

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

**FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2018**

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

**FINANCIAL STATEMENTS
31 DECEMBER 2018**

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INDEPENDENT AUDITORS' REPORT

To the Shareholders
Gulf General Cooperative Insurance Company
(A Saudi Joint Stock Company)
Jeddah, Kingdom of Saudi Arabia

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Gulf General Cooperative Insurance Company - A Saudi Joint Stock Company (the "Company"), which comprise the statement of financial position as at 31 December 2018, and the related statement of income, statement of comprehensive income, statement of changes in shareholders' equity and the statement of cash flows for the year then ended and summary of significant accounting policies and related notes from 1 to 33 which form an integral part of these financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as of 31 December 2018 and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRSs") as modified by the Saudi Arabian Monetary Authority ("SAMA") for the accounting for zakat and income tax.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing ("ISAs") that are endorsed in the Kingdom of Saudi Arabia. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the professional code of conducts and ethics, that are endorsed in the Kingdom of Saudi Arabia that are relevant to our audit of the financial statements, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current year. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, a description of how our audit addressed the matter is set out below, provided in that context:



Key Audit Matters

Key audit matter	Why considered most significant	How our audit addressed the key audit matter
Provision for outstanding claims	<p>The Company's provision for reported claims and incurred but not reported ("IBNR") reserve represent 35.2% of the total insurance operations' liabilities and surplus.</p> <p>The provision for reported claims by policyholders recorded by the Company comprises of the total value of individual outstanding claims estimated by internal or external loss adjusters when a claim has been initiated. These estimates are reassessed during the various stages of the claim processing cycle and are revised based on changes in specific circumstances pertaining to each claim.</p> <p>The IBNR recorded by the Company represents an estimate of the liability for a claim-generating event that has taken place during the year but has not yet been reported to the Company as of 31 December 2018. IBNR is calculated at the reporting date based on the computations performed by an external actuary appointed by the management after considering historical claim trends, observed data and current assumptions where a small change could lead to material impact on the estimated amounts.</p> <p>Due to uncertainties inherent in the estimation of the provisioning, delays in reported losses to the Company, litigations arising in the ordinary course of business, together with the potential for unforeseen adverse developments, ultimate amount paid may vary materially from the amount estimated at the reporting date. Consequently, we determined provision for reported claims by policyholders and IBNR as a key audit matter.</p> <p>Please refer to note 3.3.3 for the accounting policy adopted by the Company and note 2.4.1 for the significant accounting judgements, estimates and assumptions involved in the initial recognition and subsequent measurement of claims. Also, refer note 9.2 for movement in outstanding claims and IBNR.</p>	<p>In order to assess the status and likely outcome of the matter including any potential adjustments, we performed the following procedures:</p> <p>For reported claims by policyholders, we:</p> <ul style="list-style-type: none"> tested controls over the initiation, review and approval of the claim process across the different lines of business including the claim settlement process evaluated the provision for reported claims by policyholder recorded by management by reviewing the loss adjusters reports, internal policies for reserves and other assumptions made by management performed a substantive analytical review on the movements in the provision for reported claims by policyholders during the year. tested the adequacy and completeness of the disclosures on the provision for reported claims by policyholders, presented in note 9 of the financial statements <p>Procedures over IBNR include the following:</p> <ul style="list-style-type: none"> evaluated the objectivity, independence and expertise of the external actuary appointed by management verified the data used by the external actuary to the actuarial exhibits and verified that the data on which the estimate is based is accurate and complete involved our internal specialist to verify the computation and evaluate the methodology and assumptions used by the actuary by comparison to generally accepted industry practices tested the adequacy and completeness of the disclosures on the IBNR, presented in note 9 of the financial statements



Key Audit Matters (continued)

Key audit matter	Why considered most significant	How our audit addressed the key audit matter
Impairment of goodwill	<p>As of December 2018, carrying value of the goodwill amounted to SR 36 million (2017: SR 36 million), which represents the fair value of the consideration paid in excess of the fair value of assets and liabilities acquired as described in note 1.2.</p> <p>There is a risk regarding the potential impairment of the carrying value of the goodwill given the judgements management are required to make in respect of the assumptions used to determine the recoverable amount. The key judgements include identification of cash generating units, growth rates in future cash flow forecasts both short term and long term, terminal value, discount rates applied to these forecasts and determining the impact of reasonably possible changes in these assumptions.</p> <p>We considered goodwill impairment as a key audit matter due to the significant judgement and key assumptions involved in the goodwill impairment review process.</p>	<p>We performed the following procedures in relation to goodwill impairment:</p> <ul style="list-style-type: none"> ▪ assessing the competence, capabilities of the staff within the Company who performed the impairment evaluation of the goodwill ▪ evaluating the appropriateness of the methodology used by an independent specialist to assess the impairment of goodwill ▪ assessing the appropriateness of the key assumptions used in the impairment test model including projected cash flows, terminal value of growth rates, margins and weighted average cost of capital (discount rate) etc. ▪ evaluating the adequacy of the disclosures in the financial statements, including the disclosures of key assumptions and judgements.



Other information included in the Company's 2018 Annual Report

The Board of Directors of the Company ("the Directors") are responsible for the other information in the Company's annual report. Other information consists of the information included in the Company's 2018 annual report, other than the financial statements and our auditors' report thereon. The annual report is expected to be made available to us after the date of this auditors' report.

Our opinion on the financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the other information, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

Responsibilities of the Directors and those charged with governance for the financial statements

The Directors are responsible for the preparation and fair presentation of the financial statements in accordance with IFRSs as modified by SAMA for the accounting of zakat and income tax, the applicable requirements of the Regulations for Companies, the Cooperative Insurance Companies Control Law in the Kingdom of Saudi Arabia and the Company's By-laws and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing ("ISAs") as endorsed in the Kingdom of Saudi Arabia will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs that is endorsed in the Kingdom of Saudi Arabia, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



Auditors' Responsibilities for the Audit of the Financial Statements (continued)

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the Company audit. We remain jointly responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore included in our report as key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on other legal and regulatory requirements

Based on the information that has been made available to us while performing our audit procedures, nothing has come to our attention that causes us to believe that the Company is not in compliance with the requirements of Regulations for Companies and the Company's by-laws in the Kingdom of Saudi Arabia with respect to the preparation and presentation of the financial statements.

for El Sayed El Ayouuty & Co.

Mohamed El Ayouuty
Certified Public Accountant
License No. 211



Jeddah, Kingdom of Saudi Arabia
23 Rajab 1440H
30 March 2019

for Ahmed Tayseer Ibrahim & Co.

Ahmed Tayseer Ibrahim
Certified Public Accountant
License No. 213



GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF FINANCIAL POSITION
As at 31 December 2018

		31 December 2018	31 December 2017 (Restated)
	Notes	SR'000	SR'000
ASSETS			
Cash and cash equivalents	4	90,387	110,768
Investment in Murabaha deposits	5	82,000	83,000
Premiums receivable - net	6	48,465	41,977
Due from reinsurers - net	7	16,857	20,804
Reinsurers' share of unearned premiums	9.1	35,607	29,925
Reinsurers' share of outstanding claims	9.2	45,365	41,271
Reinsurers' share of claims incurred but not reported	9.2	14,776	21,497
Reinsurers' excess of loss claims		3,644	3,152
Deferred policy acquisition costs	9.4	6,224	4,870
Investments	8	39,431	35,515
Prepayments and other assets	10	10,656	14,476
Property and equipment	11	4,160	3,936
Intangible assets	12	2,126	1,065
Goodwill	1.2	36,260	36,260
Statutory deposit	13	20,000	20,000
Accrued interest on statutory deposit	13	1,347	913
TOTAL ASSETS		457,305	469,429
LIABILITIES			
Due to policyholders	14	7,926	9,550
Accrued expenses and other liabilities	15	8,907	19,405
Due to reinsurers		11,323	9,361
Due to brokers		18,176	16,948
Unearned premiums	9.1	101,854	61,393
Unearned reinsurance commission	9.5	5,878	5,747
Outstanding claims	9.2	68,443	60,746
Claims incurred but not reported	9.2	31,248	49,902
Provision for premium deficiency reserve	9.2	11,004	4,799
Other technical reserves	9.2	3,740	2,227
Employees' end of service benefits	16	7,754	7,866
Surplus distribution payable	17	9,078	10,190
Accrued Zakat	18	11,500	13,032
Accrued interest on statutory deposit	13	1,347	913
TOTAL LIABILITIES		298,178	272,079
SHAREHOLDERS' EQUITY			
Share capital	19	200,000	200,000
Statutory reserve	20	2,165	2,165
Accumulated losses		(43,038)	(4,815)
TOTAL SHAREHOLDERS' EQUITY		159,127	197,350
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		457,305	469,429
COMMITMENTS AND CONTINGENCIES	32	300	600

Director

Chief Financial Officer

Chief Executive Officer

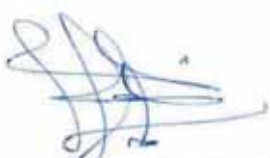
The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF INCOME

For the year ended 31 December 2018

	Notes	2018 SR'000	2017 SR'000
REVENUES			
Gross written premiums	9.1	264,675	185,627
Less: Reinsurance contracts premiums ceded			
- Local reinsurance		(2,446)	(2,519)
- Foreign reinsurance		(108,310)	(88,958)
Excess of loss expenses		(6,955)	(5,913)
Net written premiums		146,964	88,237
Movement in net unearned premiums		(34,779)	11,646
Net premiums earned	9.1	112,185	99,883
Reinsurance commissions	9.5	19,642	18,952
Other underwriting income		1,654	202
TOTAL REVENUES		133,481	119,037
UNDERWRITING COSTS AND EXPENSES			
Gross claims paid		140,414	126,675
Expenses incurred related to claims		19,220	7,617
Less: Reinsurers' share of claims paid		(67,100)	(63,662)
Net claims and other benefits paid		92,534	70,630
Change in net outstanding claims, net		(7,327)	(21,028)
Changes in IBNR, net		(1,500)	(2,029)
Net claims and other benefits incurred		83,707	47,573
Provision for premium deficiency reserve		6,205	3,642
Other technical reserves		1,512	(1,440)
Policy acquisition costs	9.4	14,371	14,382
TOTAL UNDERWRITING COSTS AND EXPENSES		105,795	64,157
NET UNDERWRITING INCOME		27,686	54,880



 Director



 Chief Financial Officer




 Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF INCOME (continued)
For the year ended 31 December 2018

	Notes	2018 SR'000	2017 SR'000
OTHER OPERATING INCOME / (EXPENSES)			
Allowance for impairment of doubtful debts		(35)	(1,361)
General and administration expenses	22	(65,186)	(47,306)
Commission income on deposits		3,391	4,661
Realised gain on investments	8.1	396	--
Unrealized gain on investments	8.1	4,268	577
Other income	23	4,512	10,025
TOTAL OTHER OPERATING EXPENSES		(52,654)	(33,404)
NET (LOSS) / INCOME FOR THE YEAR		(24,968)	21,476
NET INCOME ATTRIBUTED TO THE INSURANCE OPERATIONS	17 & 29	--	(1,892)
NET (LOSS) / INCOME FOR THE YEAR ATTRIBUTABLE TO THE SHAREHOLDERS		(24,968)	19,584
(LOSS) / EARNINGS PER SHARE (Expressed in SR per share)	30	(1.25)	0.98



Director



Chief Financial Officer



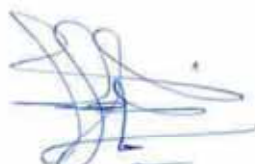
Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF COMPREHENSIVE INCOME
For the year ended 31 December 2018

	Notes	2018 SR'000	2017 SR'000
NET (LOSS) / INCOME FOR THE YEAR ATTRIBUTABLE TO THE SHAREHOLDERS	29	(24,968)	19,584
Other comprehensive (loss) / income			
<i>Items that will not be reclassified to statement of income in subsequent years</i>			
Actuarial gains on defined benefit obligations	16	128	--
<i>Items that are or may be reclassified to statement of income in subsequent years</i>			
Other comprehensive income / (loss)		--	--
TOTAL COMPREHENSIVE (LOSS) / INCOME FOR THE YEAR		(24,840)	19,584



Director



Chief Financial Officer



Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY
For the year ended 31 December 2018

<u>2018</u>	<i>Share capital SR'000</i>	<i>Statutory reserve SR'000</i>	<i>Accumulated losses SR'000</i>	<i>Total SR'000</i>
Balance as at 1 January 2018 (restated) (note 31.b)	200,000	2,165	(4,815)	197,350
Total comprehensive loss for the year attributable to the shareholders				
Net loss for the year attributable to the shareholders	--	--	(24,968)	(24,968)
Actuarial gains on defined benefit obligations (note 16)	--	--	128	128
Additional zakat and withholding taxes relating to prior years (note 18.2)	--	--	(9,497)	(9,497)
	<u>200,000</u>	<u>2,165</u>	<u>(39,152)</u>	<u>163,013</u>
Provision for zakat for the year (note 18.1)	--	--	(3,886)	(3,886)
Balance as at 31 December 2018	<u>200,000</u>	<u>2,165</u>	<u>(43,038)</u>	<u>159,127</u>

<u>2017</u>	<i>Share capital SR'000</i>	<i>Statutory reserve SR'000</i>	<i>Accumulated losses SR'000</i>	<i>Total SR'000</i>
Balance as at 1 January 2017 (restated) (note 31.b)	200,000	1,642	(7,314)	194,328
Total comprehensive income / (loss) for the year attributable to the shareholders				
Net income for the year attributable to the shareholders	--	--	19,584	19,584
Prior year adjustments (notes 18.2 and 31.b)	--	--	(11,225)	(11,225)
	<u>200,000</u>	<u>1,642</u>	<u>1,045</u>	<u>202,687</u>
Provision for Zakat for the year (note 18.1)	--	--	(5,337)	(5,337)
Transfer to statutory reserve	--	523	(523)	--
Balance as at 31 December 2017 (restated) (note 31.b)	<u>200,000</u>	<u>2,165</u>	<u>(4,815)</u>	<u>197,350</u>


Director


Chief Financial Officer



Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF CASH FLOWS
For the year ended 31 December 2018

	Notes	2018 SR'000	2017 SR'000
CASH FLOWS FROM OPERATING ACTIVITIES			
Net (loss) / income for the year		(24,968)	21,476
Adjustments for non-cash items:			
Depreciation of property and equipment	11 & 22	1,325	806
Amortisation of intangible assets	12 & 22	543	227
Allowance for impairment of premiums receivable	6	2,154	1,248
(Reversal) / allowance of impairment of reinsurance receivables	7	(2,121)	113
Provision for premium deficiency reserve		6,205	3,642
Unrealised gain on investments held at FVIS	8.1	(4,268)	(577)
Realised gain on investments held at FVIS	8.1	(396)	--
Prior year adjustments	18.2 & 31	(3,960)	(12,670)
Allowance for impairment of salvage recoveries		--	1,771
		(25,486)	16,036
Changes in operating assets and liabilities:			
Premiums receivable, net		(8,642)	19,098
Due from reinsurers		6,068	(6,952)
Reinsurers' share of unearned premiums		(5,682)	4,784
Reinsurer's share of outstanding claims		(4,094)	(3,796)
Reinsurer's share of claims incurred but not reported		6,721	229
Deferred excess of loss claims		(492)	(1,843)
Deferred policy acquisition costs		(1,354)	1,753
Prepayments and other assets		3,821	6,067
Due to policy holders		(1,624)	25
Accrued expenses and other liabilities		(10,498)	3,391
Due to reinsurers		1,962	(18,774)
Due to brokers		1,228	7,579
Unearned premiums		40,461	(16,430)
Unearned reinsurance commission		131	(1,120)
Outstanding claims		7,697	(1,305)
Claims incurred but not reported		(18,654)	(16,342)
Other technical reserves		1,513	(1,441)
Employees end of service benefits, net		16	145
		18,578	(24,932)
Zakat paid	18	(10,956)	(4,825)
Surplus paid to policy holders	17	(1,112)	(96)
Net cash used in operating activities		(18,976)	(13,817)


Director


Chief Financial Officer


Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

STATEMENT OF CASH FLOWS (continued)
For the year ended 31 December 2018

	Notes	2018 SR'000	2017 SR'000
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property and equipment	11	(1,549)	(3,251)
Purchase of intangible assets	12	(1,604)	(1,083)
Purchase of investments held at FVIS	8.1	(4,217)	--
Disposal of investments held at FVIS	8.1	4,965	--
Maturity of Murabaha deposits		1,000	100,000
Net cash (used in) / generated from investing activities		(1,405)	95,666
NET CHANGE IN CASH AND CASH EQUIVALENTS		(20,381)	81,849
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR		110,768	28,919
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	4	90,387	110,768
SUPPLEMENTAL NON-CASH TRANSACTIONS			
Actuarial gains on defined benefit obligation	16	128	--


Director


Chief Financial Officer


Chief Executive Officer

The accompanying notes 1 to 33 form an integral part of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

1. GENERAL

1.1. Organization and principal activities

Gulf General Cooperative Insurance Company ("GGCI" or the "Company") is a Saudi Joint Stock Company incorporated in the Kingdom of Saudi Arabia as per the Ministry of Commerce and Industry's Resolution number 12/Q dated 17 Muharram 1431H (corresponding to 3 January 2010) and registered under Commercial Registration number 4030196620 dated 9 Safar 1431H (corresponding to 25 January 2010). The registered address of the Company's head office is as follows:

Gulf General Cooperative Insurance Company
Al Gheithy Plaza, Second Floor,
Ameer Al Shoura'a Street
Jeddah, Kingdom of Saudi Arabia

The Company also has the following branches, which are operating under separate commercial registrations:

<u>Branch</u>	<u>Commercial Registration No.</u>	<u>Date of Registration</u>
Riyadh	1010316823	29 Shawwal 1432H (corresponding to 27 September 2011)
Al Khobar	2051046836	19 Dhul Qa'dah 1432H (corresponding to 17 October 2011)

The Company is licensed to conduct insurance business in the Kingdom of Saudi Arabia under cooperative principles in accordance with Royal Decree No. M/85 dated 5 Thul Hujja 1429H (corresponding to 3 December 2008) pursuant to Council of Ministers' Resolution No. 365 dated 3 Thul Hujja 1429H (corresponding to 1 December 2008). The Company obtained a license to conduct insurance operations in the Kingdom of Saudi Arabia from the Saudi Arabian Monetary Authority ("SAMA") on 20 Rabi-al-Awwal 1431H (corresponding to 6 March 2010). The Company was listed on the Saudi Arabian Stock Exchange ("Tadawul") on 24 Safar 1431H (corresponding to 8 February 2010).

