



SHAFAFIYAH
FORUM 2015

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Successfully achieved our targets



Growth in Double digits mode

Achieved Targets

- ✓ 11% growth in gross written premiums.
- ✓ 12% growth in group revenue.
- ✓ 12% growth in total investment portfolio.
- ✓ 15% growth in investment income.
- ✓ 18% growth in net profit attributable to gig.

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- ✓ Ranked within the 10 largest private insurance companies among 360 insurance companies in MENA region .
- ✓ Signed partnership agreement with Kuwait airways to serve oasis club members.
- ✓ Renew combined reinsurance program.



- ✓ Successfully restructure Gulf Life Insurance Company to operate as composite insurer and successfully change the company's name to be Gulf Insurance and Reinsurance Company and transferred the Non-life Insurance portfolio of GIC to GIRi effectively from July 1st 2014.
- ✓ Maintained leadership position in Kuwait for the 14th consecutive year, maintain leadership position in Bahrain & Jordan in terms of premiums written, maintained leadership in Egypt in terms of underwriting surplus.
- ✓ Maintained A-/Stable outlook from S&P & A-(Excellent) with revised outlook from stable to positive from AM Best.
- ✓ Establish Life Insurance Company in Algeria with 42.5 percentage of Share, Increased our stake in subsidiaries "AOIC to 90.183% & SKIC to 54.345%". Increased our stake in our associate "Egyptian Takaful Property & Liability-Egypt" to 25%
- ✓ United Networks become an associate company to gig with percentage of share 17.126%



Operating & Financial Highlights



- ✓ Growth in gross written premiums by 11% to reach KD 173.6 million compared with KD 157 million in the last year.

- ✓ Growth in consolidated revenue by 12% to reach KD 105.5 million compared with KD 93.9 million last year

- ✓ Growth in net investment income by 15% to reach KD 11.8 million, compared with KD 10.3 million last year.
- ✓ Growth in rate of return on investment to reach 5.6% compared with 5.4% in the past year.

- ✓ Growth in net profit by 18% to reach KD 12 million, compared with KD 10.2 million last year.
- ✓ Growth in rate of return on equity to reach 14.3% compared with 13% in the past year.



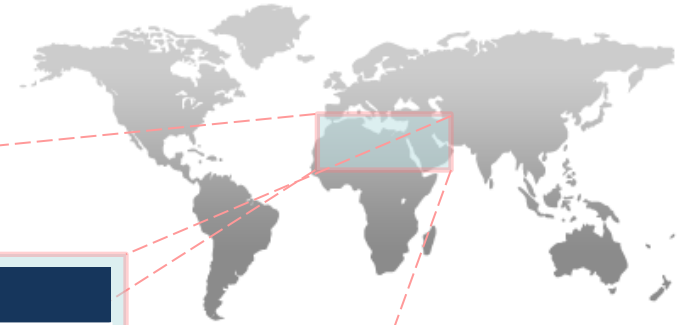
- ✓ Growth in consolidated assets by 8% to reach KD 347.2 million compared with KD 320.4 million last year
- ✓ Growth in shareholders' equity by 7% to reach KD 84.2 million, compared with KD 78.5 million last year.
- ✓ Growth in the total investment portfolio by 12% to reach KD 212.5 million compared with KD 189.9 million last year.
- ✓ Growth in net technical reserves by 9% to reach KD 106.8 million compared with KD 97.9 million last year.



Regional Presence & Targeted Markets



More than 1,250 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



2015 Ambitions & Targets



Maintain & Improve

- ✓ Leadership and market share in all countries.
- ✓ AM Best and S&P financial strength and credit rating on **A** level and aiming to get higher rating for most of our companies.
- ✓ The utilization of modern technology, Relationship with the international insurance brokers.

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Develop

- ✓ Products and services for our valued customers & to distinguish the group from the others.
- ✓ Group distribution channels and promote the bancassurance.
- ✓ HR and staff capabilities and career path.

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Continue

- ✓ Our regional expansion plan and acquisition in new markets and increase our holding stake in the existing group companies.
- ✓ Marketing campaign and advertising to protect and strengthen our brand.

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Maximize

- ✓ Added value for our valued customers.
- ✓ The stakeholders benefits
- ✓ Insurance portfolio, underwriting results, Investment portfolio and Investment income and consequently maximize net profit.



2015 Growth over 2014*

**Net Underwriting
Income**



+15%

Net Profit



+10%

Targeting to achieve double digit growth

*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

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