



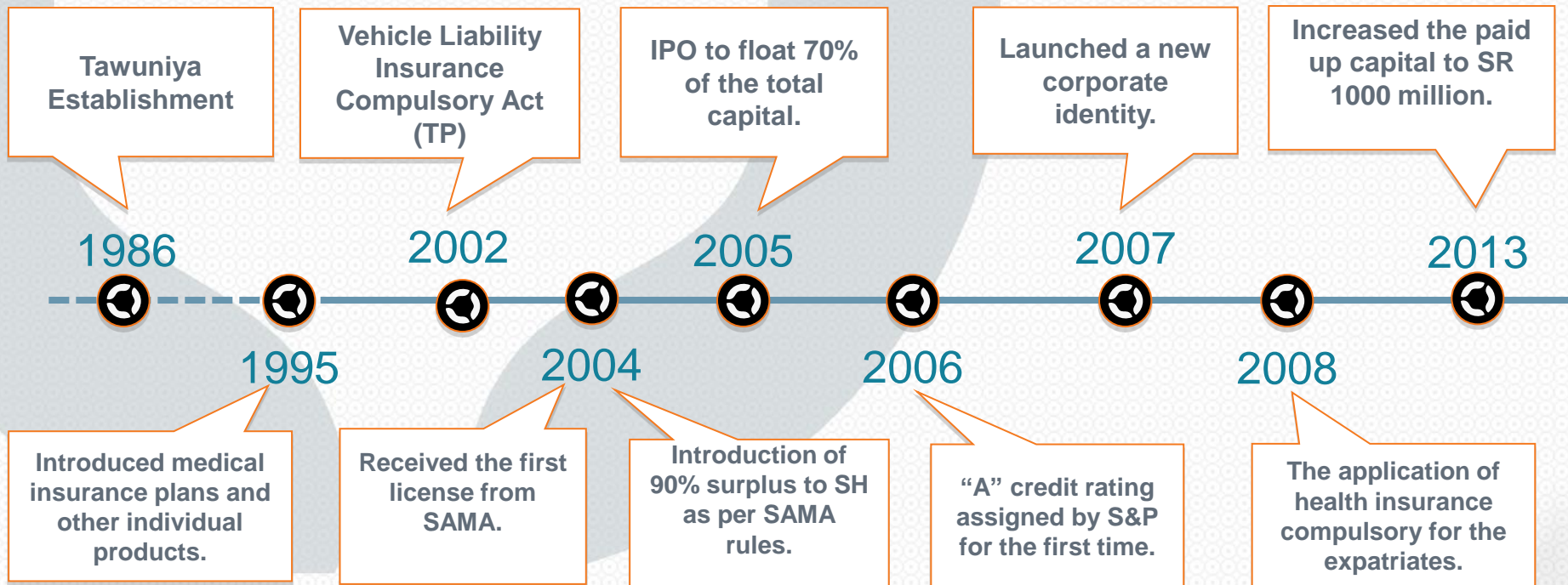
التعاونية Tawuniya

Investor Presentation
1Q - 2016

Tawuniya Overview

Our Company

- ❖ Headquartered in Riyadh, KSA
- ❖ Strategic Business Units: Motor, Health, Property & Casualty and Investments
- ❖ Significant presence across all regions in the KSA
- ❖ Multiple distribution channels and products
- ❖ One of the leading Insurance company in the Kingdom



Our products



Motor Insurance

- Al-Shamel
- Sanad
- Sanad Plus
- Rukhsa



Medical

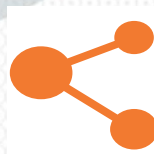
- Balsam
- My Family
- Group Medical
- Group Takaful