The objectives of the Company are to engage in providing insurance and related services, which include reinsurance, in accordance with its by-laws, and applicable regulations in the Kingdom of Saudi Arabia. Its principal lines of business include medical, motor, accident & liability, marine, property and engineering. The share capital of the Company is SR 200 million divided into 20 million shares of SR 10 each. Further, in compliance with Article 58 of the Implementing Regulations of the Saudi Arabian Monetary Authority ("SAMA"), the Company has deposited 10% of its share capital, amounting to SR 20 million in a bank designated by SAMA. The statutory deposit is maintained with a reputed bank and can be withdrawn only with the consent of SAMA. The Company cannot withdraw this deposit without SAMA's approval and commission accruing on this deposit is payable to SAMA.

In accordance with the by-laws of the Company, the surplus arising from the insurance operations is distributed as follows:

Transfer to shareholders' operations	90%
Transfer to insurance operations	10%
	<hr/>
	100%
	<hr/>

In case of deficit arising from the insurance operations, the entire deficit is allocated and transferred to the shareholders' operations in full.

In accordance with Article 70 of SAMA implementing regulations, the Company proposes to distribute, subject to the approval of SAMA, its annual net policyholders' surplus directly to policyholders at a time, and according to criteria, as set by its Board of Directors.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

1. GENERAL (continued)

1.2. Portfolio transfer

On 19 May 2012, the Company entered into an agreement with Saudi General Insurance Company E.C. ("SGI") and Gulf Cooperation Insurance Company Ltd. E.C. ("GCI") (the "Sellers") pursuant to which it acquired the sellers' insurance operations in the Kingdom of Saudi Arabia, effective 1 January 2009, at a goodwill amount of SR 36.26 million, as approved by SAMA, along with related insurance assets and liabilities of an equivalent amount. The goodwill payments are governed by rules and regulations issued by SAMA in this regard and also subject to SAMA approval.

In December 2013, consequent to SAMA approval, a sum of SR 18.13 million payable to the Sellers for goodwill was adjusted against amount receivable from them. Further, SAMA approved additional payment of SR 5.37 million to the Sellers relating to 2012 profits, which was transferred to amount due to related parties, as at 31 December 2013, and settled in 2014. Further, during the year ended 31 December 2014, consequent to SAMA's approval, dated 28 Shawwal 1435H (corresponding to 24 August 2014), a payment of SR 2.96 million was made to the Sellers in respect of goodwill, out of 2013 profits. During the year ended 31 December 2015, consequent to SAMA's approval, dated 3 Rajab 1436H (corresponding to 22 April 2015), a final payment of SR 9.80 million was made to the Sellers in respect of goodwill, out of 2014 profits.

The recoverable amount of goodwill is determined based on the value in use using discounted cash flow analysis. These calculations use cash flow projections based on financial budgets approved by management covering a five year period. The discount rates used are pre-zakat reflect specific risks relating to the insurance industry. The results of the impairment test at 31 December 2018 and 31 December 2017 indicated no impairment charge.

2. BASIS OF PREPARATION

2.1. Basis of presentation and measurement

The financial statements of the Company has been prepared in accordance with International Financial Reporting Standards (IFRS) as modified by SAMA for the accounting of zakat and income tax', which requires, adoption of all IFRSs as issued by the International Accounting Standards Board ("IASB") except for the application of International Accounting Standard (IAS) 12 - "Income Taxes" and IFRIC 21 - "Levies" so far as these standards relate to zakat and income tax. As per the SAMA Circular no. 381000074519 dated April 11, 2017 and subsequent amendments through certain clarifications relating to the accounting for zakat and income tax ("SAMA Circular"), the zakat and income tax are to be accrued on a quarterly basis through equity under retained earnings.

These financial statements have been prepared under going concern basis and historical cost convention except for the measurement at fair value of investments held at fair value through income statement at their fair values and employees' defined benefit obligation which is recognised at the present value of future obligations using the projected unit credit method. The Company's statement of financial position is not presented using a current/non-current classification. However, the following balances would generally be classified as current: cash and cash equivalents, investment in Murabaha deposits, premiums receivable - net, due from reinsurers - net, reinsurers' share of unearned premiums, deferred policy acquisition costs, deferred excess of loss premiums, prepayments and other assets, due to policyholders, reinsurers and brokers, accrued expenses, unearned premiums and reinsurance commission, outstanding claims and claims IBNR, provision for premium deficiency reserve, other technical reserves and accrued zakat. All other financial statement line items would generally be classified as non-current.

The Company presents its statement of financial position broadly in order of liquidity. As required by Saudi Arabian Insurance Regulations, the Company maintains separate books of account for Insurance operations and Shareholders' operations and presents the financial statements accordingly (note 29). The physical custody of all assets related to the insurance operations and shareholders' operations are held by the Company. Assets, liabilities, revenues and expenses clearly attributable to either activity are recorded in the respective accounts. The basis of allocation of expenses from joint operations is determined and approved by the management and the Board of Directors.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

2. BASIS OF PREPARATION (continued)

2.1. Basis of presentation and measurement (continued)

The statement of financial position, statements of income, comprehensive income and cash flows of the insurance operations and shareholders operations which are presented in note 29 of the financial statements have been provided as supplementary financial information and to comply with the requirements of the guidelines issued by SAMA implementing regulations and is not required under IFRSs. SAMA implementing regulations requires the clear segregation of the assets, liabilities, income and expenses of the insurance operations and the shareholders' operations. Accordingly, the statement of financial position, statements of income, comprehensive income and cash flows prepared for the insurance operations and shareholders operations as referred to above, reflect only the assets, liabilities, income, expenses and comprehensive gains or losses of the respective operations.

During the current year, SAMA issued illustrative financial statements for the insurance sector in the Kingdom of Saudi Arabia. In preparing the Company-level financial statements in compliance with IFRS, the balances and transactions of the insurance operations are amalgamated and combined with those of the shareholders' operations. Inter-operation balances, transactions and unrealized gains or losses, if any, are eliminated in full during amalgamation. The accounting policies adopted for the insurance operations and shareholders operations are uniform for like transactions and events in similar circumstances.

The accounting policies used in the preparation of the financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended 31 December 2017.

2.2. Functional and presentation currency

These financial statements have been presented in Saudi Arabian Riyals ("SR"), which is also the functional currency of the Company. All financial information presented in Saudi Arabian Riyals have been rounded off to the nearest thousands, except where otherwise indicated.

2.3. Fiscal year

The Company follows a fiscal year ending 31 December.

2.4. Critical accounting judgements, estimates and assumptions

The preparation of the Company's financial statements requires the use of estimates and judgements that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting year. Although these estimates and judgements are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates.

Estimates and judgements are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Set out below are the accounting judgements and estimates that are critical in the preparation of these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

2. BASIS OF PREPARATION (continued)

2.4. Critical accounting judgements, estimates and assumptions (continued)

2.4.1. The ultimate liability arising from claims made under insurance contracts

The estimation of the ultimate liability arising from claims made under insurance contracts is the Company's most critical accounting estimate. There are several sources of uncertainty that need to be considered in the estimate of the liability that the Company will ultimately pay for such claims. Estimates are made at the end of the reporting period both for the expected ultimate cost of claim reported and for the expected ultimate costs of claims incurred but not reported ("IBNR"). Liabilities for unpaid reported claims are estimated using the input of assessments for individual cases reported to the Company. At the end of each reporting period, prior year claims estimates are reassessed for adequacy and changes are made to the provision. Such estimates are necessarily based on significant assumptions about several factors involving varying, and possible significant, degrees of judgment and uncertainty and actual results may differ from management's estimates resulting in future changes in estimated liabilities. Claims requiring court or arbitration decisions are estimated individually. Independent loss adjusters normally estimate property claims. Management reviews its provisions for claims incurred on a monthly basis, and claims incurred but not reported on a quarterly basis. The provision for outstanding claims, as at 31 December, is also verified by an independent actuary.

The provision for claims incurred but not reported (IBNR) is an estimation of claims which are expected to be reported subsequent to the date of the statement of financial position, for which the insured event has occurred prior to the date of the statement of financial position. The primary technique adopted by management in estimating the cost of notified and IBNR claims is that of using the past claims settlement trends to predict future claims settlement trends. The liability is calculated at the reporting date using a range of standard actuarial claim projection techniques, based on empirical data and current assumptions that may include a margin for adverse deviation. At each reporting date, prior year claims estimates are reassessed for adequacy and changes are made to the provision. These provisions are not discounted for the time value of money. The primary technique adopted by management in estimating the cost of notified and IBNR claims is that of using the past claims settlement trends to predict future claims settlement trends. A range of methods such as Chain Ladder Method, Bornhuetter-Ferguson Method and Expected Loss Ratio Method are used by the actuaries to determine these provisions. The actuary had also used a segmentation approach including analyzing cost per member per year for medical line of business. Underlying these methods are a number of explicit or implicit assumptions relating to the expected settlement amount and settlement patterns of claims.

2.4.2. Impairment of financial assets

The Company determines that financial assets are impaired when there has been a significant or prolonged decline in the fair value of the financial assets below its cost. The determination of what is significant or prolonged requires judgment. A period of 12 months or longer is considered to be prolonged and a decline of 30% from the original cost is considered significant as per the Company's policy. In making this judgment, the Company evaluates among other factors, the normal volatility in share price, the financial health of the investee, industry and sector performance, changes in technology, and operational and financing cash flows.

2.4.3. Impairment of premiums and reinsurance receivables

A provision for impairment of premiums and reinsurance receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivable. Significant financial difficulties of the debtor, probability that the debtor will enter into bankruptcy or financial reorganization, and default or delinquency in payments are considered indicators that the receivable is impaired.

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

2.4.4. Deferred acquisition costs

Certain acquisition costs related to the sale of new policies are recorded as deferred acquisition costs and are amortized in the statement of income over the related period of policy coverage. If the assumptions relating to the future profitability of these policies are not realised, the amortization of these costs could be accelerated and this may also require additional impairment write-offs in the statement of income.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

2. BASIS OF PREPARATION (continued)

2.4. Critical accounting judgements, estimates and assumptions (continued)

2.4.5. Useful lives of property and equipment and intangible assets

The Company's management determines the estimated useful lives of its property and equipment and intangible assets for calculating depreciation / amortisation. These estimates are determined after considering the expected usage of the assets or physical wear and tear. Management reviews the residual value and useful lives annually and future depreciation / amortisation charge would be adjusted where the management believes the useful lives differ from previous estimates.

2.4.6. Goodwill

Goodwill represents the amount paid by the Company in excess of the net fair value of the identifiable assets, liabilities acquired from SGI and GCI as explained in note 1.2. Goodwill is subsequently recognized at cost net of any accumulated impairment losses. The carrying value of goodwill is reviewed annually to determine whether any objective indicator of impairment exists unless an event or change in circumstances occurs during the year indicating an impairment of the carrying value which requires a valuation of goodwill during the year.

The impairment is determined by reviewing the recoverable amount of cash generating unit, the acquisition of which has given rise to goodwill. The recoverable amount of the operations has been determined based on its value in use. The key assumptions used are the discount rate and estimated future cash flows from the business. Where the recoverable amount is less than its carrying value, an impairment loss is recognized in the statement of income. These calculations require the use of estimates as explained in note 1.2.

2.4.7. Premium deficiency reserve

Estimation of premium deficiency reserve is highly sensitive to a number of assumptions as to future events and conditions. It is based on an expected loss ratio for the unexpired portion of the risks for written policies. To arrive at the estimate of the expected loss ratio, the Company's actuarial team and the independent actuary, consider the claims and premiums relationship which is expected to apply on a month to month basis, and ascertain, at the end of the financial year, whether a premium deficiency reserve is required.

2.4.8. Fair value of financial instruments

The fair value for financial instruments traded in active markets at the reporting date is based on their quoted market price. The fair value of financial instruments where no active market exists or where quoted prices are not otherwise available are determined by using valuation techniques. In these cases, the fair values are estimated from observable data in respect of similar financial instruments or using models. Where market observable inputs are not available, they are estimated based on appropriate assumptions. Where valuation techniques (for example, models) are used to determine fair values, they are validated and periodically reviewed by qualified personnel independent of those that sourced them. All models are certified before they are used, and models are calibrated to ensure that outputs reflect actual data and comparative market prices. To the extent practical, models use only observable data; however, areas such as credit risk (both own credit risk and counterparty risk), volatilities and correlations require management to make estimates.

2.4.9. Going concern

The Company's management has made an assessment of its ability to continue as a going concern and is satisfied that it has the resources to continue in business for the foreseeable future. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Company's ability to continue as a going concern. Therefore, the financial statements continue to be prepared on the going concern basis.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

2. BASIS OF PREPARATION (continued)

2.4. Critical accounting judgements, estimates and assumptions (continued)

2.4.10. Employees defined benefit obligations

The employees' defined benefits obligation is determined by an independent actuary using the projected unit credit method as recommended in IAS 19 "Employee benefits". The present value of the defined benefit obligation is determined by discounting the estimated cash outflows using interest rates of sovereign debt instruments that are denominated in Saudi Riyals and have maturity periods approximating that of the gratuity liability.

The present value of the defined benefit obligation depends on several factors that are determined by the actuary using assumptions such as discount rate, expected future salary increases, mortality rates and staff turnover etc. These estimates are subject to significant uncertainty due to their long term nature and are reviewed at each reporting date.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies applied in the preparation of these financial statements are summarised below. These policies have been consistently applied to each of the years presented except for the adoption of the amendments to existing standards mentioned below which has had no material impact on these financial statements on the current year or prior years and is expected to have an insignificant effect in future years:

3.1. New IFRSs, IFRICs and Amendments thereof, adopted by the Company

The Company has adopted the following amendments and revisions to existing standards, where applicable, which were issued by the International Accounting Standards Board (IASB):

<u>Standard / Amendments</u>	<u>Description</u>
IFRS 2	Amendments to IFRS 2 - Classification and measurement of share-based payment transactions
IFRIC 22	Foreign currency transactions and advance consideration
IAS 40	Amendments to IAS 40 - Transfers of investment property
IFRS 15	Revenue from Contracts with Customers (note below)
IFRS 1 and IAS 28	Annual Improvements 2016 to IFRS 2014-2016 cycle

IFRS 15 – Revenue from Contracts with Customers

IFRS 15 outlines a single comprehensive model of accounting for revenue arising from contracts with customers and supersedes current revenue guidance, which is found currently across several Standards and Interpretations within IFRSs. However, IFRS 15 does not apply to "revenue from insurance contracts". Insurance entities will need to apply IFRS 15 to non-insurance contracts (or components of insurance contracts). Therefore, insurance entities will need to carefully evaluate the scope of this standard.

IFRS 15 established a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring of goods or services to a customer.

Though there are changes in the accounting policy, management assessed and concluded that there is no material impact on the amounts reported in the financial statements on transition to IFRS 15 on 1 January 2018.

The adoption of the relevant above new and amended standards and interpretations applicable to the Company did not have any significant impact on these financial statements.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.2. New IFRSs, IFRICs and Amendments thereof, issued but not yet effective

Standards issued but not yet effective up to the date of issuance of the Company's financial statements are listed below. The listing is of standards issued, which the Company reasonably expects to be applicable at a future date. The Company intends to adopt these standards, where applicable when they become effective.

<u>Standard / Amendments</u>	<u>Description</u>	<u>Effective from periods beginning on or after the following date</u>
IFRS 9	Financial Instruments (see below)	See note below
IFRS 16	Leases (see below)	1 January 2019
IFRIC 23	Uncertainty over Income Tax Treatments	1 January 2019
IFRS 17	Insurance Contracts (see below)	1 January 2022

IFRS 9 – Financial Instruments & IFRS 17 – Insurance Contracts

In July 2014, the IASB published IFRS 9 “Financial Instruments”, which will replace IAS 39 “Financial Instruments: Recognition and Measurement”. The standard incorporates new classification and measurements requirements for financial assets, the introduction of an expected credit loss (“ECL”) impairment model which will replace the incurred loss model of IAS 39, and new hedge accounting requirements. Under IFRS 9:

- All financial assets will be measured at either amortised cost or fair value. The basis of classification will depend on the business model and the contractual cash flow characteristics of the financial assets. The standard retains most of IAS 39's requirements for financial liabilities except for those designated at fair value through profit or loss whereby that part of the fair value changes attributable to own credit is to be recognised in other comprehensive income instead of the statement of income.
- IFRS 9 requires entities to record an allowance for ECLs for all loans and other debt financial assets not held at fair value through statement of income as well as finance lease receivables, together with loan commitments and financial guarantee contracts. The allowance is based on the ECLs associated with the probability of default in the next twelve months unless there has been a significant increase in credit risk since origination. Under IFRS 9, credit losses are recognised earlier than under IAS 39.
- The hedge accounting requirements are more closely aligned with risk management practices and follow a more principle-based approach.

