



مجموعة قطر للتأمين
QATAR INSURANCE GROUP

Domestic dominance

Regional leadership

Global ambitions

September 2020



Founded in 1964, Qatar Insurance Company (QIC) is the largest insurance powerhouse in the MENA region

QIC - KEY FACTS AND FIGURES – September 2020



Solid foundation



- ✧ QIC steadily evolved from a domestic player to a regional leader on to global ambitions over 56 years

Strong financials



- ✧ GWP: QAR 10.2 Billion
- ✧ Total Equity: QAR 10.4 billion
- ✧ Total Assets: QAR 43 Billion
- ✧ Market Capitalization: QAR 7.5 billion

Five pillar strategy



- ✧ Direct insurance
- ✧ Reinsurance
- ✧ Lloyd's insurance
- ✧ Life and Medical
- ✧ Asset Management

Stable sources of income



- ✧ Consistent underwriting performance over 56 years
- ✧ Outstanding investment contribution

High risk maturity



- ✧ Best in class Enterprise Risk Management practices

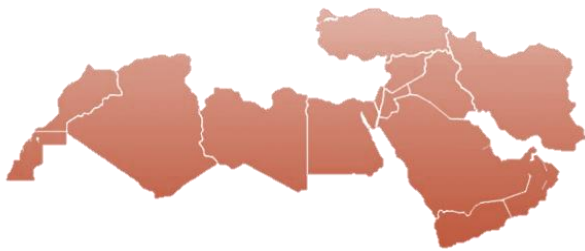
56 YEARS OF OPERATIONAL EXCELLENCE



En route to establishing a global footprint based on domestic dominance and regional leadership

Source: S&P CAPITAL IQ

MENA: QIC No 1 of 19 companies



Asia Pacific: QIC No 14 of 130 – excl. L&H



World: QIC No 53 of 255 companies



QIC
established

Abu Dhabi
branch
established

Qatar Re
established

50th Anniversary
and acquisition
of Antares

Qatar Re re-domiciled
to Bermuda

Qatar Re placed USD
450mn perpetual non-
call 5.5 subordinated 2
Tier notes

Acquisition of Markerstudy,
Qatar Re ranked 26th
amongst top 50 global
reinsurers

1964

1968

2002

2004

2009

2011

2014

2015

2017

2018

2020

Dubai
branch
established

KQIC (Kuwait) and
OQIC (Oman)
established

Q-Life &
Medical
established

QIC Europe Ltd
established in
Malta

Antares established
Antares Asia in
Singapore

OQIC IPO
oversubscribed
1.4 times

QIC issued US\$300 million
perpetual non-call 5.5 year
subordinated Tier 2 capital notes

SUSTAINED GROWTH FROM DIVERSIFIED SOURCES



Net profit

in QAR million

2020 9M (131)

2019 671

2018 664

2017 424

Earnings per share

(restated) in QAR

(0.073)

0.175

0.175

0.109

Market Capitalization

in QAR million

7,479

10,321

11,449

14,423

* 2020 9M results was adversely impacted by the effects of COVID-19 pandemic.

QIC Group: Well diversified multi-pillar business set-up



Direct
Insurance

QIC



Lloyd's
Insurance

Antares



Life &
Medical

QLM Life &
Medical



Reinsurance

Qatar Re



Asset
Management

Epicure
Investment
Management



Real Estate

QIC Real
Estate



Financial strength rating "A"
www.standardandpoors.com



Financial strength rating of A (Excellent)
www.ambest.com

* During the last quarter of 2019, both rating agencies affirmed the Financial Strength Rating of A and revised the outlook to negative from stable.

STRONG ACCESS TO CAPITAL



2020 Tier-2 Issue

Total equity increased by USD 300m

2017 Tier-2 Issue

Total equity increased by USD 450m

2016 Rights Issue

Shareholders' equity increased by c. USD 521m

2013 Rights Issue

Shareholders' equity increased by c. US\$265m

2011 Special Reserve

Creation of the Group's catastrophe special reserve

2005 Rights Issue

Shareholders' equity increased by USD 171m

Since 2005, our shareholders have injected a total of USD 957m in capital

QIC shareholders in % as at Sep 2020

- Government of Qatar 14.05%
- Board of Directors 12.91%
- Qatari Royal Family 10.97%
- Foreign Institutional Investors 7.49%
- Others 54.58%



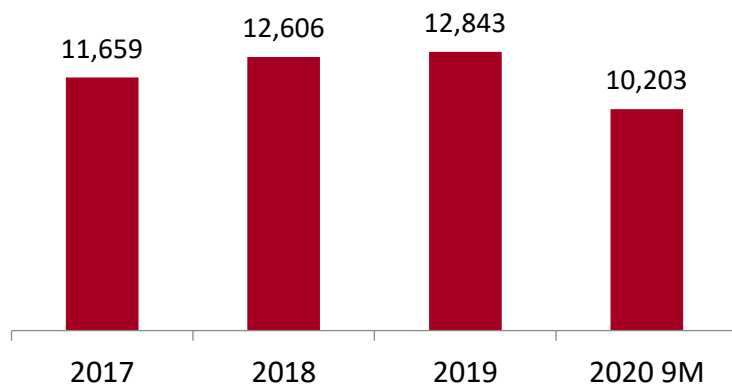
A large group of investors, namely the government, royal family members and leading business families, have maintained their investments in the Group since its inception in 1964