Property & Casualty

- Engineering
- Fire & Property
- Marine
- Aviation
- Energy

Our structure



SBUs

- Motor
- Medical & Takaful
- Property & Casualty
- Investments



Distribution

- Sales Channels
- Key Accounts



GRC

- Risk Management Compliance



BOD & CEO

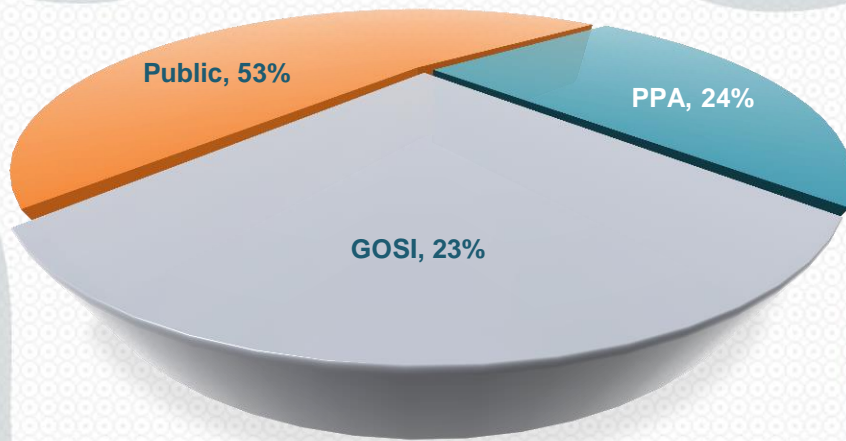
- Committees
- Internal Audit



Support Functions

- Finance
- Marketing
- Human Resources
- SS, SMO & ISD

Our owners & capital base



Ownership: Long-term Investors

Public Pension Agency (PPA)

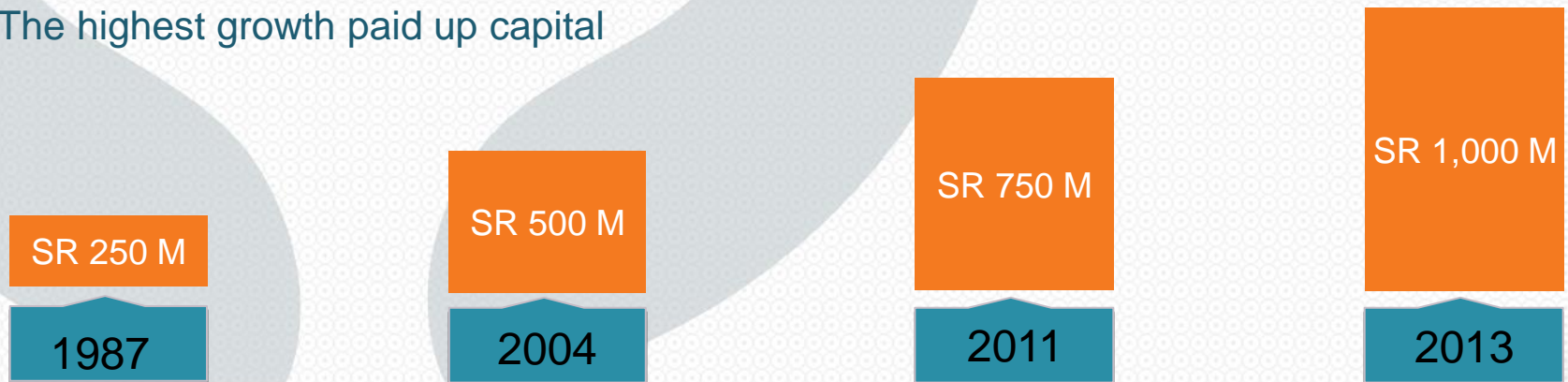
A 100% Saudi Government Owned entity, since its establishment in 1958. Agency caters to the benefit plan for Military & Civil Retirees.

General Organization for Social Insurance (GOSI)