In September 2016, the IASB published amendments to IFRS 4 “Insurance Contracts” that address the accounting consequences of the application of IFRS 9 to insurers prior to the publication of the forthcoming accounting standard for insurance contracts. The amendments introduce two options for insurers: the deferral approach and the overlay approach. The deferral approach provides an entity, if eligible, with a temporary exemption from applying IFRS 9 until the earlier of the effective date of a new insurance contract standard or 2022. The overlay approach allows an entity to remove from profit or loss the effects of some of the accounting mismatches that may occur before the new insurance contracts standard is applied.

Under the temporary exemption as introduced by amendments to IFRS 4, the reporting entities whose activities predominantly relate to “insurance” can defer the implementation of IFRS 9. The Company intends to apply the temporary exemption from IFRS 9 and, therefore, continue to apply IAS 39 to its financial assets and liabilities in its reporting period starting on 1 January 2018 and through the year ended 31 December 2018. The Company has assessed the implications and has concluded to defer the implementation of IFRS 9 until a later date which will not be later than 1 January 2022.

The impact of the adoption of IFRS 9 on the Company's financial statements will, to a large extent, have to take into account the interaction with the forthcoming insurance contracts standard. As such, it is not possible to fully assess the effect of the adoption of IFRS 9.

IFRS 17 “Insurance Contracts”, applicable for the year beginning on or after 1 January 2022, will supersede IFRS 4 “Insurance Contracts”. Earlier adoption is permitted if both IFRS 15 and IFRS 9 have also been applied. The Company expects a material impact on measurement and disclosure of insurance and reinsurance that will affect both the statement of income and statement of financial position. The Company has decided not to early adopt this new standard.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.2. New IFRSs, IFRICs and Amendments thereof, issued but not yet effective (continued)

IFRS 16 – Leases

IFRS 16 “Leases”, is applicable for the year beginning on or after 1 January 2019. The new standard eliminates the current dual accounting model for lessees under IAS 17, which distinguishes between on-balance sheet finance leases and off-balance sheet operating leases. Instead, IFRS 16 proposes on-balance sheet accounting model. The Company has decided not to early adopt this new standard.

The Company is currently in the phase of assessing the impact of the above standards.

3.3. Significant accounting policies

The significant accounting policies used in preparing these financial statements are set out below:

3.3.1. Insurance contracts

Insurance contracts are those contracts when the Company (the insurer) has accepted significant insurance risk from another party (the policyholders) by agreeing to compensate the policyholders if a specified uncertain future event (the insured event) adversely affects the policyholders. As a general guideline, the Company determines whether it has significant insurance risk, by assessing whether an insured event could cause the Company to pay significant additional benefits. Insurance contracts can also transfer financial risk.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its lifetime, even if the insurance risk reduces significantly during this period, unless all rights and obligations extinguish or expire.

Insurance contracts are principally divided into medical, motor, property, engineering, marine, and accident and liability and are principally short term insurance contracts.

Medical insurance is designed to compensate holders for expenses incurred in the treatment of a disease, illness or injury. Medical insurance is primarily offered to corporate customers with a large population to be covered under the policy.

Motor insurance is designed to compensate contract holders for damages suffered to their vehicles or liability to third parties arising through accidents. Contract holders could also receive compensation for fire or theft of their vehicles. In Saudi Arabia, it is compulsory for all vehicle holders to have minimum third party cover. The Company also issues comprehensive motor policies. Various extensions cover natural perils, personal accident benefits and dealer repairs.

Property insurance contracts mainly compensate the Company’s customers for damage suffered to their properties. Customers could also receive compensation for the loss of earnings through loss of profit and business interruption. For property insurance contracts the main risks are fire, natural perils, business interruption and burglary.

Engineering insurance covers two principal types (a) “Contractors all risk” insurance offering cover during erection or construction of buildings, or civil engineering works such as houses, shops, blocks of flats, factory buildings, roads, buildings, bridges, sewage works and reservoirs. (b) “Erection all risk” insurance offering cover during the erection or installation of plant and machinery such as power stations, oil refineries, chemical works, cement works, metallic structures or any factory with plant and machinery. The engineering line of business also includes machinery breakdown insurance and business interruption following machinery breakdown and includes electronic equipment, boiler and deterioration of stocks insurance.

Marine insurance is designed to compensate policyholders for damage and liability arising through loss or damage to marine craft/hull 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/hull and cargoes.

General accident insurance includes money, fidelity guarantee, personal accident, jeweller block, jewellery all risks and travel insurance. Liability insurance includes general third-party liability, product liability, workmen’s compensation/employer’s liability and professional indemnity cover protecting the insured’s legal liability arising out of acts of negligence during their business operations.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.2. Revenue recognition

Recognition of premiums and commissions earned

Premiums and commission are recorded in the statement of income based on the straight-line method over the insurance policy coverage period except for long term policies (construction and engineering) and marine cargo. Unearned premiums are calculated on a straight line method over the insurance policy coverage except for:

- Last three months' premium at the reporting date is considered as unearned in respect of marine cargo;
- Pre-defined calculation for engineering class of business for risks undertaken that extend beyond a single year. In accordance with this calculation, lower premiums are earned in the first year which gradually increases towards the end of the tenure of the policy; and

Unearned premiums represent the portion of premiums written relating to the unexpired period of coverage. The change in the provision for unearned premium is taken to the statement of income in the same order that revenue is recognised over the period of risk.

Dividend income

Dividend income on equity instruments classified under investments is recognized when the right to receive payment is established.

Commission income

Commission income is recognised as the commission accrues using the effective commission rate method, under which the rate used exactly discounts, estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

Reinsurance premiums

Reinsurance premiums ceded are recognised as an expense when payable. Reinsurance premiums are charged to income over the terms of the policies to which they relate on a pro-rata basis.

3.3.3. Claims

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

Gross outstanding claims comprise the gross estimated cost of claims incurred but not settled at the statement of financial position date together with related claims handling costs, whether reported by the insured or not. Provisions for reported claims not paid as of the statement of financial position date are made on the basis of individual case estimates. In addition, a provision based on management's judgment and the Company's prior experience is maintained for the cost of settling claims incurred but not reported including related claims handling costs at the statement of financial position date. The ultimate liability may be in excess of or less than the amount provided. Any difference between the provisions at the reporting date and settlements and provisions in the following year is included in the statement of income for that year.

The outstanding claims are shown on a gross basis and the related share of the reinsurers is shown separately. Further, the Company does not discount its liabilities for unpaid claims as substantially all claims are expected to be paid within one year of the statement of financial position date.

3.3.4. Salvage and subrogation reimbursement

Some insurance contracts permit the Company to sell (usually damaged) assets acquired in settling a claim (for example, salvage). The Company may also have the right to pursue third parties for payment of some or all costs (for example, subrogation).

Estimates of salvage recoveries are included as an allowance in the measurement of the outstanding claims liability. The allowance is the amount that can reasonably be recovered from the disposal of the asset. Subrogation reimbursements are also considered as an allowance in the measurement of the outstanding claims liability. The allowance is the assessment of the amount that can be recovered from the third party.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.5. Reinsurance contracts held

In line with other insurance companies, in order to minimise financial exposure arising from large claims, the Company, in the normal course of business, enters into contracts with other parties for reinsurance purposes. Such reinsurance 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. All of the reinsurance is affected under treaty, facultative and excess-of-loss reinsurance contracts.

Reinsurance is distributed between treaty, facultative, stop loss and excess of loss reinsurance contracts. Contracts entered into by the Company with reinsurers under which the Company is compensated for losses on one or more contracts issued by the Company and that meet the classification requirements for insurance contracts in note 3.3.1 are classified as reinsurance contracts held. Contracts that do not meet these classification requirements are classified as financial assets. Insurance contracts entered into by the Company under which the contract holder is another insurer (inwards reinsurance) are included with insurance contracts. An asset or liability is recorded in the statement of financial position representing payments due from reinsurers, the share of losses recoverable from reinsurers and premiums due to reinsurers. Amounts receivable from reinsurance is estimated in a manner consistent with the claim liability associated with the insured parties and in accordance with the reinsurance contract. These amounts are shown as “reinsurers’ share of outstanding claims” in the statement of financial position until the claim is agreed and paid by the Company. Once the claim is paid the amount due from the reinsurers in connection with the paid claim is transferred to amounts due from / to reinsurers. Reinsurance assets or liabilities are derecognised when the contractual rights are extinguished or expire or when the contract is transferred to another party.

An impairment review is performed at each reporting date or more frequently when an indication of impairment arises during the reporting year. Impairment occurs when objective evidence exists that the Company may not recover outstanding amounts under the terms of the contract and when the impact on the amounts that the Company will receive from the reinsurer can be measured reliably. Where an indicator of impairment exists, the Company makes a formal estimate of recoverable amount. Where the carrying amount of a reinsurance asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. The impairment loss is recorded in the statement of income as incurred. For further details, please refer note 3.3.11.

Ceded reinsurance arrangements do not relieve the Company from its 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.

3.3.6. Deferred policy acquisition costs

Commissions and other costs directly related to the acquisition and renewal of insurance contracts are deferred and amortized over the terms of the insurance contracts to which they relate, similar to premiums earned, to the extent that these costs are recoverable out of future premiums. All other acquisition costs are recognized as an expense when incurred. Amortisation is recorded under “Policy acquisition costs” in the statement of income.

Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period and are treated as a change in accounting estimate.

An impairment review is performed at each reporting date or more frequently when an indication of impairment arises. When the recoverable amounts are less than the carrying value, an impairment loss is recognised in the statement of income. If the assumptions relating to the future profitability of these policies are not realized, the amortization of these costs could be accelerated and this may also require additional impairment write-offs in the statement of income. Deferred policy acquisition costs are also considered in the liability adequacy test at each reporting date.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.7. Liability adequacy test

At each reporting date, liability adequacy tests are performed to ensure the adequacy of the insurance contracts liabilities net of related deferred policy acquisition costs. In performing these tests, management uses current best estimates of future contractual cash flows and claims handling and administration expenses. Any deficiency in the carrying amounts is immediately charged to the statement of income by establishing a provision for losses arising from liability adequacy tests accordingly.

3.3.8. Premiums and reinsurance receivables

Premiums receivable are stated at gross written premiums receivable from insurance contracts, less an allowance for any uncollectible amounts. Premiums and reinsurance balances receivable are recognised when due and measured on initial recognition at the fair value of the consideration received or receivable. The carrying value of receivable is reviewed for impairment and whenever events or circumstances indicate that the carrying amount may not be recoverable, the impairment loss is recorded in the statement of income. Receivable balances are derecognised when the Company no longer controls the contractual rights that comprise the receivable balance, which is normally the case when the receivable balance is sold, or all the cash flows attributable to the balance are passed through to an independent third party. Receivables disclosed in notes 6 and 7 fall under the scope of IFRS 4 “Insurance Contracts”.

3.3.9. Investments

All investments, are initially recognised at cost, being the fair value of the consideration given including acquisition charges associated with the investment. Financial assets are initially recognised at fair values plus, in the case of all financial assets not carried at fair value through income statement, transaction costs that are directly attributable to their acquisition.

Fair values of investments are based on quoted prices for marketable securities, or estimated fair values. The fair value of commission bearing items is estimated based on discounted cash flows using commission for items with similar terms and risk characteristics.

i. Investments held at fair value through income statement (“FVIS”)

Investments in this category are classified if they are held for trading or designated by management as fair value through income statement (“FVIS”) on initial recognition. Investments classified as trading are acquired principally for the purpose of selling or repurchasing in the short term and are recorded in the statement of financial position at fair value. Changes in fair value are recognized in net trading income/loss.

An investment may be designated at FVIS by the management, at initial recognition, if it satisfies the criteria laid down by IAS 39 except for the equity instruments that do not have a quoted price in an active market and whose fair values cannot be reliably measured.

Investments are classified as FVIS if the fair value of the investment can be reliably measured and the classification as investments held at fair value through income statement is as per the documented strategy of the Company. Investments classified as investments held at FVIS are initially recognised at cost, being the fair value of the consideration given. Subsequently, such investments are re-measured at fair value, with all changes in fair value being recorded in the statement of income. Transaction costs, if any, are not added to the fair value measurement at initial recognition of FVIS investments. Commission income and dividend income on financial assets held as FVIS are reflected as other income from FVIS financial instruments in the statement of income.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.9. Investments (continued)

ii. Held to maturity investments

Investments having fixed or determinable payments and fixed maturity that the Company has a positive intention and ability to hold to maturity are classified as held to maturity. Held to maturity investments are initially recognised at fair value including direct and incremental transaction costs and subsequently measured at amortised cost, less provision for impairment in value. Amortised cost is calculated by taking into account any discount or premium on acquisition using an effective yield basis. Any gain or loss on such investments is recognised in the statement of income when the investment is derecognised or impaired.

Any permanent decline in value of investments is adjusted for and reported in the statement income as impairment charges.

iii. Available-for-sale investments

Available-for-sale financial assets are non-derivative financial assets that are either designated in this category or not classified in any of the other categories. Such investments are initially recognized at cost and subsequently measured at fair value. Cumulative changes in the fair value of investments are shown as a separate component in the statement of financial position and statement of comprehensive income. Realized gains or losses on the sale of these investments are reported in the related statement of income.

Dividend, commission income and foreign currency gain / loss on available-for-sale investments are recognized in the related statements of income or statement of comprehensive income - shareholders operations, as part of the net investment income / loss.

Any significant or prolonged decline in fair value of available-for-sale investments is adjusted for and reported in the related statement of comprehensive income, as impairment charges.

Fair values of investments are based on quoted prices for marketable securities. The fair value of commission-bearing items is estimated based on discounted cash flows using commission for items with similar terms and risk characteristics.

For unquoted equity investments, fair value is determined by reference to the market value of a similar investment or is based on the expected discounted cash flows.

3.3.10. Financial instruments

i. Financial instruments – initial recognition and subsequent measurement

Financial instruments comprise of financial assets and financial liabilities.

Financial assets consist of cash and cash equivalents, Murabaha deposits, premiums receivable, reinsurers' share of outstanding claims, due from reinsurers, statutory deposit, investments and other receivables. Financial liabilities consist of outstanding claims, due to reinsurers and brokers, due to policyholders, surplus distribution payable and certain other liabilities.

Date of recognition

Regular way sale and purchase of financial instruments are recognised on the trade date, i.e., the date that the Company becomes a party to the contractual provisions of the instrument. Regular way purchases or sales are purchases or sales of financial instruments that require settlement of instrument within the time frame generally established by regulation or convention in the market place.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.10. Financial instruments (continued)

i. Financial instruments – initial recognition and subsequent measurement (continued)

Measurement of financial instruments

All financial instruments are measured initially at their fair value plus, in the case of financial assets and financial liabilities not at fair value through statement of income, any directly attributable incremental costs of acquisition or issue. The classification of financial instruments at initial recognition depends on the purpose for which the financial instruments were acquired and their characteristics. Subsequent to initial measurement, financial instruments are carried at amortised cost except for investments held at fair value through income statement which are carried at fair value.

ii. Derecognition of financial instrument

Financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is derecognised when:

- The rights to receive cash flows from the asset have expired.
- The Company has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement, and either (a) the Company has transferred substantially all the risks and rewards of the asset, or (b) the Company has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Company's continuing involvement in the asset. In that case, the Company also recognises an associated liability. The transferred asset and the associated liability are measured on the basis that reflects the rights and obligations that the Company has retained. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Company could be required to repay.

Financial liabilities

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

iii. Offsetting

Financial assets and financial 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 liabilities simultaneously. Income and expenses are not offset in the statement of income unless required or permitted by any accounting standard or interpretation.

3.3.11. Impairment of financial assets

The Company assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that have occurred since the initial recognition of the asset (an incurred 'loss event') has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. If such evidence exists, any impairment loss is recognised in the statement of income.

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.11. Impairment of financial assets (continued)

Evidence of impairment may include:

- Significant financial difficulty of the issuer or debtor;
- A breach of contract, such as a default or delinquency in payments;
- It becoming probable that the issuer or debtor will enter bankruptcy or other financial reorganization;
- The disappearance of an active market for that financial asset because of financial difficulties; or
- Observable data indicating that there is a measurable decrease in the estimated future cash flow from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the Company, including:
 - adverse changes in the payment status of issuers or debtors in the Company; or
 - national or local economic conditions at the country of the issuers that correlate with defaults on the assets.

If there is objective evidence that an impairment loss on a financial asset exists, the impairment is determined as follows:

- For assets carried at fair value, impairment is the significant or prolonged decline in the fair value of the financial asset.
- For assets carried at amortized cost, impairment is based on estimated future cash flows that are discounted at the original effective commission rate.

For available-for-sale financial assets, the Company assesses at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of debt instruments classified as available for sale, the Company assesses individually whether there is objective evidence of impairment. Objective evidence may include indications that the borrower is experiencing significant financial difficulty, default or delinquency in special commission income or principal payments, the probability that it will enter bankruptcy or other financial reorganization and where observable data indicates that there is a measurable decrease in the estimated future cash flows, such as changes in economic conditions that correlate with defaults. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortized cost and the current fair value, less any impairment loss on that investment previously recognized in the statement of income and statement of comprehensive income. If in a subsequent period, the fair value of a debt instrument increases and the increase can be objectively related to credit event occurring after the impairment loss was recognized in the statement of income and statement of comprehensive income, the impairment loss is reversed through the statement of income and statement of comprehensive income.

