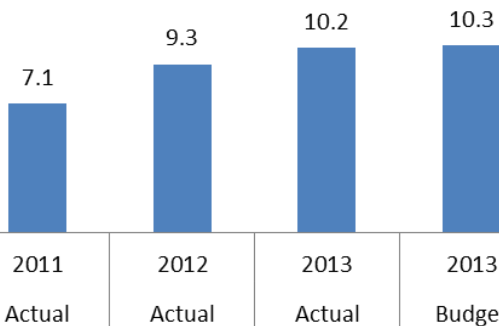
KD Million



■ Investment Income

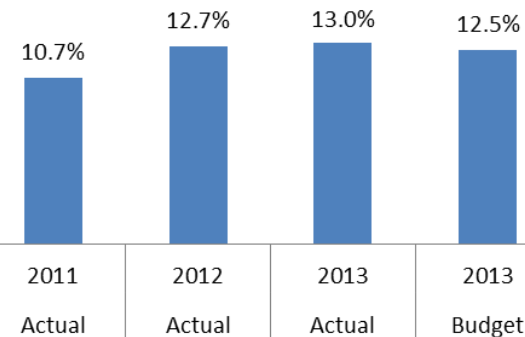
Net Income "Attributable to GIG"

KD Million



■ GIG's Attributable Net Income

Return on Equity

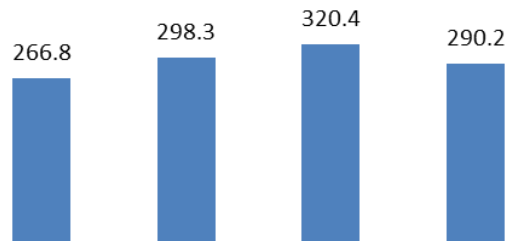


■ ROE



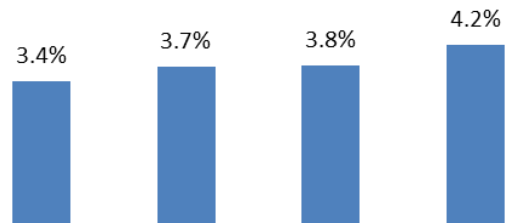
Consolidated Assets

KD Million



■ Total Assets

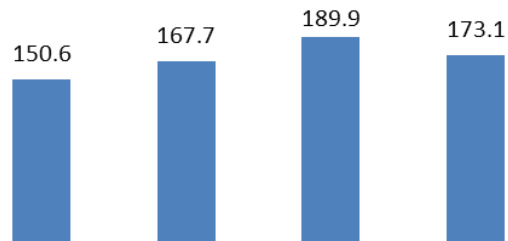
Return on Consolidated Assets



■ ROA

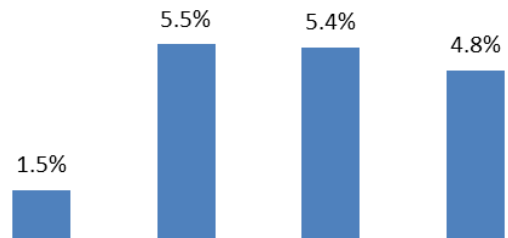
Consolidated Investment Portfolio (Gross)

KD Million



■ Total Investment Portfolio

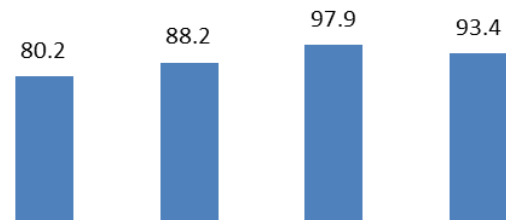
Return on Investments



■ ROI

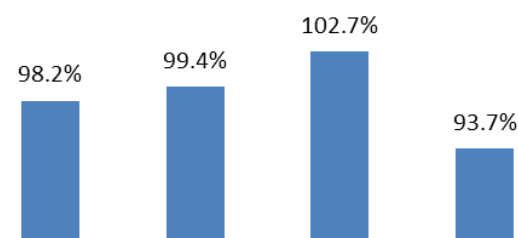
Net Technical Reserves

KD Million



■ Net Technical Reserves

Net Technical Reserves/Total Equity



■ Net Technical Reserves / Total Equity

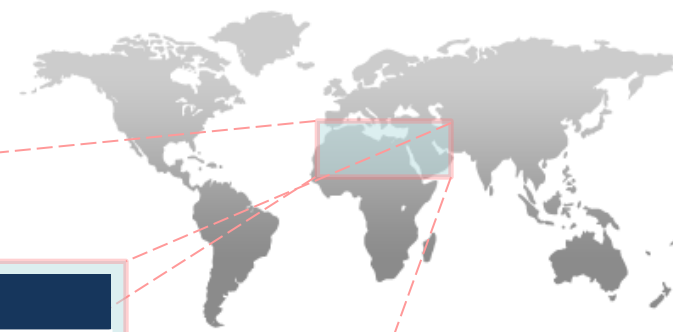




Regional Presence and Targeted Markets



More than 1,300 Insurance experts & more than 50 Branches across MENA Region



GIG's Regional presence & Main Targets				
		Business Lines		
Region	Country	General	Life	Takaful
GCC	Kuwait	●	●	●
	Bahrain	●	●	
	K.S.A	●	●	●
	U.A.E	●	●	
Non-GCC	Egypt	●	●	●
	Jordan	●		
	Lebanon	●	●	
	Syria	●	●	
	Iraq	●	●	
	Algeria	●	●	
	Turkey	●	●	

- Existing Operations
- Target Operations





Ambitions 2014



Leadership

Maintain our leadership position and to improve our market share. by enhancing the focus on Customer's needs.

Governance and compliance

Transparency, accountability and fairness are the cornerstones of the gig corporate culture. gig seek to be in line with the regulatory requirements

Enhance Distribution Network

Develop the Group DN with local banks in each country we operating in and to expand using the internet and modern Technology.

Regional Expansion

Continue seeking the best opportunities within our strategy and Risk appetite and would give us a high return on Capital Invested.

Financial Strength & Credit Rating

Maintain our AM Best and S&P financial strength and credit rating on **A** level for gig and aiming to get a higher rating for all of our rated companies,

Enterprise Risk Management

Continuing the implementation of an efficient and effective ERM

Innovative products

gig believes in the importance of examining the customers requirements and to produce new innovative products to meet customer needs.

Maximization Group's Revenue

gig aims to maximize the group's revenue as a whole and To increase the surplus of technical operations and investment income.

Improve Technical Capabilities

Improve the technical performance of the group through the development of issuance processes and the effective control of claims.

Continuous Developments

Work continuously to improve career development programs, training program for gig's employees.



	2014 E*	2013 A	% of Growth
GPW	170.1	157.0	8.3%
Revenues	102.6	93.9	9.3%
Investment Portfolio	198.9	189.9	4.8%
Net Technical Reserves	111.0	97.9	13.4%

*These targets might be affected by non-recurring conditions of financial markets as well as the political situations and government spending in the countries where we are operating in.



Thank You..