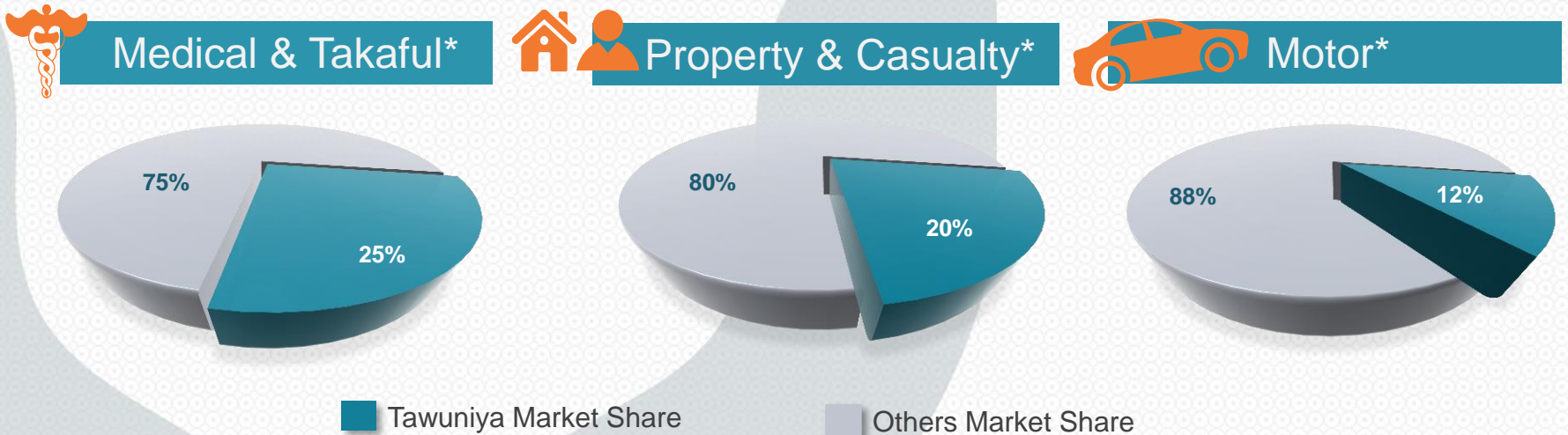
A Saudi Government Owned entity, implementing social insurance rules for Private Sector Employee.

Decent Capital Base

The highest growth paid up capital




Tawuniya leading insurer in KSA



*As of 31-Dec-2015

Tawuniya top rated in the region



	KSA	Kuwait	Bahrain	UAE	Qatar	Oman
A			❖ Hannover Re	❖ Arab Orient	❖ QIC	
A-	 Tawuniya	❖ Al-Ahleia ❖ Gulf Insurance		❖ ADNOC ❖ Oman	❖ Doha insurance	
BBB+	❖ Saudi Re ❖ Malath ❖ Medgulf		❖ Trust	❖ Salama ❖ National General Ins. ❖ Al Buhaira		
BBB	❖ Wataniya		❖ Bahrain National ❖ Bahrain Kuwait ❖ Takaful Int'l	❖ Takaful Re	❖ Ins. & Reins	❖ Oman United
BBB-		❖ First Takaful				

Major clients



P&G

كيان السعودية
Saudi Kayan

سابك
SABK

طاقة
TAQA

السعودية
SAUDIA

سبكيم
Sipchem

معادن
MA'ADEN

Chevron

ساسرل
Sasrel

flynas
طيران ناس



Boehringer
Ingelheim



CONSTRUCTION

ENERGY

TRANSPORTATION

JET AVIATION
A GENERAL DYNAMICS COMPANY



الهيئة العامة للطيران المدني
General Authority of Civil Aviation



التعاونية Tawuniya

COMMUNICATIONS

Food, drugs &
others

FINANCIAL



ساب SABB

البنك السعودي للاستثمار
The Saudi Investment Bank

البنك السعودي الهولندي
Saudi Hollandi Bank

هيئة الاتصالات وتقنية المعلومات
Communications and Information Technology Commission