For equity investments held as available-for-sale, a significant or prolonged decline in fair value below its cost represents objective evidence of impairment. The impairment loss cannot be reversed through the statement of income as long as the asset continues to be recognised, i.e. any increase in fair value after impairment has been recorded can only be recognised in other comprehensive income. On derecognition, any cumulative gain or loss previously recognised in other comprehensive income is included in the statement of income.

The determination of what is 'significant' or 'prolonged' requires judgement. A period of 12 months or longer is considered to be prolonged and a decline of 30% from the original cost is considered significant as per Company policy. In making this judgement, the Company evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

In making an assessment of whether an investment in debt instrument is impaired, the Company considers the factors such as market's assessment of creditworthiness as reflected in the bond yields, rating agencies' assessment of creditworthiness, country's ability to access the capital markets for new debt issuance and probability of debt being restructured, resulting in holders suffering losses through voluntary or mandatory debt forgiveness. The amount recorded for impairment is the cumulative loss measured as the difference between the amortised cost and the current fair value, less any impairment loss on that investment previously recognised in the statement of income and statement of comprehensive income.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.12. Property and equipment

Property and equipment are stated at cost less accumulated depreciation and any impairment losses if any. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. 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. All other repairs and maintenance are charged to the statement of income during the financial period in which they are incurred.

Depreciation is calculated on a straight line basis over the estimated useful lives of the assets. The estimated useful lives of the assets for the calculation of depreciation are as follows:

<u>Category</u>	<u>Years</u>
Leasehold improvements	8
Furniture and fittings	10
Computer and office equipment	4
Motor vehicles	4

The assets' residual values and useful lives are reviewed at each reporting date and adjusted if appropriate. The carrying values of these assets are reviewed for impairment when event 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.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are included in the statement of income.

3.3.13. Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortisation and impairment losses, if any. Internally generated intangible assets, excluding capitalised development costs, are not capitalised and expenditure is recognised in the statement of income when it is incurred.

Intangible assets with finite lives are amortised over their useful economic lives and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the statement of income in the expense category consistent with the function of the intangible assets. The Company amortises intangible assets with a limited useful life using the straight-line method over a period of 4 years.

3.3.14. Goodwill

Goodwill is initially measured at excess of the fair value of the consideration paid over the fair value of the identifiable assets and liabilities acquired. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired. Impairment for goodwill is determined by assessing the recoverable amount of the cash generating unit (or a group of cash generating units) to which the goodwill is related. When the recoverable amount of the cash-generating unit (or a group of cash generating units) is less than the carrying amount of the cash generating unit (or a group of cash generating units) to which goodwill has been allocated, an impairment loss is recognised in the statement of income. Impairment losses relating to goodwill cannot be reversed in future periods.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.15. Leases

Leases in which a significant portion of the risks and rewards of ownership are not transferred to the Company as lessee are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to statement of income within operating expenses on a straight-line basis over the period of the lease.

3.3.16. Impairment of non-financial assets

The Company assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's ("CGU") fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

The Company bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the Company's CGUs to which the individual assets are allocated. These budgets and forecast calculations generally cover a period of three to five years. For longer periods, a long-term growth rate is calculated and applied to project future cash flows after the fifth year. Impairment losses of continuing operations are recognised in the statement of income in expense categories consistent with the function of the impaired asset.

For assets excluding goodwill, an assessment is made at each reporting date whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Company estimates the asset's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation / amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the statement of income.

Impairment losses related to goodwill cannot be reversed in future periods.

3.3.17. Employees' end of service benefits

The Company operates an end of service benefit plan for its employees based on the prevailing Saudi Labor Laws. Accruals are made at the present value of expected future payments in respect of services provided by the employees up to the end of the reporting year using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and years of service. Expected future payments are discounted using market yields at the end of the reporting year of high-quality corporate bonds with terms and currencies that match, as closely as possible, the estimated future cash outflows. This involves making various assumptions which may differ from actual developments in the future. Due to the complexity of the valuation, the underlying assumptions and their long-term nature, the employees' end of service benefits valuation is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

The benefit payments obligation is discharged as and when it falls due. Re-measurements (actuarial gains/ losses) as a result of experience adjustments and changes in actuarial assumptions are recognised in the statement of comprehensive income.

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued) As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.18. Provisions, accrued expenses and other liabilities

Provisions are recognised when the Company has a present obligation (legal or constructive) arising from a past event, and the costs to settle the obligation are both probable and can be reliably measured. Provisions are not recognised for future operating losses. Liabilities are recognised for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

3.3.19. Zakat

The Company is subject to zakat in accordance with the regulations of the General Authority of Zakat and Tax ("GAZT"). Zakat is computed on the Saudi shareholders' share of equity or net income using the basis defined under the Zakat regulations. Income taxes are computed on the foreign shareholders' share of net adjusted income for the year. Zakat and income tax is accrued on a quarterly basis. Based on the Circular issued by SAMA effective on 1 January, 2017, the Company amended its accounting policy to charge zakat and tax directly into retained earnings in the statement of changes in equity instead of the statement of income. Additional amounts payable, if any, at the finalization of final assessments are accounted for when such amounts are determined.

The Company withholds taxes on certain transactions with non-resident parties in the Kingdom of Saudi Arabia as required under Saudi Arabian Income Tax Law.

3.3.20. Cash and cash equivalents

Cash and cash equivalents consist of cash in hand and balances with banks including investment in Murabaha deposits with less than three months maturity from the date of acquisition.

3.3.21. Cash flow statement

The Company's main cash flows are from insurance operations which are classified as cash flow from operating activities. Cash flows generated from investing and financing activities are classified accordingly. The Company reports cash flows from operating activities using the indirect method.

3.3.22. Investment in Murabaha deposits

Investment in Murabaha deposits, with an original maturity of more than three months, are initially recognized in the statement of financial position at fair value and are subsequently measured at amortised cost using the effective yield method, less any impairment changes.

3.3.23. Prepayments

Prepayments represent expenses not yet incurred but already paid in cash. Prepayments are initially recorded as assets and measured at the amount of cash paid. Subsequently, these are charged to the statement of income as they are consumed or expire with the passage of time.

3.3.24. Foreign currencies

Transactions in foreign currencies are recorded in Saudi Riyals at the exchange rate prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated to Saudi Riyals at the rate of exchange prevailing at the statement of financial position date. All differences are taken to the statements of income and comprehensive income. 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 is determined. Foreign exchange gains or losses on available-for-sale investments are recognized under "other income" in the statements of income and comprehensive income. As the Company's foreign currency transactions are primarily in US dollars, foreign exchange gains and losses are not significant.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

3.3. Significant accounting policies (continued)

3.3.25. Expenses

Due to the nature of the operations of the Company, all expenses incurred are classified as general and administration expenses.

3.3.26. Operating segments

An operating segment is a distinguishable component of the Company that is engaged in business activities from which it is subject to risk and rewards that are different from those of other segments. Further, an operating segment earns revenues and incur expenses and has discrete financial information which is available that is evaluated regularly by the chief operating decision-maker. For management purposes, the Company is organised into business units based on products and services and has the following reportable operating segments:

- Medical provides healthcare cover to policyholders
- Motor provides coverage against losses and liability related to motor vehicles, excluding transport insurance
- Property provides coverage against losses related to fire, natural perils, business interruption and burglary
- Engineering provides coverage during erection or construction of civil engineering works and installation of plant and machinery
- Marine provides coverage against damages and liabilities arising through loss/damage to marine cargo/hull.
- Accident insurance provides coverage against money, fidelity guarantee, personal accident, jeweller block, jewellery all risks and travel insurance and liability insurance provides coverage against the insured's legal liability arising out of acts of negligence during their business operations

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision maker, who is responsible for allocating resources and assessing the performance of the operating segments, has been identified as the chief executive officer that makes strategic decisions.

Segment performance is evaluated based on profit or loss which, in certain respects, is measured differently from profit or loss in the financial statements. No inter-segment transactions occurred during the year. If any transaction were to occur, transfer prices between business segments are set on an arm's length basis in a manner similar to transactions with third parties. Segment income, expense and results will then include those transfers between business segments which will then be eliminated at the level of the financial statements of the Company.

3.3.27. Statutory reserve

In accordance with the Company's by-laws, the Company shall allocate 20% of its net income from shareholders operations each year to the statutory reserve until it has built up a reserve equal to the share capital. The reserve is not available for distribution.

3.3.28. Fair values

The fair values of financial assets are based on quoted prices for marketable securities or estimated fair values. The fair value of commission-bearing items is estimated based on discounted cash flow using commission for items with similar terms and risk characteristics.

For financial assets where there is no active market, fair value is determined by reference to the market value of similar financial assets or where the fair values cannot be derived from an active market; they are determined using a variety of valuation techniques. The inputs of this model are taken from an observable market where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. Fair value disclosures are disclosed in note 25.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

4. CASH AND CASH EQUIVALENTS

Cash and cash equivalents included in the statement of cash flows comprise the following:

	2018 SR'000	2017 SR'000
Insurance operations		
Cash in hand	30	32
Cash at banks (see note below)	13,597	9,246
Investment in Murabaha deposits (see note 5 and below)	74,000	100,000
	<u>87,627</u>	<u>109,278</u>
Shareholders' operations		
Cash at banks	<u>2,760</u>	<u>1,490</u>
Total of cash and cash equivalents	<u>90,387</u>	<u>110,768</u>

- This includes bank balances amounting to SR 0.5 million (2017: SR 0.5 million), held in the name of related parties of the Company, on behalf of the Company.
- The investments in Murabaha deposits are held with commercial banks in the Kingdom of Saudi Arabia. These investments in Murabaha deposits are denominated in Saudi Riyals and have an original maturity not exceeding three months. These investments earn commission at an average rate of 2.36% per annum as at 31 December 2018 (2017: 2.07% per annum)

5. INVESTMENT IN MURABAHA DEPOSITS

Investment in Murabaha deposits comprises the following:

	2018 SR'000	2017 SR'000
Insurance operations		
Investment in Murabaha deposits	74,000	100,000
Less: investment in Murabaha deposits with maturity less than three months (see note 4)	(74,000)	(100,000)
	<u>--</u>	<u>--</u>
Shareholders' operations		
Investment in Murabaha deposits	<u>82,000</u>	<u>83,000</u>
Total of investment in Murabaha deposits	<u>82,000</u>	<u>83,000</u>

- Murabaha deposits represent deposits with local banks that have an original maturity of more than three months from the date of acquisition.
- These investments earn commission at an average rate of 2.36% per annum as at 31 December 2018 (2017: 2.07% per annum)

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

6. PREMIUMS RECEIVABLE - NET

Premiums receivable comprise amounts due from the following:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Policyholders	66,771	55,869
Related parties (note 27)	4,219	6,479
	70,990	62,348
Allowance for impairment of premiums receivables (note 6.1)	(22,525)	(20,371)
Premiums receivable – net	48,465	41,977

6.1. Movement in allowance for impairment of premiums receivable:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Balance as at 1 January,	20,371	19,123
Addition during the year	2,154	1,248
Balance as at 31 December,	22,525	20,371

6.2. Aging analysis of unimpaired premiums receivable:

	<i>Total</i>	<i>Past due but not impaired</i>			
		<i>Less than 90 days SR'000</i>	<i>91 – 180 days SR'000</i>	<i>181 – 360 days SR'000</i>	<i>More than 360 days SR'000</i>
31 December, 2018	48,465	23,693	11,160	10,389	3,223
31 December, 2017	41,977	21,191	7,459	10,767	2,560

The Company only enters into insurance contracts with recognized, creditworthy third parties. It is the Company's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, premiums receivable are monitored on an ongoing basis in order to reduce the Company's exposure to bad debts.

In respect of premiums receivable, the five largest customer balances accounted for approximately 16% of this balance as at 31 December 2018 (2017: 19%). Premium receivable comprise a large number of customers and are mainly within the Kingdom of Saudi Arabia.

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

7. DUE FROM REINSURERS - NET

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Due from reinsurers, gross	18,037	24,105
Allowance for impairment of due from reinsurers (note 7.1)	(1,180)	(3,301)
Due from reinsurers - net	16,857	20,804

7.1. Movement in allowance for impairment of due from reinsurers:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Balance as at 1 January,	3,301	10,170
(Reversal) / addition during the year	(2,121)	113
Write-off during the year	--	(6,982)
Balance as at 31 December,	1,180	3,301

7.2. Aging analysis of unimpaired due from reinsurers:

	<i>Total</i>	<i>Past due but not impaired</i>			
		<i>Less than 90 days SR'000</i>	<i>91 – 180 days SR'000</i>	<i>181 – 360 days SR'000</i>	<i>More than 360 days SR'000</i>
31 December, 2018	16,857	14,973	990	521	373
31 December, 2017	20,804	19,740	285	585	194

The Company only enters into reinsurance contracts with recognized, creditworthy third parties. It is the Company's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, due from reinsurers are monitored on an ongoing basis in order to reduce the Company's exposure to bad debts.

8. INVESTMENTS

Investments of the shareholders' operations comprise the following:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
<i>Shareholders' operations</i>		
Investments held at fair value through income statement (note 8.1)	37,508	33,592
Available-for-sale investment (note 8.2)	1,923	1,923
Total of investments	39,431	35,515

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

8. INVESTMENTS (continued)

8.1. Investments held at fair value through income statement

Movement in investments classified as fair value through income statement is as follows:

	2018 SR'000	2017 SR'000
Balance as at 1 January,	33,592	33,015
Purchases during the year	4,217	--
Disposals during the year	(4,965)	--
Realized gain during the year	396	--
Unrealized gain during the year	4,268	577
	<u>37,508</u>	<u>33,592</u>
Balance as at 31 December,	<u>37,508</u>	<u>33,592</u>

- The investments held at fair value through income statement of shareholders' operations comprise of portfolio amounting to SR 37.51 million (2017: SR 33.59 million) which is invested in mutual funds and equity shares in the Kingdom of Saudi Arabia.
- The investments are denominated in Saudi Arabian Riyals and US Dollars. All investments held at fair value through income statement are quoted. The portfolio is invested in securities and mutual funds issued by corporates and financial institutions in the Kingdom of Saudi Arabia.

8.2. Available-for-sale investment

The Company holds 3.85% of the equity in Najm for Insurance Services Company ("Najm"), a non-listed Saudi Limited Liability Company. The investment is classified as an available-for-sale investment and is stated at cost.

9. TECHNICAL RESERVES

9.1. NET PREMIUMS

	2018 SR'000	2017 SR'000
Gross written premiums	264,675	185,627
Gross unearned premiums at the beginning of the year	61,393	77,823
	<u>326,068</u>	<u>263,450</u>
Gross unearned premiums at the end of the year	(101,854)	(61,393)
	<u>224,214</u>	<u>202,057</u>
Gross premiums earned	224,214	202,057
Reinsurance premiums ceded	(117,711)	(97,390)
Reinsurers' share of unearned premiums at the beginning of the year	(29,925)	(34,709)
	<u>(147,636)</u>	<u>(132,099)</u>
Reinsurers' share of unearned premiums at the end of the year	35,607	29,925
	<u>(112,029)</u>	<u>(102,174)</u>
Insurance premium ceded to reinsurers	(112,029)	(102,174)
Net premiums earned	<u>112,185</u>	<u>99,883</u>

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

9. TECHNICAL RESERVES (continued)

9.2. NET OUTSTANDING CLAIMS AND RESERVES

Net outstanding claims and reserves comprise of the following:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Outstanding claims	68,443	60,746
Claims incurred but not reported	31,248	49,902
Provision for premium deficiency reserve	11,004	4,799
Other technical reserves	3,740	2,227
	114,435	117,674
Less:		
Reinsurers' share of outstanding claims	45,365	41,271
Reinsurers' share of claims incurred but not reported	14,776	21,497
	60,141	62,768
Net outstanding claims and reserves	54,294	54,906

9.3. MOVEMENT IN UNEARNED PREMIUMS

Movement in unearned premiums comprise of the following:

	<i>For the year ended 31 December 2018</i>		
	<i>Gross</i> <i>SR'000</i>	<i>Reinsurance</i> <i>SR'000</i>	<i>Net</i> <i>SR'000</i>
Balance as at 1 January,	61,393	(29,925)	31,468
Premiums written during the year	264,675	(117,711)	146,964
Premiums earned during the year	(224,214)	112,029	(112,185)
Balance as at 31 December,	101,854	(35,607)	66,247

	<i>For the year ended 31 December 2017</i>		
	<i>Gross</i> <i>SR'000</i>	<i>Reinsurance</i> <i>SR'000</i>	<i>Net</i> <i>SR'000</i>
Balance as at 1 January,	77,823	(34,709)	43,114
Premiums written during the year	185,627	(97,390)	88,237
Premiums earned during the year	(202,057)	102,174	(99,883)
Balance as at 31 December,	61,393	(29,925)	31,468

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

9. TECHNICAL RESERVES (continued)

9.4. MOVEMENT IN DEFERRED POLICY ACQUISITION COSTS

Movement in deferred policy acquisition costs comprise of the following:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Balance as at 1 January,	4,870	6,623
Incurred during the year	15,725	12,629
Amortised during the year	(14,371)	(14,382)
	<hr/>	<hr/>
Balance as at 31 December,	6,224	4,870
	<hr/> <hr/>	<hr/> <hr/>

9.5. MOVEMENT IN UNEARNED REINSURANCE COMMISSION

Movement in unearned reinsurance commission comprise of the following:

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Balance as at 1 January,	5,747	6,867
Accrued during the year	19,773	17,832
Earned during the year	(19,642)	(18,952)
	<hr/>	<hr/>
Balance as at 31 December,	5,878	5,747
	<hr/> <hr/>	<hr/> <hr/>

10. PREPAYMENTS AND OTHER ASSETS

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
<i>Insurance operations</i>		
Prepayments	5,404	4,000
Other assets	3,979	5,800
Due from related parties (note 27)	1,088	1,088
Allowance for impairment of salvage recoveries	--	(1,771)
	<hr/>	<hr/>
	10,471	9,117
	<hr/> <hr/>	<hr/> <hr/>
<i>Shareholders' operations</i>		
Advances	--	1,443
Other assets	185	3,916
	<hr/>	<hr/>
	185	5,359
	<hr/> <hr/>	<hr/> <hr/>
Total of prepayments and other assets	10,656	14,476
	<hr/> <hr/>	<hr/> <hr/>

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

11. PROPERTY AND EQUIPMENT

	<i>Leasehold improvements SR'000</i>	<i>Furniture and fittings SR'000</i>	<i>Computer and office equipment SR'000</i>	<i>Motor vehicles SR'000</i>	<i>Total SR'000</i>
Cost:					
Balance as at 1 January 2017	3,619	2,098	4,090	240	10,047
Additions during the year	27	61	3,163	--	3,251
	<u>3,646</u>	<u>2,159</u>	<u>7,253</u>	<u>240</u>	<u>13,298</u>
Balance as at 1 January 2018	3,646	2,159	7,253	240	13,298
Additions during the year	117	54	1,323	55	1,549
	<u>3,763</u>	<u>2,213</u>	<u>8,576</u>	<u>295</u>	<u>14,847</u>
Balance as at 31 December 2018	3,763	2,213	8,576	295	14,847
Accumulated depreciation:					
Balance as at 1 January 2017	3,185	1,647	3,511	213	8,556
Depreciation for the year (note 22)	163	143	484	16	806
	<u>3,348</u>	<u>1,790</u>	<u>3,995</u>	<u>229</u>	<u>9,362</u>
Balance as at 1 January 2018	3,348	1,790	3,995	229	9,362
Depreciation for the year (note 22)	96	96	1,110	23	1,325
	<u>3,444</u>	<u>1,886</u>	<u>5,105</u>	<u>252</u>	<u>10,687</u>
Balance as at 31 December 2018	3,444	1,886	5,105	252	10,687
Net book value:					
31 December 2018	319	327	3,471	43	4,160
31 December 2017	298	369	3,258	11	3,936

12. INTANGIBLE ASSETS

	<i>2018 SR'000</i>	<i>2017 SR'000</i>
Cost:		
Balance as at 1 January,	4,272	3,189
Additions during the year	1,604	1,083
	<u>5,876</u>	<u>4,272</u>
Balance as at 31 December,	5,876	4,272
Accumulated amortisation:		
Balance as at 1 January,	3,207	2,980
Amortisation during the year (note 22)	543	227
	<u>3,750</u>	<u>3,207</u>
Balance as at 31 December,	3,750	3,207
Net book value	2,126	1,065

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

13. STATUTORY DEPOSIT

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Statutory deposit	<u>20,000</u>	<u>20,000</u>

- a) In compliance with Article 58 of the Implementing Regulations of the Saudi Arabian Monetary Authority ("SAMA"), the Company has deposited 10% of its share capital, amounting to SR 20 million in a bank designated by SAMA. The statutory deposit is maintained with a reputed bank and the Company cannot withdraw this deposit without SAMA's approval. Commission accruing on this deposit is payable to SAMA.
- b) In accordance with the instruction received from the SAMA vide their circular dated 1 March, 2016, the Company has disclosed the commission due on the statutory deposit as at 31 December, 2018 and 2017 as an asset and a liability in these financial statements.

14. DUE TO POLICYHOLDERS

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Due to policyholders	<u>7,926</u>	<u>9,550</u>

- a) Due to policyholders represent claims due to certain policyholders. Five policyholder's (2017: five policyholders) balance comprises 17% (2017: 40%) of the outstanding balance due to policyholders as at 31 December, 2018.

15. ACCRUED EXPENSES AND OTHER LIABILITIES

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
<i>Insurance operations</i>		
Accrued expenses	3,553	2,362
Value added tax payable	846	277
Due to related parties (note 27)	309	309
Other liabilities	1,961	12,833
	<u>6,669</u>	<u>15,781</u>
<i>Shareholders' operations</i>		
Accrued expenses	2,238	3,624
	<u>2,238</u>	<u>3,624</u>
Total of accrued expenses and other liabilities	<u>8,907</u>	<u>19,405</u>

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

16. EMPLOYEES' END OF SERVICE BENEFITS

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Employees' end of service benefits (see note below)	<u>7,754</u>	<u>7,866</u>

The Company operates an end of service benefit plan for its employees based on the prevailing Saudi Labor Laws. Accruals are made in accordance with the actuarial valuation under the projected unit credit method while the benefit payments obligation is discharged as and when it falls due. The amounts recognized in the statement of financial position and movement in the obligation during the year based on its present value are as follows:

16.1. Movement of defined benefit obligations

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Balance as at 1 January,	7,866	7,722
Charged to the statement of income	3,604	859
Charged to the statement of other comprehensive income	(128)	--
Payment of benefits during the year	<u>(3,588)</u>	<u>(715)</u>
Balance as at 31 December,	<u>7,754</u>	<u>7,866</u>

16.2. Reconciliation of present value of defined benefit obligation

	<i>2018</i> <i>SR'000</i>	<i>2017</i> <i>SR'000</i>
Present value of defined benefit obligation as at 1 January,	7,866	7,722
Current service costs	3,240	859
Financial costs	364	--
Actuarial gain from experience adjustments	(128)	--
Payment of benefits during the year	<u>(3,588)</u>	<u>(715)</u>
Present value of defined benefit obligation as at 31 December,	<u>7,754</u>	<u>7,866</u>

16.3. Principal actuarial assumptions

The following range of significant actuarial assumptions was used by the Company for the valuation of post-employment benefit liability:

	<i>2018</i>	<i>2017</i>
Valuation discount rate	4.60%	4.60%
Expected rate of increase in salary level across different age bands	4.34%	3.58%

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

16. EMPLOYEES' END OF SERVICE BENEFITS (continued)

16.4. Sensitivity analysis

The impact of changes in sensitivities on the present value of the defined benefit obligation is as follows:

	2018	2017
Current	7,754	7,866
Valuation discount rate		
-Increase by 0.5%	7,542	7,711
-Decrease by 0.5%	7,973	8,029
Expected rate of increase in salary level across different age bands		
-Increase by 0.5%	7,968	7,981
-Decrease by 0.5%	7,546	7,755

The average duration of the defined benefit plan obligation at the end of the reporting period is 3.51 years.

17. SURPLUS DISTRIBUTION PAYABLE

	2018 SR'000	2017 SR'000
Balance as at 1 January,	10,190	8,394
Total income attributed to the insurance operations during the year	--	1,892
Surplus paid to policyholders	(1,112)	(96)
Balance as at 31 December,	9,078	10,190

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

18. ZAKAT

18.1. Zakat provision

The Zakat provision at 31 December is based on the following:

	2018 SR'000	2017 SR'000
Equity	202,165	201,642
Opening provision and adjustments	8,954	32,492
Net book value of long term assets	(44,469)	(43,124)
	166,650	191,010
Amended net (loss) / income for the year	(11,198)	22,465
Zakat base	155,452	213,475
Zakat due at 2.5%	3,886	5,337

The differences between the financial and the results subject to Zakat are mainly due to certain adjustments in accordance with the relevant Zakat regulations. The movement in the Zakat provision for the year is as follows:

	2018 SR'000	2017 SR'000
Balance as at 1 January,	13,032	12,520
Provided during the year	3,886	5,337
Provided for prior years	5,538	--
Paid during the year	(10,956)	(4,825)
Balance as at 31 December,	11,500	13,032

18.2. Status of assessments

- The Company has filed its Zakat returns for its first period from 3 January 2010 to 31 December 2011 and a revised return for the period from 3 January 2010 to 31 December 2011 with the General Authority of Zakat and Tax ("GAZT") and obtained unrestricted Zakat certificates.
- The Company has filed its Zakat returns for the years 2012 and 2013 and obtained unrestricted Zakat certificates. The GAZT issued final Zakat assessment for the period/years from 31 December, 2011 to 2013 claimed additional Zakat liability and withholding tax difference of SR 6.2 million and SR 11 million, respectively and delay fine charges. The Company settled Zakat differences of SR 0.2 million and withholding tax of SR 0.017 million in addition to delay fine charges and objected against the remaining GAZT items.

The GAZT issued a revised assessment claiming additional Zakat and withholding tax differences of SR 5.9 million and SR 11 million in addition to delay fine charges of SR. 9.5 million. The Company objected against the revised assessment in Preliminary Objection Committee (POC). The Company received the revised assessment from POC, in which, the Zakat liability was reduced to SR 2.9 million while other assessments remained the same. Subsequent to year-end, the Company has filed an appeal against the POC's decision in Higher Appeals Committee, providing a bank guarantee of SR 12.5 million and settled the withholding tax difference of SR 11 million. The management is confident of a favourable outcome of the appeals under review by the GAZT.

- The GAZT issued assessments for the years 2014 and 2015, claiming additional zakat and withholding tax differences amounting to SR 6.9 million and 3.96 million, respectively during 2018. The Company is in the process of appealing certain items in the Zakat assessment amounting to SR 1.6 million and settled zakat and withholding tax differences amounting to SR 5.5 million and SR 3.96 million, respectively.
- The Company has filed its Zakat return for the years 2016 to 2017 and obtained the necessary Zakat certificates. The Company's returns are still under study by the GAZT.

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

19. SHARE CAPITAL

The share capital of the Company is SR 200 million divided into 20 million shares of SR 10 each (2017: 20 million shares of SR 10 each) and subscribed by the following:

	2018		2017	
	<i>Percentage of holding</i>	<i>Amount SR '000</i>	<i>Percentage of holding</i>	<i>Amount SR '000</i>
Founding shareholders	37.9%	75,800	37.9%	75,800
General public	62.1%	124,200	62.1%	124,200
	100%	200,000	100%	200,000

20. STATUTORY RESERVE

As required by Article 70 of the Saudi Arabian Insurance Regulations, 20% of the net shareholders' income (after deducting losses brought forward) shall be set aside as a statutory reserve until this reserve amounts to 100% of paid up share capital.

21. CAPITAL MANAGEMENT

Objectives are set by the Company to maintain healthy capital ratios in order to support its business objectives and maximize 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 paid to shareholders or issue shares.

The Company manages its capital to ensure that it is able to continue as going concern and comply with the regulators' capital requirements of the markets in which the Company operates while maximizing the return to stakeholders through the optimization of the debt and equity balance. The capital structure of the Company consists of equity attributable to equity holders comprising paid share capital, reserves and retained earnings.

As per guidelines laid out by SAMA in Article 66 of the Implementing Insurance Regulations detailing the solvency margin required to be maintained, the Company shall maintain solvency margin equivalent to the highest of the following three methods as per SAMA Implementing Regulations:

- Minimum Capital Requirement of SR 100 million
- Premium Solvency Margin
- Claims Solvency Margin

The Company is in compliance with all externally imposed capital requirements with sound solvency margin. The capital structure of the Company as at 31 December, 2018 consists of paid-up share capital of SR 200 million, statutory reserves of SR 2.17 million and accumulated losses of SR 38.07 million (2017: paid-up share capital of SR 200 million, statutory reserves of SR 2.17 million and accumulated losses of SR 4.82 million) in the statement of financial position.

In the opinion of the Board of Directors, the Company has fully complied with the externally imposed capital requirements during the reported financial year. The following information summarizes the minimum regulatory capital of the Company:

	2018 SR'000	2017 SR'000
Available capital	101,381	146,879
Minimum regulatory capital	(100,000)	(100,000)
Surplus capital	1,381	46,879

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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

22. GENERAL AND ADMINISTRATION EXPENSES

	2018 SR'000	2017 SR'000
<i>Insurance operations</i>		
Employee costs	36,010	28,939
Regulatory fees	1,793	1,032
Repairs and maintenance	3,749	2,742
Depreciation (note 11)	1,325	806
Amortisation (note 12)	543	227
Professional fees	4,796	3,220
Rent	1,357	1,685
Marketing expenses	4,077	745
Provision for withholding taxes	1,190	800
Provision for uncollectible taxes	1,044	277
Others	5,338	3,589
	<u>61,222</u>	<u>44,062</u>
<i>Shareholders' operations</i>		
Legal and professional fees	1,440	279
Board of Directors' remuneration and related expenses	2,358	1,830
Others	166	1,135
	<u>3,964</u>	<u>3,244</u>
Total of general and administration expenses	<u>65,186</u>	<u>47,306</u>

23. OTHER INCOME

	2018 SR'000	2017 SR'000
Share of surplus from Al Manafeth (note 23.1)	2,369	3,769
Income on road assistance services	1,252	1,482
Reversal of impairment of reinsurance receivables	--	2,331
Reversal of directors' remuneration	--	1,905
Dividend income	643	538
Miscellaneous	248	--
Total of other income	<u>4,512</u>	<u>10,025</u>

23.1. Share of surplus from Al Manafeth:

This represents the Company's share in the surplus arising from the Al Manafeth Third Party Liability Insurance Fund ("the Fund"). The Company with twenty four other insurance companies operating in the Kingdom of Saudi Arabia, entered into an agreement with 'The Company for Cooperative Insurance' ("CCI") effective from January 1, 2015 for three years and subsequently renewed for 2018, for participating in the insurance of foreign vehicles entering Saudi Arabia through all its borders except from the Kingdom of Bahrain. As per the agreement, CCI will receive 4.25% of the Fund's gross written premiums to cover the related indirect expense along with 15% management fee of the net results of the Fund's portfolio. The remaining results after the aforesaid distribution are due to be shared equally by the CCI and above mentioned twenty five insurance companies including the Company.

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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

24. CLAIMS DEVELOPMENT TABLE

The following reflects the cumulative incurred claims, including both claims notified and incurred but not reported for each successive accident year at each statement of financial position date, together with the cumulative payments to date. The development of insurance liabilities provides a measure of the Company's ability to estimate the ultimate value of the claims.

The Company aims to maintain adequate reserves in respect of its insurance business in order to protect against adverse future claims experience and developments. The IBNR estimate pertains to claims liability for the years beginning from the year 2010 onwards whose claim experience has not been fully developed.

Claims triangulation analysis is by accident years spanning a number of financial years.

2018

Accident Year	Amount in SR' 000						Total
	2013 and prior	2014	2015	2016	2017	2018	
At the end of accident year	289,353	258,404	264,640	162,181	185,257	181,898	
One year later	265,455	244,725	258,031	168,293	121,015	--	
Two years later	264,850	231,260	271,933	137,736	--	--	
Three years later	262,055	286,176	235,656	--	--	--	
Four year later	347,310	243,104	--	--	--	--	
Five years later	277,045	--	--	--	--	--	
Ultimate paid claims (estimated)	277,045	243,104	235,656	137,736	121,015	181,898	1,196,454
Cumulative paid claims	(276,070)	(243,087)	(235,548)	(136,512)	(113,910)	(91,636)	(1,096,763)
Outstanding claims and IBNR	<u>975</u>	<u>17</u>	<u>108</u>	<u>1,224</u>	<u>7,105</u>	<u>90,262</u>	<u>99,691</u>

2017

Accident Year	Amount in SR' 000						Total
	2012 and prior	2013	2014	2015	2016	2017	
At the end of accident year	223,108	289,353	258,404	264,640	162,181	185,257	
One year later	240,994	265,455	244,725	258,031	168,293	--	
Two years later	233,109	264,850	231,260	271,933	--	--	
Three years later	231,816	262,055	286,176	--	--	--	
Four year later	230,971	347,310	--	--	--	--	
Five years later	352,507	--	--	--	--	--	
Ultimate paid claims (estimated)	352,507	347,310	286,176	271,933	168,293	185,257	1,611,476
Cumulative paid claims	(352,171)	(346,303)	(286,575)	(270,859)	(158,020)	(86,900)	(1,500,828)
Outstanding claims and IBNR	<u>336</u>	<u>1,007</u>	<u>(399)</u>	<u>1,074</u>	<u>10,273</u>	<u>98,357</u>	<u>110,648</u>

GULF GENERAL COOPERATIVE INSURANCE COMPANY

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

25. FAIR VALUES OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the accessible principal market for the asset or liability, or
- In the absence of a principal market, in the most advantageous accessible market for the asset or liability

The fair values of on-balance sheet financial instruments are not significantly different from their carrying amounts included in these financial statements.

Determination of fair value and fair value hierarchy

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

Level 1: quoted prices in active markets for the same or identical instrument that an entity can access at the measurement date;

Level 2: quoted prices in active markets for similar assets and liabilities or other valuation techniques for which all significant inputs are based on observable market data; and

Level 3: valuation techniques for which any significant input is not based on observable market data.

Carrying amounts and fair value

The following table shows the carrying amount and the fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy for financial instruments measured at fair value. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation to fair value. At 31 December, 2018 there were no financial instruments held by the Company that were measured at fair value, apart from the investments which are carried at fair value.