STC
الاتصالات السعودية

Microsoft
ARABIA



المؤسسة العامة للتأمينات الاجتماعية
General Organization for Social Insurance

شركة المياه الوطنية
National Water Company

هيئة السوق المالية
Capital Market Authority



NCB الأهلي



بنك الجزيرة
BANK ALJAZIRA

الهيئة العامة للغذاء والدواء
Saudi Food & Drug Authority

مجموعة صافولا
The Savola Group

نزاها
Nazaha

نادك
nadec

مجموعة البعثية
Al-Basallah Group

Deutsche Bank
دويتشه بنك



KDD

gsk

JPMorgan

SIEMENS

SPIMACO

Pfizer

Reinsurance partners

Munich Re is rated “AA-” by S&P



Swiss Re is rated “AA-” by S&P



SCOR Global P&C is rated “A+” by S&P



LLOYD's is rated “A+” by S&P



MAPFRE is rated “BBB+” by S&P



CCR is rated “AAA” by S&P



Transatlantic Re is rated “A+” by AM Best



KSA Insurance Market

Insurance market today

- ❖ Regulations have positively impacted the overall market performance
- ❖ Several small insurers are struggling to maintain adequate solvency/capital margins
 - ❑ Ease of re-capitalization is no longer being supported by the regulator
- ❖ Stern price competition among large insurers is still present
- ❖ Motor Third Party insurance penetration is still low but expected to increase with strong regulatory enforcement.
- ❖ Newly-introduced (i.e. Visit Visa), are expected to boost market premium growth.

Market	Q1 2016	Q1 2015	Variance
GWP	11,751.6	10,501.1	12%
Incurred Claims	5,904.0	5,067.4	17%
Net Income	361.4	33.0	994%
Loss-making Companies	7	10	Out of 34

Insurance regulators



**Overall
(MOC)**



**Primary operations
(SAMA)**



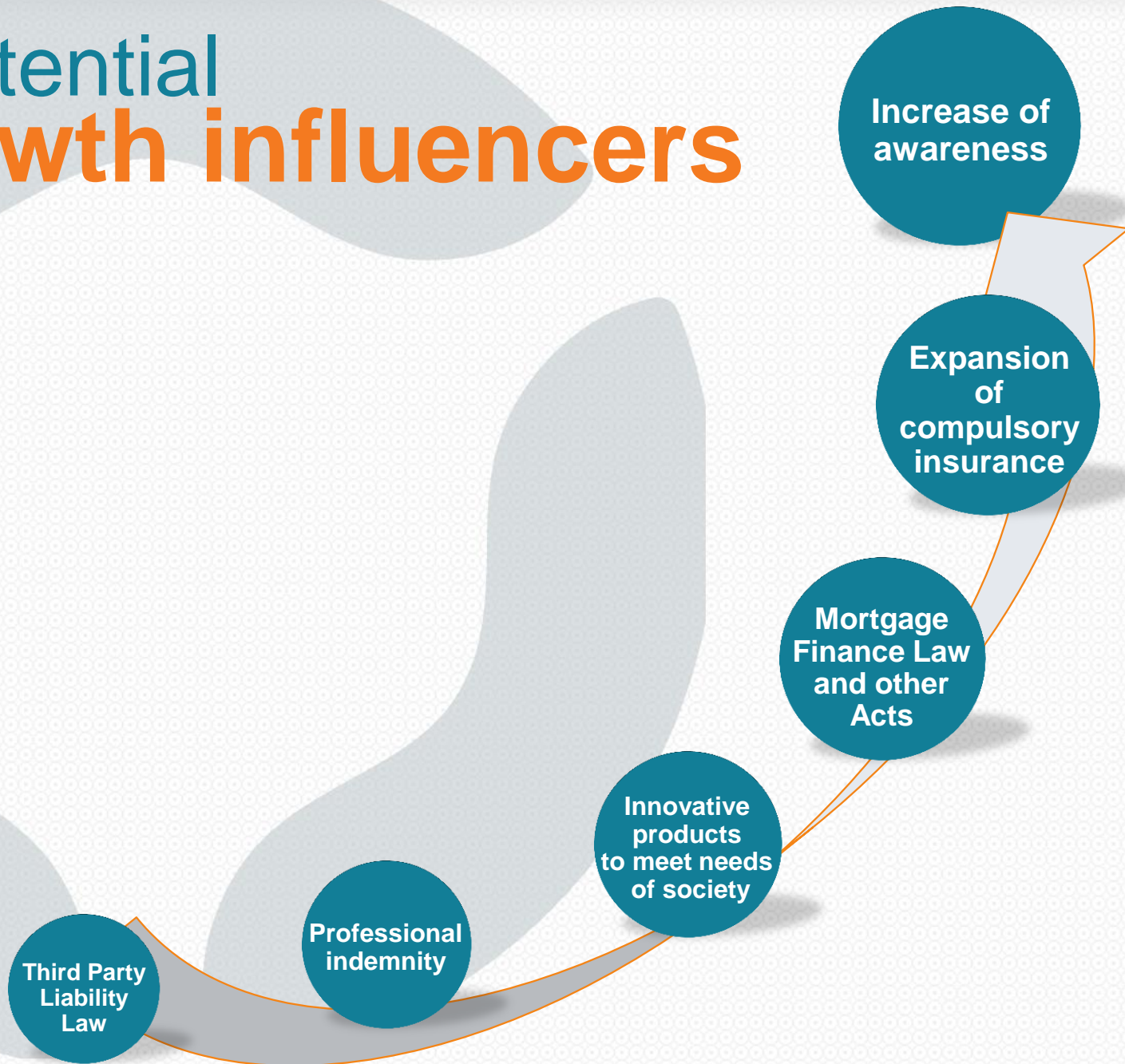
**Cooperative
Health Insurance
(CCHI)**

هيئة السوق المالية
Capital Market Authority



**Shares &
Listing (CMA)**

Potential growth influencers



Tawuniya Strategy

Our long-term strategic pillars

Market
Leadership

Profitability

Customer
Centricity

To attain the optimal balance across all three
strategic pillars

Our current strengths

Brand/Balance sheet strength

- Recognized and trusted brand in the market
- Strong balance sheet with 'A' S&P rating (highest in GCC)

Strong network/connections in the market

- Market leadership position supported by high renewal rates on a consistent basis

Large tied agency network

- Network of tied agents with wide reach across the Kingdom (27 agents)

Strong coverage on all major product lines

- Complete offering across Medical, Motor and P&C

Large talent pool & Databases

- Largest insurance talent pool in KSA
- Vast data on market/ market performance

Scale advantage

- Scale advantage with providers (hospitals, repair shops)
- Economies of scale in back office activities

Our strengths allows us to act as industry pioneers while simultaneously adapting to changing market dynamics

Our differentiated capabilities

Market leading expertise

Risk management across all lines of business

Superior customer service

With the customer at the center of all activities

Leader in innovation

Pioneer in the application of digital technologies to insurance

Talent management

Recruiting, developing and retaining the best talent in the market place

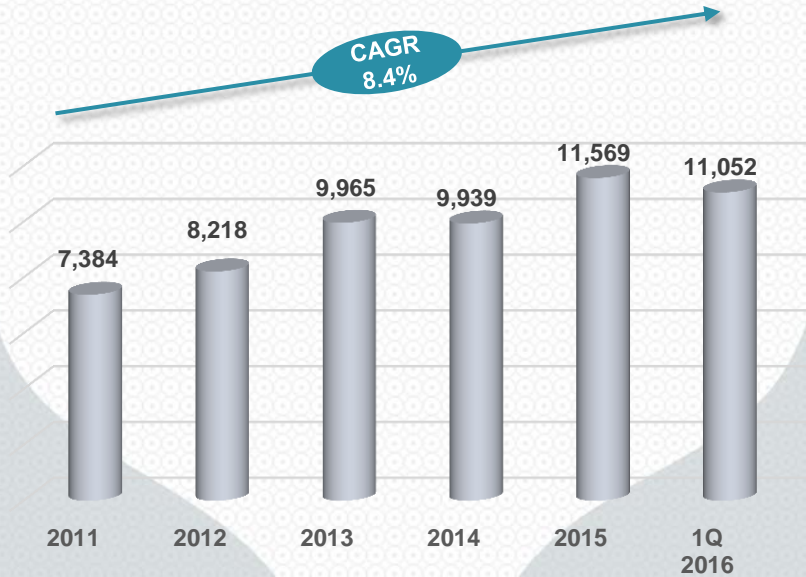
Continuous development of our capabilities allows us to grow sustainably while adhering to our long-term aspirations