31 December 2018	<i>Carrying value SR'000</i>	<i>Fair Value</i>			
		<i>Level 1 SR'000</i>	<i>Level 2 SR'000</i>	<i>Level 3 SR'000</i>	<i>Total SR'000</i>
<i>Shareholders' operations</i>					
Investments held at FVIS	37,508	37,508	--	--	37,508
	<u>37,508</u>	<u>37,508</u>	<u>--</u>	<u>--</u>	<u>37,508</u>
31 December 2017	<i>Carrying value SR'000</i>	<i>Fair Value</i>			
		<i>Level 1 SR'000</i>	<i>Level 2 SR'000</i>	<i>Level 3 SR'000</i>	<i>Total SR'000</i>
<i>Shareholders' operations</i>					
Investments held at FVIS	33,592	33,592	--	--	33,592
	<u>33,592</u>	<u>33,592</u>	<u>--</u>	<u>--</u>	<u>33,592</u>

- As at 31 December 2018, the Company has an investment amounting to SR 1.9 million in an unquoted available for sale investment. This investment has not been measured at fair value because of unavailability of quoted prices of comparable companies and other financial information.
- All investments are fair valued except for available-for-sale investment which is stated at cost (see above and note 8.2).
- Cash and bank balances and other short-term financial assets are assumed to have fair values that reasonably approximate their corresponding carrying values due to the short-term nature.
- There were no transfers between levels during the years ended 31 December 2018 and 31 December 2017. Further, there were no changes in the valuation techniques during the year from previous years.

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NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

26. OPERATING SEGMENTS

Operating segments are identified on the basis of internal reports about components of the Company that are regularly reviewed by the Company's Board of Directors in their function as the chief operating decision maker in order to allocate resources to the segments and to assess its performance.

All of the insurance operations of the Company are carried out in the Kingdom of Saudi Arabia. For management purposes, the operations are monitored in six major lines of business. Transactions between the operating segments are on normal commercial terms and conditions. The revenue from external parties reported to the Board is measured in a manner consistent with that in the condensed income statement. Segment assets and liabilities comprise operating assets and liabilities.

There have been no changes to the basis of segmentation or the measurement basis for the segment profit or loss since 31 December, 2017.

Segment assets do not include cash and cash equivalents, investment in Murabaha deposits, premiums receivable-net, due from reinsurers-net, investments, prepayments and other assets, property and equipment, goodwill, statutory deposit and accrued interest on statutory deposit. Accordingly, they are included in unallocated assets.

Segment liabilities do not include due to policyholders, due to reinsurers, due to brokers, employees' end of service benefits, surplus distribution payables, accrued expenses and other liabilities, accrued zakat and accrued interest on statutory deposit. Accordingly, they are included in unallocated liabilities.

These unallocated assets and liabilities are not reported to chief operating decision maker under related segments and are monitored on a centralized basis.

The segment information provided to the Company's Board of Directors for the reportable segments for the Company's total assets and liabilities at 31 December, 2018 and 31 December, 2017, its total revenues, expenses, and net (loss) / income for the year then ended, are as follows:

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF FINANCIAL POSITION

As at 31 December 2018

	<i>Insurance Operations</i>						
	<i>Medical</i>	<i>Motor</i>	<i>Property</i>	<i>Engineering</i>	<i>Marine</i>	<i>Accident & liability</i>	<i>Shareholders' Operations</i>
	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>
ASSETS							
Reinsurers' share of unearned premiums	5,971	10,231	9,608	3,535	3,133	3,129	35,607
Reinsurers' share of outstanding claims	11,470	1,590	22,010	2,945	4,120	3,230	45,365
Reinsurers' share of claims incurred but not reported	2,318	2,342	6,714	1,100	1,225	1,077	14,776
Deferred policy acquisition costs	445	3,036	1,120	412	510	701	6,224
Unallocated assets	--	--	--	--	--	--	181,983
TOTAL ASSETS	20,204	17,199	39,452	7,992	8,988	8,137	457,305
LIABILITIES							
Unearned premiums	11,175	65,427	10,427	3,941	4,435	6,449	101,854
Unearned reinsurance commission	--	973	2,027	834	1,201	843	5,878
Outstanding claims	14,265	12,873	25,936	3,172	5,656	6,541	68,443
Claims incurred but not reported	4,129	14,193	7,463	1,269	1,946	2,248	31,248
Provision for premium deficiency reserve	884	8,163	1,091	375	--	491	11,004
Other technical reserves	--	1,470	1,599	362	143	166	3,740
Unallocated liabilities	--	--	--	--	--	--	15,085
TOTAL LIABILITIES	30,453	103,099	48,543	9,953	13,381	16,738	298,178

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF FINANCIAL POSITION (continued)

As at 31 December 2017 (Restated)

	Insurance Operations						Shareholders' Operations	Total
	Medical	Motor	Property	Engineering	Marine	Accident & liability	Total Insurance Operations	
	SR'000	SR'000	SR'000	SR'000	SR'000	SR'000	SR'000	SR'000
ASSETS								
Reinsurers' share of unearned premiums	5,139	3,606	10,836	4,095	3,364	2,885	29,925	29,925
Reinsurers' share of outstanding claims	2,169	2,105	26,609	5,821	1,005	3,562	41,271	41,271
Reinsurers' share of claims incurred but not reported	2,618	2,325	10,744	2,258	2,202	1,350	21,497	21,497
Deferred policy acquisition costs	302	1,668	1,128	453	571	748	4,870	4,870
Unallocated assets	--	--	--	--	--	--	189,329	371,866
TOTAL ASSETS	<u>10,228</u>	<u>9,704</u>	<u>49,317</u>	<u>12,627</u>	<u>7,142</u>	<u>8,545</u>	<u>286,892</u>	<u>469,429</u>
LIABILITIES								
Unearned premiums	9,368	24,405	12,029	4,570	4,950	6,071	61,393	61,393
Unearned reinsurance commission	--	370	2,268	922	1,262	925	5,747	5,747
Outstanding claims	2,756	13,193	31,254	6,035	1,524	5,984	60,746	60,746
Claims incurred but not reported	3,546	15,880	22,267	3,066	2,881	2,262	49,902	49,902
Provision for premium deficiency reserve	323	--	2,969	1,507	--	--	4,799	4,799
Other technical reserves	--	559	281	1,299	36	52	2,227	2,227
Unallocated liabilities	--	--	--	--	--	--	69,696	87,265
TOTAL LIABILITIES	<u>15,993</u>	<u>54,407</u>	<u>71,068</u>	<u>17,399</u>	<u>10,653</u>	<u>15,294</u>	<u>254,510</u>	<u>272,079</u>

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF INCOME

	<i>For the year ended 31 December 2018</i>						
	<i>Medical</i> SR '000	<i>Motor</i> SR '000	<i>Property</i> SR '000	<i>Engineering</i> SR '000	<i>Marine</i> SR '000	<i>Accident & liability</i> SR '000	<i>Total</i> SR '000
REVENUES							
Gross written premiums	45,474	124,913	31,776	9,427	19,821	33,264	264,675
Less: Reinsurance contracts premiums ceded							
- Local reinsurance	--	--	(1,149)	(449)	(664)	(184)	(2,446)
- Foreign reinsurance	(27,280)	(22,777)	(28,161)	(8,015)	(13,216)	(8,861)	(108,310)
Excess of loss expenses	--	(3,441)	(3,297)	--	(217)	--	(6,955)
Net written premiums	18,194	98,695	(831)	963	5,724	24,219	146,964
Changes in unearned premiums, net	(975)	(34,398)	373	71	285	(135)	(34,779)
Net premiums earned	17,219	64,297	(458)	1,034	6,009	24,084	112,185
Reinsurance commissions	--	1,514	6,493	3,173	5,584	2,878	19,642
Other underwriting income	18.00	1,572	11.00	4.00	32.00	17.00	1,654
TOTAL REVENUES	17,237	67,383	6,046	4,211	11,625	26,979	133,481
Gross claims paid	32,446	74,437	22,175	6,984	1,643	2,729	140,414
Expenses incurred related to claims	2,177	5,020	11,068	955	--	--	19,220
Less: Reinsurers' share of claims paid	(26,197)	(11,299)	(20,577)	(6,345)	(824)	(1,858)	(67,100)
Net claims and other benefits paid	8,426	68,158	12,666	1,594	819	871	92,534
Changes in outstanding claims, net	2,208	(1,787)	(9,034)	(619)	1,017	888	(7,327)
Changes in IBNR, net	883	(1,708)	(969)	(6)	40	260	(1,500)
Net claims and other benefits incurred	11,517	64,663	2,663	969	1,876	2,019	83,707
Provision / (reversal) for premium deficiency reserve	561	8,161	(1,877)	(1,131)	--	491	6,205
Other technical reserves	--	910	1,333	(943)	105	107	1,512
Policy acquisition costs	1,041	5,094	3,028	1,037	2,213	1,958	14,371
TOTAL UNDERWRITING COSTS AND EXPENSES	13,119	78,828	5,147	(68)	4,194	4,575	105,795
NET UNDERWRITING INCOME / (LOSS)	4,118	(11,445)	899	4,279	7,431	22,404	27,686

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF INCOME (continued)

	<i>For the year ended 31 December 2018</i>						
	<i>Medical</i>	<i>Motor</i>	<i>Property</i>	<i>Engineering</i>	<i>Marine</i>	<i>Accident</i>	<i>Total</i>
	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>& liability</i>	<i>SR '000</i>
						<i>SR '000</i>	
NET UNDERWRITING INCOME / (LOSS)	4,118	(11,445)	899	4,279	7,431	22,404	27,686
OTHER OPERATING (EXPENSES) / INCOME							
Allowance for impairment of doubtful debts							(35)
General and administration expenses							(65,186)
Commission income on deposits							3,391
Realized gain on investments							396
Unrealized gain on investments							4,268
Other income							4,512
TOTAL OTHER OPERATING EXPENSES							(52,654)
Net loss for the year							(24,968)
Total income attributed to insurance operations							--
Net loss for the year attributable to the shareholders							(24,968)

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF INCOME (continued)

	<i>For the year ended 31 December 2017</i>						
	<i>Medical</i> SR '000	<i>Motor</i> SR '000	<i>Property</i> SR '000	<i>Engineering</i> SR '000	<i>Marine</i> SR '000	<i>Accident & liability</i> SR '000	<i>Total</i> SR '000
REVENUES							
Gross written premiums	24,141	71,275	37,127	11,627	19,771	21,686	185,627
Less: Reinsurance contracts premiums ceded							
- Local reinsurance	--	--	(1,120)	(533)	(608)	(258)	(2,519)
- Foreign reinsurance	(13,825)	(11,586)	(32,221)	(9,967)	(12,848)	(8,511)	(88,958)
Excess of loss expenses	--	(3,071)	(2,715)	--	(127)	--	(5,913)
Net written premiums	10,316	56,618	1,071	1,127	6,188	12,917	88,237
Movement in net unearned premiums	69	10,562	270	19	(844)	1,570	11,646
Net premiums earned	10,385	67,180	1,341	1,146	5,344	14,487	99,883
Reinsurance commissions	--	1,476	7,052	2,659	4,149	3,616	18,952
Other underwriting income	1	129	17	4	30	21	202
TOTAL REVENUES	10,386	68,785	8,410	3,809	9,523	18,124	119,037
Gross claims paid	18,108	65,014	23,630	7,791	6,514	5,618	126,675
Expenses incurred related to claims	1,253	2,421	3,943	--	--	--	7,617
Less: Reinsurers' share of claims paid	(13,443)	(12,664)	(22,073)	(7,358)	(4,223)	(3,901)	(63,662)
Net claims and other benefits paid	5,918	54,771	5,500	433	2,291	1,717	70,630
Changes in outstanding claims, net	(416)	(8,433)	(8,774)	(2,054)	(1,056)	(295)	(21,028)
Changes in IBNR, net	(1,225)	(2,419)	1,040	37	219	319	(2,029)
Net claims and other benefits incurred	4,277	43,919	(2,234)	(1,584)	1,454	1,741	47,573
Provision for premium deficiency reserve	324	(1,158)	2,969	1,658	--	(151)	3,642
Other technical reserves	--	(3,109)	281	1,299	36	53	(1,440)
Policy acquisition costs	388	6,252	3,165	1,282	1,397	1,898	14,382
TOTAL UNDERWRITING COSTS AND EXPENSES	4,989	45,904	4,181	2,655	2,887	3,541	64,157
NET UNDERWRITING INCOME	5,397	22,881	4,229	1,154	6,636	14,583	54,880

GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

26. OPERATING SEGMENTS (continued)

STATEMENT OF INCOME (continued)

	<i>For the year ended 31 December 2017</i>						
	<i>Medical</i>	<i>Motor</i>	<i>Property</i>	<i>Engineering</i>	<i>Marine</i>	<i>Accident</i>	<i>Total</i>
	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>SR '000</i>	<i>& liability</i>	<i>SR '000</i>
						<i>SR '000</i>	
NET UNDERWRITING INCOME	5,397	22,881	4,229	1,154	6,636	14,583	54,880
OTHER OPERATING (EXPENSES) / INCOME							
Allowance for impairment of doubtful debts							(1,361)
General and administration expenses							(47,306)
Commission income on deposits							4,661
Realized gain on investments							--
Unrealized gain on investments							577
Other income							10,025
TOTAL OTHER OPERATING EXPENSES							(33,404)
Net income for the year							21,476
Total income attributed to insurance operations							(1,892)
Net income for the year attributable to the shareholders							19,584

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS

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27. RELATED PARTY TRANSACTIONS AND BALANCES

Related parties represent major shareholders, directors and key management personnel of the Company, and companies of which they are principal owners and any other entities controlled, jointly controlled or significantly influenced by them. Pricing policies and terms of these transactions are approved by the Company's management and Board of Directors. The following are the details of the major related party transactions during the period and the related balances:

<u>Related party</u>	<u>Relationship</u>	<u>Nature of transactions</u>	<u>Transactions for the</u>		<u>Balance receivable /</u>	
			<u>year ended</u>		<u>(payable) as at</u>	
			2018	2017	2018	2017
			SR'000	SR'000	SR'000	SR'000
<i>Insurance operations</i>						
Gulf Cooperation Insurance Company Ltd. E.C.	Shareholder	Expenses paid	--	--	1,088	1,088
Saudi General Insurance Company Ltd. E.C.	Shareholder	Expenses paid	--	--	(309)	(309)
Rolaco Group	Related to Shareholders	Premiums underwritten	702	934	10	22
		Claims paid	(43)	(375)	(4)	(1)
Dabbagh Group	Related to Shareholders	Premiums underwritten	8,175	9,796	2,574	1,886
		Claims paid	(2,822)	(3,219)	(712)	(569)
Farouk, Maamoun Tamer & Company	Shareholder	Premiums underwritten	12,473	13,956	1,635	4,571
		Claims paid	(785)	(2,828)	(3,013)	(1,551)
Key Management Personnel		Short-term benefits	(2,504)	(3,013)		
		Long-term benefits	(126)	40	(385)	(259)
<i>Shareholders' operations</i>						
Board of Directors		Board of Directors remuneration and related expenses	1,800	393	(1,800)	(1,800)

- Note 4.a refers to bank balances that are held in the name of related parties of the Company, on behalf of the Company
- The above balances are included in prepayments and other assets, accrued expenses and other liabilities, premiums receivable, net and due to policyholders. Furthermore, due to related parties in respect of goodwill settled in prior periods is disclosed in the statement of financial position (see note 1.2)
- Outstanding balances at the financial reporting date are unsecured and special commission rate free. Settlement will take place in cash. No provision for impairment of related party balances was made at the financial reporting date. This assessment is undertaken at the financial reporting date through examining the financial position of the related party and the market in which the related party operates

GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2018

28. RISK MANAGEMENT

a. 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, the 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 Company purchases reinsurance as part of its risks mitigation programme. Reinsurance ceded is placed on both a proportional and non-proportional basis. The majority of proportional reinsurance is quota-share reinsurance which is taken out to reduce the overall exposure of the Company to certain classes of business. Non-proportional reinsurance is primarily excess-of-loss reinsurance designed to mitigate the Company's net exposure to catastrophe losses. Retention limits for the excess-of-loss reinsurance vary by product line and territory.

Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Company has reinsurance arrangements, it is not relieved of its direct obligations to its policyholders and thus a credit exposure exists with respect to reinsurance ceded, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance arrangements. The Company's placement of reinsurance is diversified such that it is neither dependent on a single reinsurer nor are the operations of the Company substantially dependent upon any single reinsurance contract. There is no single counterparty exposure that exceeds 55% of total reinsurance assets at the reporting date.

Risk is inherent in the Company's activities but is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the Company's continuing profitability and each individual within the Company is accountable for the risk exposures relating to his or her responsibilities. The Company's policy is to monitor business risks through its strategic planning process.

Risk management structure

Board of Directors

The Board of Directors are responsible for the overall risk management approach and for approving the risk management strategies and principles.

Audit Committee

The Audit Committee is appointed by the Board of Directors. The Audit Committee assists the Board in carrying out its responsibilities with respect to assessing the quality and integrity of financial reporting and risk management, the audit thereof and the soundness of the internal controls of the Company.

Senior management

Senior management is responsible for the day to day operations towards achieving the strategic goals within the Company's pre-defined risk appetite.

Internal Audit

All key operational, financial and risk management processes are audited by Internal Audit. Internal Audit examines the adequacy of the relevant policies and procedures, the Company's compliance with internal policies and regulatory guidelines. Internal Audit discusses the results of all assessments with management and reports its findings and recommendations to the Audit Committee.