Tawuniya's Key Financial Metrics

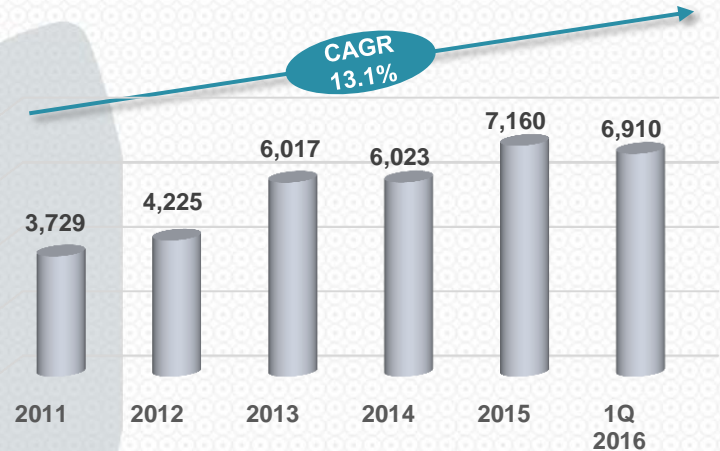
1Q 2016

Key Parameters sustainable growth

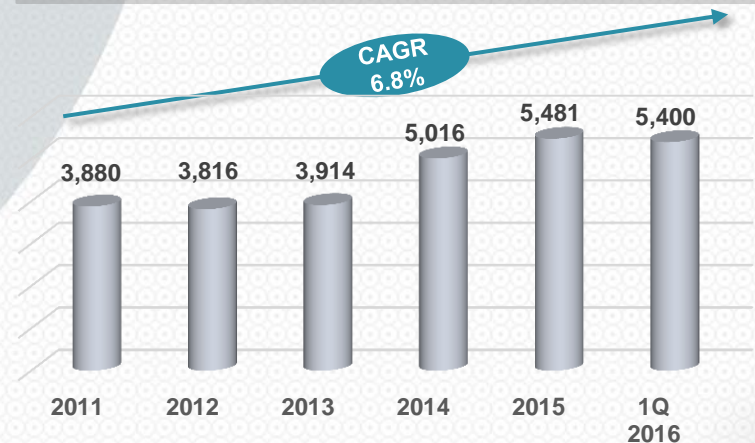
Total Assets (in SR Millions)



Technical Reserves (in SR Millions)

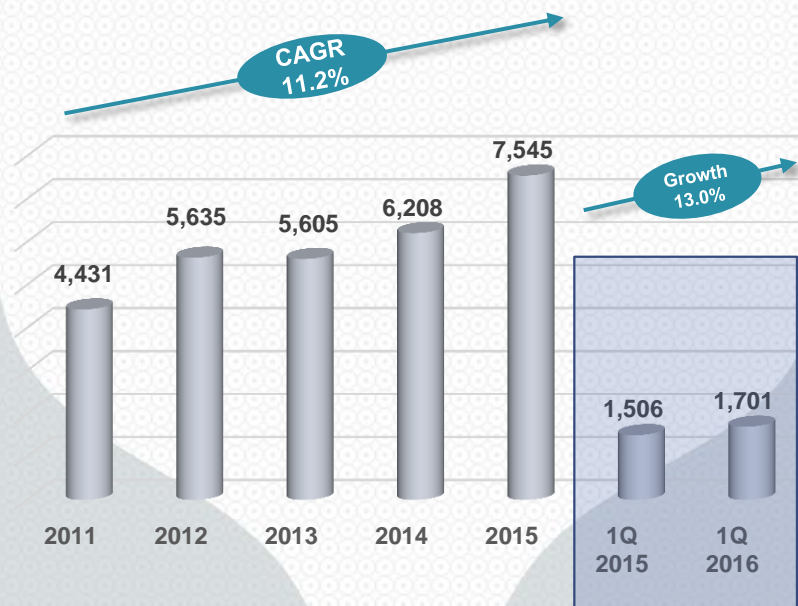


Total Investments (in SR Millions)

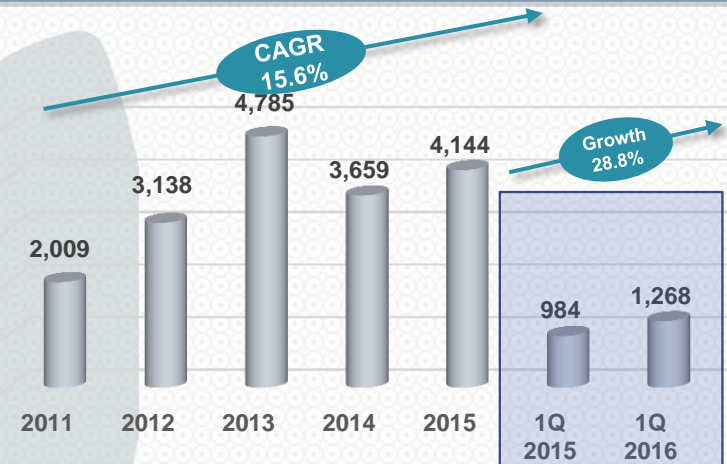


Key Parameters premium earned

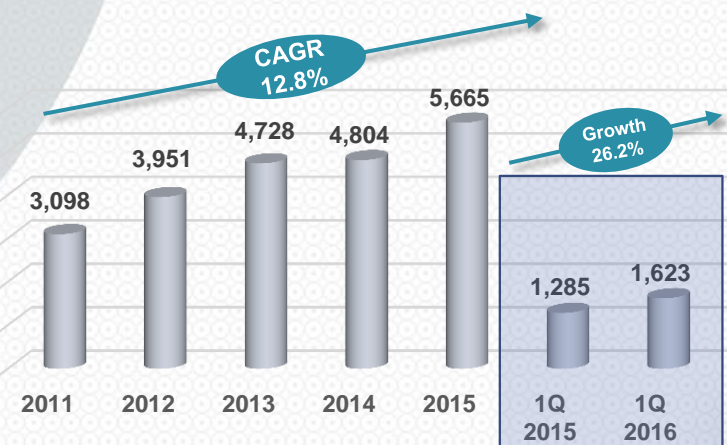
Gross Written Premiums (in SR Millions)



Net Claims Incurred (in SR Millions)

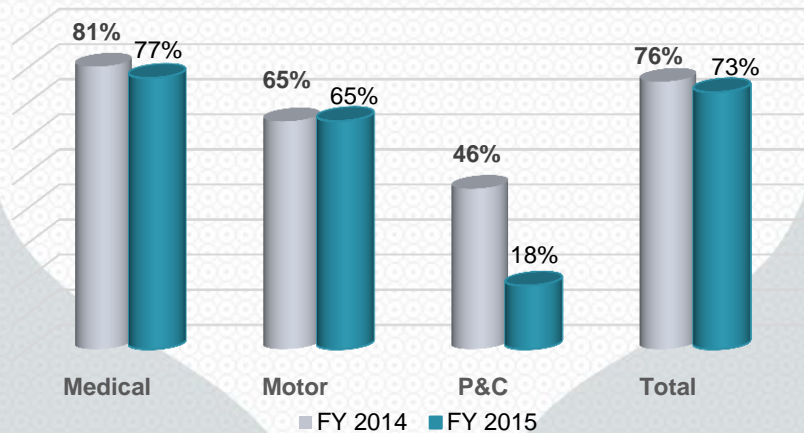


Net Earned Premium (in SR Millions)