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

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

a. Insurance risk (continued)

Frequency and severity of claims

The frequency and severity of claims can be affected by several factors like natural disasters, flood, environmental and economical, atmospheric disturbances, concentration of risks, civil riots etc. The Company manages these risk through the measures described above. The company has limited its risk by imposing maximum claim amounts on certain contracts as well as the use of reinsurance arrangements in order to limit exposure to catastrophic events (e.g., hurricanes, earthquakes and flood damage). The purpose of these underwriting and reinsurance strategies is to limit exposure to catastrophes based on the Company's risk appetite as decided by management. The overall aim is currently to restrict the impact of a single catastrophic event to approximately 0.5% of shareholders' equity on a gross basis and 0.5% on a net basis. In the event of such a catastrophe, counterparty exposure to a single reinsurer is estimated not to exceed 0.5% of shareholders' equity. The Board may decide to increase or decrease the maximum tolerances based on market conditions and other factors.

The Company monitors the concentration of insurance risks primarily by class of business. The table below sets out the concentration of outstanding claims and unearned premiums (in percentage) by class of business at the date of financial positions.

2018

	<i>Gross unearned premiums SR '000</i>	<i>Net unearned premiums SR '000</i>	<i>Gross outstanding claims SR '000</i>	<i>Net outstanding claims SR '000</i>
Medical	11%	8%	21%	12%
Motor	64%	83%	19%	49%
Property	10%	1%	38%	17%
Engineering	4%	1%	5%	1%
Marine	4%	2%	8%	7%
Accident & Liability	7%	5%	9%	14%
	100%	100%	100%	100%

2017

	<i>Gross unearned premiums SR '000</i>	<i>Net unearned premiums SR '000</i>	<i>Gross outstanding claims SR '000</i>	<i>Net outstanding claims SR '000</i>
Medical	15%	13%	5%	3%
Motor	40%	66%	22%	57%
Property	20%	4%	51%	24%
Engineering	7%	2%	10%	1%
Marine	8%	5%	3%	3%
Accident & Liability	10%	10%	9%	12%
	100%	100%	100%	100%

GULF GENERAL COOPERATIVE INSURANCE COMPANY (A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

28. RISK MANAGEMENT (continued)

a. Insurance risk (continued)

Concentration of insurance risk

The Company monitors the concentration of insurance risks primarily by class of business. The major concentration lies in the motor segment.

The Company also monitors the concentration of risk by evaluating multiple risks covered in the same geographical location. For flood or earthquake risk, a complete city is classified as a single location. For fire and property risk a particular building and neighbouring buildings, which could be affected by a single claim incident, are considered as a single location. Similarly, for marine risk, multiple risks covered in a single vessel voyage are considered as a single risk while assessing the concentration of risk. The Company evaluates the concentration of exposures to individual and cumulative insurance risks and establishes its reinsurance policy to reduce such exposures to levels acceptable to the Company.

Since the Company operates majorly in Saudi Arabia, hence, all the insurance risks relate to policies written in Saudi Arabia.

Sources of uncertainty in the estimation of future claim payments

The key source of estimation uncertainty at the statement of financial position date relates to the valuation of outstanding claims, whether reported or not and includes expected claims settlement costs. The principal assumption underlying the liability estimates is that the Company's future claims development will follow a similar pattern to past claims development experience. This includes assumptions in respect of average claim costs, claim handling costs, claim inflation factors and claim numbers for each accident year. Additional qualitative judgements are used to assess the extent to which past trends may not apply in the future, for example: one-off occurrence; changes in market factors such as public attitude to claiming; economic conditions; as well as internal factors such as portfolio mix, policy conditions and claims handling procedures. Judgement is further used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates. Considerable judgment by management is required in the estimation of amounts due to policyholders arising from claims made under insurance contracts. Such estimates are necessarily based on assumptions about several factors involving varying and possibly significant degrees of judgment and uncertainty 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 statement of financial position date and for the expected ultimate cost of claims incurred but not reported (IBNR) at the statement of financial position date.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

a. Insurance risk (continued)

Process used to decide on assumptions

The process used to determine the assumptions for calculating the outstanding claim reserve is intended to result in neutral reasonable estimates of the most likely or expected outcome. The nature of the business makes it very difficult to predict with certainty the likely outcome of any particular claim and the ultimate cost of notified claims. Each notified claim is assessed on a separate, case by case basis with due regard to claim circumstances, information available from surveyors and historical evidence of the size of similar claims. Case estimates are reviewed regularly and are updated as and when new information is available.

The estimation of IBNR is generally subject to a greater degree of uncertainty than the estimation of the cost of settling claims already notified to the Company, in which case information about the claim event is available. The estimation process takes into account the past claims reporting pattern and details of reinsurance programs. For details, please refer note 2.4.1.

The ultimate cost of outstanding claims is estimated by using a range of standard actuarial claims projection techniques, such as Chain Ladder and Bornheutter-Ferguson methods.

The main assumption underlying these techniques is that a Company's past claims development experience can be used to project future claims development and hence ultimate claims costs. As such, these methods extrapolate the development of paid and incurred losses, average costs per claim and claim numbers based on the observed development of earlier years and expected loss ratios. Historical claims development is mainly analysed by accident years, but can also be further analysed by geographical area, as well as by significant business lines and claim types. Large claims are usually separately addressed, either by being reserved at face value of loss adjuster estimates or separately projected in order to reflect their future development. In most cases, no explicit assumptions are made regarding future rates of claims inflation or loss ratios. Instead, the assumptions used are those implicit in the historical claims development data on which the projections are based. Additional qualitative judgement is used to assess the extent to which past trends may not apply in future, (e.g., to reflect one-off occurrences, changes in external or market factors such as public attitudes to claiming, economic conditions, levels of claims inflation, judicial decisions and legislation, as well as internal factors such as portfolio mix, policy features and claims handling procedures) in order to arrive at the estimated ultimate cost of claims that present the likely outcome from the range of possible outcomes, taking account of all the uncertainties involved.

The premium liabilities have been determined such that the total premium liability provisions (unearned premium reserve and premium deficiency reserve in the result of liability adequacy test) would be sufficient to service the future expected claims and expenses likely to occur on the unexpired policies as at the statement of financial position date. The expected future liability is determined using estimates and assumptions based on the experience during the expired year of the contracts and expectations of future events that are believed to be reasonable.

Sensitivity analysis

The Company believes that the claim liabilities under insurance contracts outstanding at the year-end are adequate. However, these amounts are not certain and actual payments may differ from the claims liabilities provided in the financial statements. The insurance claim liabilities are sensitive to various assumptions. It has not been possible to quantify the sensitivity of specific variable such as legislative changes or uncertainty in the estimation process.

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(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

b. Reinsurance risk

In order to minimize financial exposure arising from large claims, the Company, in the normal course of business, enters into agreements with other parties for reinsurance purposes.

To minimize its exposure to significant losses from reinsurer insolvencies, the Company evaluates the financial condition of its reinsurers and monitors concentrations of credit risk arising from similar geographic regions, activities or economic characteristics of the reinsurers.

Reinsurers are selected using the following parameters and guidelines set by the Company's management. The criteria may be summarized as follows:

- Minimum acceptable credit rating by recognized rating agencies (e.g. S&P) that is not lower than BBB or equivalent
- Reputation of particular reinsurance companies
- Existing or past business relationship with the reinsurer

The exception to this rule is in respect of local companies which do not carry any such credit rating. This, however, is limited to those Companies registered and approved by the Local Insurance Regulators. Furthermore, the financial strength and managerial and technical expertise as well as historical performance of the reinsurers, wherever applicable, are thoroughly reviewed by the Company and agreed to pre-set requirements of the Company's management before approving them for the exchange of reinsurance business. As at 31 December, 2018 and 2017, there is no significant concentration of reinsurance balances.

Reinsurance 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 reinsurance agreements.

The credit risk exposure in respect of reinsurer's share of outstanding claims is SR 45.3 million (2017: SR 41.2 million) and in respect of due from reinsurers is SR 16.9 million (2017: SR 20.8 million).

c. Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

- The Company's market risk policy sets out the assessment and determination of what constitutes market risk for the Company. Compliance with the policy is monitored and exposures and breaches are reported to the Company risk committee. The policy is reviewed regularly for pertinence and for changes in the risk environment
- Guidelines are set for asset allocation and portfolio limit structure, to ensure that assets back specific policyholders' liabilities and that assets are held to deliver income and gains for policyholders which are in line with their expectations
- The Company stipulates diversification benchmarks by type of instrument and geographical area, as the Company is exposed to guaranteed bonuses, cash and annuity options when interest rates fall
- There is strict control over hedging activities (e.g. equity derivatives are only permitted to be held to facilitate portfolio management or to reduce investment risk)

The Board of Directors of the Company ensure that the overall market risk exposure is maintained at prudent levels and is consistent with the available capital. While the Board gives a strategic direction and goals, risk management function related to market risk is mainly the responsibility of the Investment Committee team. The team prepares forecasts showing the effects of various possible changes in market conditions related to risk exposures. This risk is being mitigated through the proper selection of securities. The Company maintains a diversified portfolio and performs regular monitoring of developments in related markets. In addition, the key factors that affect stock and sukuk market movements are monitored, including analysis of the operational and financial performance of investees.

Market risk comprises of three types of risk: currency risk, commission rate risk and other price risk.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

c. Market risk (continued)

Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company's transactions are principally in Saudi Arabian Riyals and US Dollars. Management assesses that there is minimal risk of significant losses due to exchange rate fluctuations and, consequently, the Company does not hedge its foreign currency exposure.

Commission rate risk

Commission rate risk arises from the possibility that changes in commission rates will affect future profitability or the fair values of financial instruments. The Company invests in securities and has deposits that are subject to commission rate risk. Commission rate risk to the Company is the risk of changes in commission rates reducing the overall return on its fixed commission rate bearing securities. The commission rate risk is limited by monitoring changes in commission rates and by investing in floating rate instruments.

An increase or decrease of 100 basis points in interest yields would result in a change in the loss for the year of SR 1.56 million (2017: SR 1.83 million).

The commission and non-commission bearing investments of the Company and their maturities as at December 31, 2018, and 2017 are as follows:

	<i>Less than 3 months SR '000</i>	<i>3 months to 5 years SR '000</i>	<i>No fixed maturity SR '000</i>	<i>Total SR '000</i>
<i>Insurance operations</i>				
2018	74,000	--	--	74,000
2017	100,000	--	--	100,000
<i>Shareholders' operations</i>				
2018	--	82,000	--	82,000
2017	--	83,000	--	83,000

Other price risk

Other price risk is the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in market prices (other than those arising from commission 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 investments amounting to SR 37.5 million (2017: SR 33.5 million) are susceptible to market price risk arising from uncertainty about the future value of invested securities. The Company limits this nature of market risk by diversifying its invested portfolio and by actively monitoring the developments in markets.

The impact of a hypothetical change of a 10% increase and a 10% decrease in the market prices of investments on the Company's profit would be as follows:

	<i><u>Fair value change</u></i>	<i><u>Effect on Company's profit SR '000</u></i>
31 December 2018	+ / - 10 %	+ / - 3,751
31 December 2017	+ / - 10 %	+ / - 3,359

The sensitivity analysis presented is based upon the portfolio position as at 31 December, 2018 and 2017. Accordingly, the sensitivity analysis prepared is not necessarily indicative of the effect on the Company's assets of future movements in the value of investments held by the Company.

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

d. 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 instruments 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 following its credit control policy and monitoring outstanding receivables on an on-going basis in order to reduce the Company's exposure to bad debts. Management estimates specific impairment provision on a case by case basis. In addition to specific provisions, the Company also makes an additional portfolio provision, estimated on a collective basis, based on the ageing profile of the overdue premium receivables. The Company seeks to limit its credit risk with respect to other counterparties by placing deposits with reputable banks.

Reinsurance is placed with counterparties that have a good credit rating and concentration of risk is avoided by following policy guidelines in respect of counterparties' limits that are set each year by the board of directors and are subject to regular reviews. At each reporting date, management performs an assessment of the creditworthiness of reinsurers and updates the reinsurance purchase strategy, ascertaining suitable allowances for impairment.

The table below shows the maximum exposure to credit risk for the components of the statement of financial position:

	<i>2018</i>	<i>2017</i>
	<i>SR'000</i>	<i>SR'000</i>
Cash and cash equivalents	90,387	110,768
Investment in Murabaha deposits	82,000	83,000
Premium receivables, net	48,465	41,977
Due from reinsurers	16,857	20,804
Reinsurance share of outstanding claims	45,365	41,271
Investments	39,431	35,515
Statutory deposit	20,000	20,000
Accrued interest on statutory deposit	1,347	913
	343,852	354,248

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

d. Credit risk (continued)

Concentration of credit risk

Concentration of credit risk exists when changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Company's total credit exposure. All of the Company's underwriting activities are carried out in Saudi Arabia. The Company's portfolio of financial instruments is broadly diversified and transactions are entered into with diverse credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

The table below provides information regarding the credit risk exposure of the Company by classifying assets according to the management's best estimate. Investment grade is considered to be the highest possible rating. Assets falling outside the range of investment grade are classified as non-investment grade (satisfactory) or past due but not impaired.

		<u>Non-investment grade</u>		
	<u>Investment</u>	<u>Satisfactory</u>	<u>Past due but</u>	<u>Total</u>
	<u>grade</u>		<u>not impaired</u>	
	<u>SR' 000</u>	<u>SR' 000</u>	<u>SR' 000</u>	<u>SR' 000</u>
Cash and cash equivalents	90,387	--	--	90,387
Investment in Murabaha deposits	82,000	--	--	82,000
Premiums receivable, net	--	23,693	24,772	48,465
Due from reinsurers - net	--	14,973	1,884	16,857
Reinsurance share of outstanding claims	--	45,365	--	45,365
Investments	39,431	--	--	39,431
Statutory deposit	20,000	--	--	20,000
Accrued interest on statutory deposit	1,347	--	--	1,347
As at 31 December 2018	233,165	84,031	26,656	343,852

		<u>Non-investment grade</u>		
	<u>Investment</u>	<u>Satisfactory</u>	<u>Past due but</u>	<u>Total</u>
	<u>grade</u>		<u>not impaired</u>	
	<u>SR' 000</u>	<u>SR' 000</u>	<u>SR' 000</u>	<u>SR' 000</u>
Cash and cash equivalents	110,768	--	--	110,768
Investment in Murabaha deposits	83,000	--	--	83,000
Premiums receivable, net	--	21,191	20,786	41,977
Due from reinsurers - net	--	19,740	1,064	20,804
Reinsurance share of outstanding claims	--	41,271	--	41,271
Investments	35,515	--	--	35,515
Statutory deposit	20,000	--	--	20,000
Accrued interest on statutory deposit	913	--	--	913
As at 31 December 2017	250,196	82,202	21,850	354,248

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

e. Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in raising funds to meet obligations and commitments associated with financial liabilities. The Company has a proper cash management system, where daily cash collections and payments are strictly monitored and reconciled on a regular basis. The Company manages liquidity risk by maintaining maturities of financial assets and financial liabilities and investing in liquid financial assets.

- The Company's liquidity risk policy which sets out the assessment and determination of what constitutes liquidity risk for the Company. Compliance with the policy is monitored and exposures and breaches are reported to the Company risk committee. The policy is regularly reviewed for pertinence and for changes in the risk environment
- Guidelines are set for asset allocations, portfolio limit structures and maturity profiles of assets, in order to ensure sufficient funding available to meet insurance and investment contracts obligations
- Contingency funding plans are in place, which specifies minimum proportions of funds to meet emergency calls as well as specifying events that would trigger such plans
- The Company's catastrophe excess-of-loss reinsurance contracts contain clauses permitting the immediate draw down of funds to meet claim payments should claim events exceed a certain size

The table below summarizes the maturities of the Company's undiscounted contractual obligations relating to financial liabilities:

<u>Financial liabilities</u>	<u>Up to</u> <u>one year</u> <u>SR' 000</u>	<u>More than</u> <u>one year</u> <u>SR' 000</u>	<u>Total</u> <u>SR' 000</u>
Outstanding claims	59,014	9,429	68,443
Due to reinsurers	11,122	201	11,323
Due to brokers	18,176	--	18,176
Due to policyholders	7,840	86	7,926
Accrued expenses and other liabilities	8,907	--	8,907
Surplus distribution payable	9,078	--	9,078
Accrued Zakat	11,500	--	11,500
Accrued interest on statutory deposit	--	1,347	1,347
As at 31 December 2018	125,637	11,063	136,700

<u>Financial liabilities</u>	<u>Up to</u> <u>one year</u> <u>SR' 000</u>	<u>More than</u> <u>one year</u> <u>SR' 000</u>	<u>Total</u> <u>SR' 000</u>
Outstanding claims	48,455	12,291	60,746
Due to reinsurers	6,148	3,213	9,361
Due to brokers	16,948	--	16,948
Due to policyholders	7,621	1,929	9,550
Accrued expenses and other liabilities	19,405	--	19,405
Surplus distribution payable	10,190	--	10,190
Accrued Zakat	13,032	--	13,032
Accrued interest on statutory deposit	--	913	913
As at 31 December 2017	121,799	18,346	140,145

GULF GENERAL COOPERATIVE INSURANCE COMPANY

(A SAUDI JOINT STOCK COMPANY)

NOTES TO THE FINANCIAL STATEMENTS (continued)

As at 31 December 2018

28. RISK MANAGEMENT (continued)

e. Liquidity risk (continued)

To manage the liquidity risk arising from financial liabilities mentioned above, the Company holds liquid assets comprising cash and cash equivalents and investment securities. These assets can be readily sold to meet liquidity requirements.