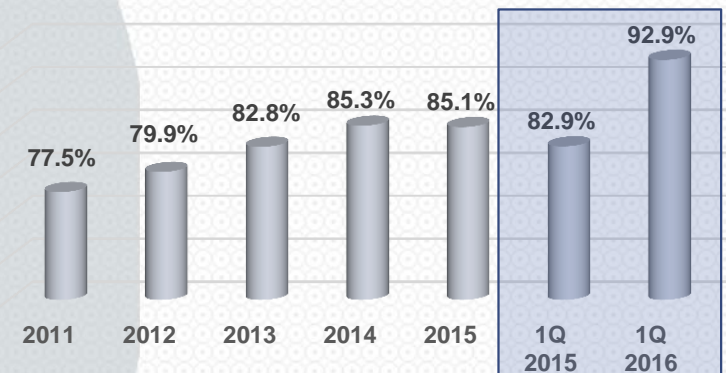
Loss Ratios efficient management

Loss Ratio Business Unit Level*

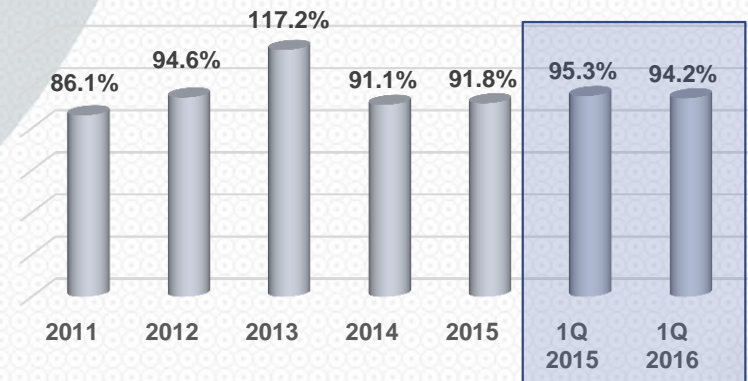


*As of 31-Dec-2015

Retention Ratio

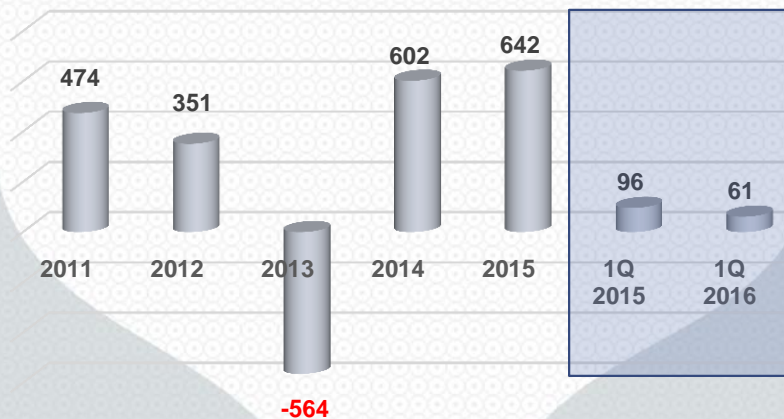


Combined Ratio

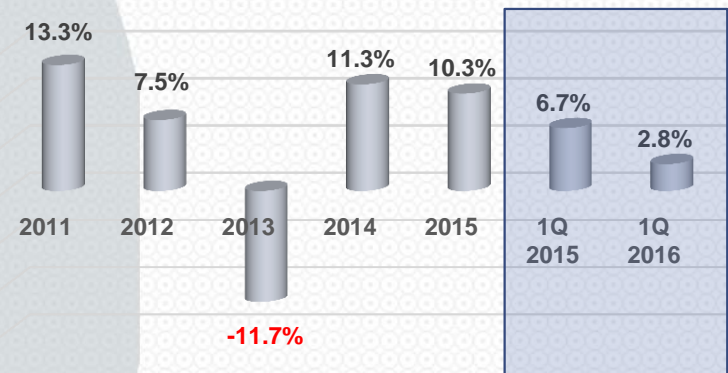


Profitability growing trend

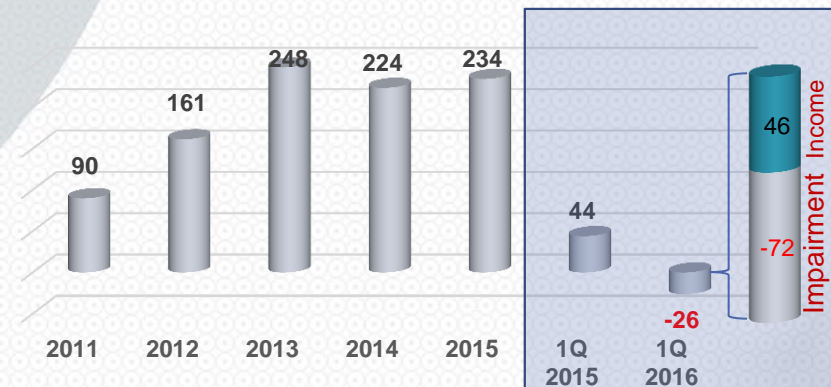
Net Income (in SR millions) "Before Zakat"



Net Income Margins



Total Investment Income (in SR Millions)



Thank You



التعاونية Tawuniya