The assets with maturity less than one year are expected to realize as follows:

- Murahaba deposits and fair value through income statement investments include investments in mutual funds and are held for cash management purposes and expected to be matured/ settled within 12 months from the statement of financial position date
- Murabaha deposits classified as 'cash and cash equivalents' are deposits placed with high credit rating financial institutions with a maturity of less than three months from the date of placement
- Cash and bank balances are available on demand
- Reinsurers' share of outstanding claims mainly pertain to property and engineering segment and are generally realized within 6 to 9 months based on the settlement of balances with reinsurers

The liabilities with maturity less than one year are expected to settle as follows:

- Reinsurers' balances payable are settled on a periodic basis as per terms of reinsurance agreements
- Majority of gross outstanding claims are expected to be settled within 12 months in accordance with statutory timelines for payment. Property and engineering policies due to the inherent nature are generally settled within 12 months from the date of receipt of loss adjustor report
- The claims payable, accrued expenses and other liabilities are expected to settle within a year of 12 months from the year end date
- Surplus distribution payable is to be settled within 6 months of annual general meeting in which financial statements are approved

f. Regulatory framework risk

Regulators are primarily interested in protecting the rights of the policyholders and monitor them 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. The operations of the Company are also subject to regulatory requirements within the jurisdiction within which 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.

g. Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the processes, technology and infrastructure supporting the Company's operations either internally within the Company or externally at the Company's service providers, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of investment management behaviour. Operational risks arise from all of the Company's activities. The Company's objective is to manage operational risk so as to balance the limiting of financial losses and damage to its reputation with achieving its investment objective of generating returns for investors. The primary responsibility for the development and implementation of controls over operational risk rests with the Board of Directors. This responsibility encompasses the controls in the following areas:

- Requirements for appropriate segregation of duties between various functions, roles and responsibilities;
- Requirements for the reconciliation and monitoring of transactions;
- Compliance with regulatory and other legal requirements;
- Documentation of controls and procedures;
- Requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified;
- Ethical and business standards; and
- Risk mitigation policies and procedures.

Senior management ensures that the Company's staff has adequate training and experience and fosters effective communication related to operational risk management.

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS

As at 31 December 2018

29. SUPPLEMENTARY INFORMATION

As required by the Implementing Regulations, the statement of financial position, statement of income and statement of cash flows separately for insurance operations and shareholders operations are as follows:

STATEMENT OF FINANCIAL POSITION

As at 31 December 2018

	31 December, 2018		31 December, 2017 (Restated)	
	<i>Insurance operations</i>	<i>Shareholders' operations</i>	<i>Insurance operations</i>	<i>Shareholders' operations</i>
	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>	<i>SR'000</i>
ASSETS				
Cash and cash equivalents	87,627	2,760	109,278	1,490
Investment in Murabaha deposits	--	82,000	--	83,000
Premiums receivable - net	48,465	--	41,977	--
Due from reinsurers -net	16,857	--	20,804	--
Reinsurers' share of unearned premiums	35,607	--	29,925	--
Reinsurers' share of outstanding claims	45,365	--	41,271	--
Reinsurers' share of claims incurred but not reported	14,776	--	21,497	--
Deferred excess of loss claims	3,644	--	3,152	--
Deferred policy acquisition costs	6,224	--	4,870	--
Investments	--	39,431	--	35,515
Due (to) / from insurance operations	--	(7,771)	--	32,382
Prepayments and other assets	10,471	185	9,117	5,359
Property and equipment	4,160	--	3,936	--
Intangible assets	2,126	--	1,065	--
Goodwill	--	36,260	--	36,260
Statutory deposit	--	20,000	--	20,000
Accrued return on statutory deposit	--	1,347	--	913
TOTAL OPERATIONS ASSETS	275,322	174,212	286,892	214,919
Less: Inter-operations eliminations	--	7,771	--	(32,382)
TOTAL ASSETS	275,322	181,983	286,892	182,537

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF FINANCIAL POSITION (continued)

As at 31 December 2018

	31 December, 2018			31 December, 2017 (Restated)		
	Insurance operations SR'000	Shareholders' operations SR'000	Total SR'000	Insurance operations SR'000	Shareholders' operations SR'000	Total SR'000
LIABILITIES						
Due to policyholders	7,926	--	7,926	9,550	--	9,550
Accrued expenses and other liabilities	6,669	2,238	8,907	15,781	3,624	19,405
Due to reinsurers	11,323	--	11,323	9,361	--	9,361
Due to brokers	18,176	--	18,176	16,948	--	16,948
Unearned premiums	101,854	--	101,854	61,393	--	61,393
Unearned reinsurance commission	5,878	--	5,878	5,747	--	5,747
Outstanding claims	68,443	--	68,443	60,746	--	60,746
Claims incurred but not reported	31,248	--	31,248	49,902	--	49,902
Provision for premium deficiency reserve	11,004	--	11,004	4,799	--	4,799
Other technical reserves	3,740	--	3,740	2,227	--	2,227
Due (from) / to shareholders' operations	(7,771)	--	(7,771)	32,382	--	32,382
Employees' end of service benefits	7,754	--	7,754	7,866	--	7,866
Surplus distribution payable	9,078	--	9,078	10,190	--	10,190
Accrued Zakat	--	11,500	11,500	--	13,032	13,032
Accrued return on statutory deposit	--	1,347	1,347	--	913	913
TOTAL OPERATIONS LIABILITIES	275,322	15,085	290,407	286,892	17,569	304,461
Less: Inter-operations eliminations	7,771	--	7,771	(32,382)	--	(32,382)
TOTAL LIABILITIES	283,093	15,085	298,178	254,510	17,569	272,079
SHAREHOLDERS' EQUITY						
Share capital	--	200,000	200,000	--	200,000	200,000
Statutory reserve	--	2,165	2,165	--	2,165	2,165
Accumulated losses	--	(43,038)	(43,038)	--	(4,815)	(4,815)
TOTAL EQUITY	--	159,127	159,127	--	197,350	197,350
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	283,093	174,212	457,305	254,510	214,919	469,429

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF INCOME

For the year ended 31 December 2018

	31 December, 2018			31 December, 2017		
	Insurance operations SR'000	Shareholders' operations SR'000	Total SR'000	Insurance operations SR'000	Shareholders' operations SR'000	Total SR'000
REVENUES						
Gross written premiums	264,675	--	264,675	185,627	--	185,627
Less: Reinsurance contracts premiums ceded						
- Local reinsurance	(2,446)	--	(2,446)	(2,519)	--	(2,519)
- Foreign reinsurance	(108,310)	--	(108,310)	(88,958)	--	(88,958)
Excess of loss expenses	(6,955)	--	(6,955)	(5,913)	--	(5,913)
Net written premiums	146,964		146,964	88,237		88,237
Movement in net unearned premiums, net	(34,779)	--	(34,779)	11,646	--	11,646
Net premiums earned	112,185		112,185	99,883		99,883
Reinsurance commissions	19,642	--	19,642	18,952	--	18,952
Other underwriting income	1,654		1,654	202		202
TOTAL REVENUES	133,481		133,481	119,037		119,037
UNDERWRITING COSTS AND EXPENSES						
Gross claims paid	140,414	--	140,414	126,675	--	126,675
Expenses incurred related to claims	19,220	--	19,220	7,617	--	7,617
Less: Reinsurers' share of claims paid	(67,100)	--	(67,100)	(63,662)	--	(63,662)
Net claims and other benefits paid	92,534		92,534	70,630		70,630
Change in net outstanding claims, net	(7,327)	--	(7,327)	(21,028)	--	(21,028)
Changes in IBNR, net	(1,500)	--	(1,500)	(2,029)	--	(2,029)
Net claims and other benefits incurred	83,707		83,707	47,573		47,573
Provision for premium deficiency reserve	6,205	--	6,205	3,642	--	3,642
Other technical reserves	1,512	--	1,512	(1,440)	--	(1,440)
Policy acquisition costs	14,371	--	14,371	14,382	--	14,382
TOTAL UNDERWRITING COSTS AND EXPENSES	105,795		105,795	64,157		64,157
NET UNDERWRITING INCOME	27,686		27,686	54,880		54,880

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF INCOME (continued)

For the year ended 31 December 2018

	31 December, 2018			31 December, 2017		
	Insurance operations SR'000	Shareholders ' operations SR'000	Total SR'000	Insurance operations SR'000	Shareholders ' operations SR'000	Total SR'000
OTHER OPERATING (EXPENSES) / INCOME						
Allowance for impairment of doubtful debts	(35)	--	(35)	(1,361)	--	(1,361)
General and administration expenses	(61,222)	(3,964)	(65,186)	(44,062)	(3,244)	(47,306)
Commission income on deposits	1,542	1,849	3,391	1,885	2,776	4,661
Realised gain on investments	--	396	396	--	--	--
Unrealized gain on investments	--	4,268	4,268	--	577	577
Other income	3,869	643	4,512	7,582	2,443	10,025
TOTAL OTHER OPERATING (EXPENSES) / INCOME	(55,846)	3,192	(52,654)	(35,956)	2,552	(33,404)
NET (DEFICIT) / SURPLUS FROM INSURANCE OPERATIONS	(28,160)	3,192	(24,968)	18,924	2,552	21,476
(DEFICIT) / SURPLUS TRANSFERRED TO SHAREHOLDERS	28,160	(28,160)	--	(17,032)	17,032	--
NET (LOSS) / INCOME FOR THE YEAR AFTER TRANSFER OF (DEFICIT) / SURPLUS TO THE SHAREHOLDERS	--	(24,968)	(24,968)	1,892	19,584	21,476
(LOSS) / EARNINGS PER SHARE (Expressed in SR per share)	--	(1.25)	--	--	0.98	--

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF COMPREHENSIVE INCOME

For the year ended 31 December 2018

	31 December, 2018			31 December, 2017		
	Insurance operations SR'000	Shareholders ' operations SR'000	Total SR'000	Insurance operations SR'000	Shareholders ' operations SR'000	Total SR'000
NET (LOSS) / INCOME FOR THE YEAR AFTER TRANSFER OF (DEFICIT) / SURPLUS	--	(24,968)	(24,968)	1,892	19,584	21,476
Other comprehensive (loss) / income:						
<i>Items that will not be reclassified to statement of income in subsequent years</i>						
Actuarial gains on defined benefit obligations	128	--	128	--	--	--
<i>Items that are or may be reclassified to statement of income in subsequent years</i>						
Other comprehensive income / (loss)	--	--	--	--	--	--
TOTAL COMPREHENSIVE (LOSS) / INCOME FOR THE YEAR	128	(24,968)	(24,840)	1,892	19,584	21,476
Less: Net income attributable to insurance operations			--			(1,892)
TOTAL COMPREHENSIVE (LOSS) / INCOME FOR THE YEAR ATTRIBUTABLE TO THE SHAREHOLDERS			(24,840)			19,584

**GULF GENERAL COOPERATIVE INSURANCE COMPANY
(A SAUDI JOINT STOCK COMPANY)**

NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF CASH FLOWS

For the year ended 31 December 2018

	31 December, 2018			31 December, 2017		
	Insurance operations	Shareholders' operations	Total	Insurance operations	Shareholders' operations	Total
	SR'000	SR'000	SR'000	SR'000	SR'000	SR'000
CASH FLOWS FROM OPERATING ACTIVITIES						
Net (loss) / income for the year	--	(24,968)	(24,968)	1,892	19,584	21,476
Adjustments for non-cash items:						
Depreciation of property and equipment	1,325	--	1,325	806	--	806
Amortisation of intangible assets	543	--	543	227	--	227
Allowance for impairment of premiums receivable	2,154	--	2,154	1,248	--	1,248
(Reversal) / allowance for impairment of reinsurance receivables	(2,121)	--	(2,121)	113	--	113
Provision for premium deficiency reserve	6,205	--	6,205	3,642	--	3,642
Unrealised gain / (loss) on investments held at FVIS	--	(4,268)	(4,268)	--	(577)	(577)
Realised gain on investments held at FVIS	--	(396)	(396)	--	--	--
Prior year adjustments	--	(3,960)	(3,960)	1,771	(12,670)	(12,670)
Allowance for impairment of salvage recoveries	--	--	--	--	--	1,771
	8,106	(33,592)	(25,486)	9,699	6,337	16,036
Changes in operating assets and liabilities:						
Premiums receivable, net	(8,642)	--	(8,642)	19,098	--	19,098
Due from reinsurers	6,068	--	6,068	(6,952)	--	(6,952)
Reinsurers' share of unearned premiums	(5,682)	--	(5,682)	4,784	--	4,784
Reinsurer's share of outstanding claims	(4,094)	--	(4,094)	(3,796)	--	(3,796)
Reinsurer's share of claims incurred but not reported	6,721	--	6,721	229	--	229
Deferred excess of loss claims	(492)	--	(492)	(1,843)	--	(1,843)
Deferred policy acquisition costs	(1,354)	--	(1,354)	1,753	--	1,753
Prepayments and other assets	(1,353)	5,174	3,821	9,380	(3,313)	6,067
Due from / to shareholders' operations, net	(40,282)	40,282	--	2,253	(2,253)	--
Due to policyholders	(1,624)	--	(1,624)	25	--	25
Accrued expenses and other liabilities	(9,112)	(1,386)	(10,498)	2,833	558	3,391
Due to reinsurers	1,962	--	1,962	(18,774)	--	(18,774)
Due to brokers	1,228	--	1,228	7,579	--	7,579
Unearned premiums	40,461	--	40,461	(16,430)	--	(16,430)

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NOTES TO THE FINANCIAL STATEMENTS (continued)
As at 31 December 2018

29. SUPPLEMENTARY INFORMATION (continued)

STATEMENT OF CASH FLOWS (continued)

For the year ended 31 December 2018

	31 December, 2018			31 December, 2017		
	Insurance operations	Shareholders' operations	Total	Insurance operations	Shareholders' operations	Total
	SR'000	SR'000	SR'000	SR'000	SR'000	SR'000
CASH FLOWS FROM OPERATING ACTIVITIES (continued)						
Changes in operating assets and liabilities: (continued)						
Unearned reinsurance commission	131	--	131	(1,120)	--	(1,120)
Outstanding claims	7,697	--	7,697	(1,305)	--	(1,305)
Claims incurred but not reported	(18,654)	--	(18,654)	(16,342)	--	(16,342)
Other technical reserves	1,513	--	1,513	(1,441)	--	(1,441)
Employees' end of service benefits, net	16	--	16	145	--	145
	(25,492)	44,070	18,578	(19,924)	(5,008)	(24,932)
Zakat paid	--	(10,956)	(10,956)	--	(4,825)	(4,825)
Surplus paid to policy holders	(1,112)	--	(1,112)	(96)	--	(96)
Net cash used in operating activities	(18,498)	(478)	(18,976)	(10,321)	(3,496)	(13,817)
CASH FLOWS FROM INVESTING ACTIVITIES						
Purchase of property and equipment	(1,549)	--	(1,549)	(3,251)	--	(3,251)
Purchase of intangible assets	(1,604)	--	(1,604)	(1,083)	--	(1,083)
Purchase of investments held at FVIS	--	(4,217)	(4,217)	--	--	--
Disposal of investments held at FVIS	--	4,965	4,965	--	--	--
Maturity of Murabaha deposits	--	1,000	1,000	100,000	--	100,000
Net cash (used in) / generated from investing activities	(3,153)	1,748	(1,405)	95,666	--	95,666
NET CHANGE IN CASH AND CASH EQUIVALENTS	(21,651)	1,270	(20,381)	85,345	(3,496)	81,849
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR	109,278	1,490	110,768	23,933	4,986	28,919
CASH AND CASH EQUIVALENTS AT END OF THE YEAR	87,627	2,760	90,387	109,278	1,490	110,768
NON-CASH INFORMATION						
Actuarial gains on defined benefit obligations	128	--	128	--	--	--

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As at 31 December 2018

30. (LOSS) / EARNINGS PER SHARE

The basic (loss) / earnings per share have been calculated by dividing the net (loss) / income for the year by the weighted average number of ordinary shares issued and outstanding at the year-end.

Diluted (loss) / earnings per share is not applicable to the Company.

31. COMPARATIVE FIGURES

- a) Some of the comparative figures have been reclassified and regrouped to conform to the current period presentation. These changes as summarised below were mainly to conform with SAMA requirements:
- As discussed in note 2.1 to these financial statements, previous statement of financial position, statements of income and cash flows were presented separately for insurance operations and shareholders operations, which are now combined together to present the Company level statement of financial position, statement of income and statement of cash flows.
 - The amounts “due to / from” shareholders and insurance operations which previously reported separately in the respective statement of financial position are now eliminated.
 - Share of insurance operations surplus split in the ratio of “90/10” between shareholders and insurance operations and presented separately is now presented as an expense in the statement of income.
- b) The Company has made adjustments in prior years during the years in relation to the erroneous recording of SAMA regulatory fees from 2010 to 2017. As a consequence, reported net income / (loss) was overstated resulting in an overstatement of retained earnings in prior years. The error has been corrected by the Company during the year by restating prior years’ reported accumulated losses as follows:

	31 December 2017	1 January 2017
	SR’000	SR’000
Accumulated losses as per audited financial statements	(3,245)	(5,869)
Prior years adjustment from 2010 to 2016	(1,445)	(1,445)
Prior year adjustment relating to 2017	(125)	--
Accumulated losses as per restated financial statements	<u>(4,815)</u>	<u>(7,314)</u>

32. COMMITMENTS AND CONTINGENCIES

- a) The Company’s commitments and contingencies are as follows:

	2018	2017
	SR’000	SR’000
Letters of guarantee	300	600
Total	<u>300</u>	<u>600</u>

- b) Zakat and withholding tax contingencies have been disclosed in note 18.2.
- c) The Company is not subject to any significant legal proceedings in the ordinary course of business.

33. APPROVAL OF THE FINANCIAL STATEMENTS

These financial statements were approved and authorized for issue by the Board of Directors on 14 March 2019 (corresponding to 7 Rajab 1440H).