ROBUST FINANCIAL PERFORMANCE



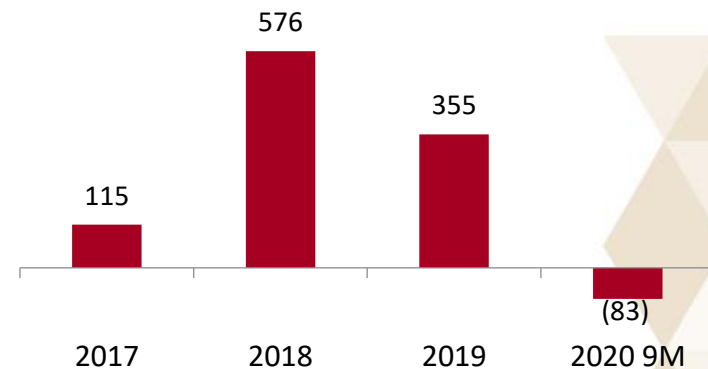
Gross written premiums

in QAR million



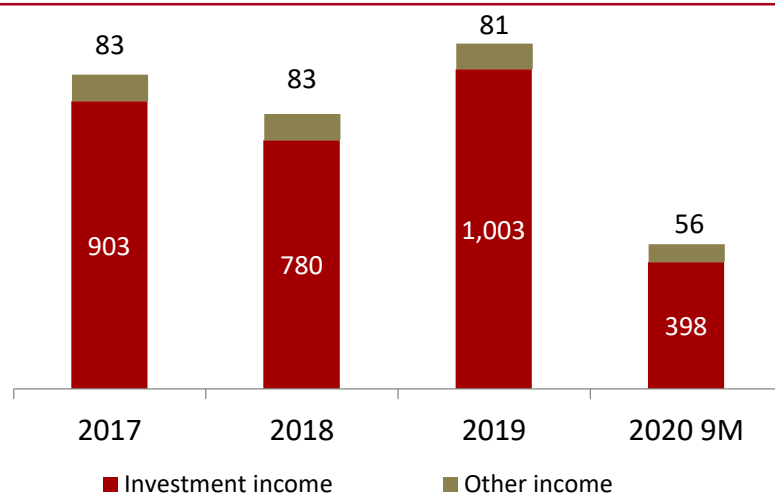
Underwriting results

in QAR million



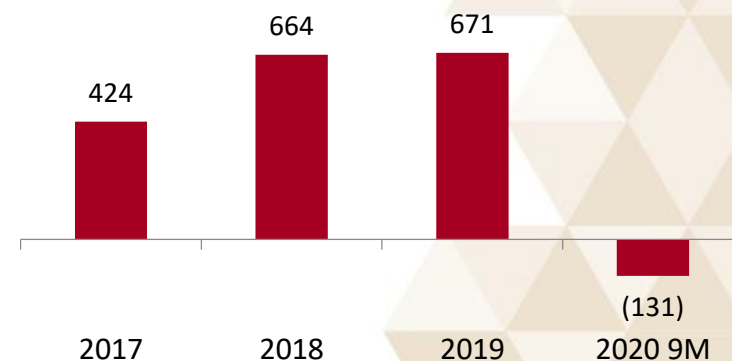
Investment and other income

in QAR million



Net profit

in QAR million



* 2020 9M results was adversely impacted by the effects of COVID-19 pandemic.

Strategy



EXPANDING GLOBALLY AND CONSOLIDATING REGIONAL LEADERSHIP



Bermuda



- Qatar Re US & NatCat
- Qatar Re HQ

London



- Antares Group Holdings
- Antares Lloyd's 1274 Syndicate
- Qatar Re branch
- QIC Europe branch

Zurich



- Qatar Re Continental Europe and global operations

Malta



- QIC Europe Ltd

Singapore



- Antares Asia

Gibraltar



- Zenith Insurance Plc and other non life carriers

Doha



- QIC Group's HQ and domestic operations

UAE



- QIC direct insurance operations (UAE)

Muscat



- Oman Qatar Insurance Company

Kuwait








- Kuwait Qatar Insurance Company

Shanghai



- Antares Lloyds China 1274 Syndicate

BROAD SPECTRUM OF CAPABILITIES

QIC Domestic	Reinsurance	Lloyd's	Life & Medical	Asset Management
 شركة قطر للتأمين Qatar Insurance Company	 QatarRe	 antares	 كيو إل إم للتأمينات الحياتية والتأمين الصحي QLM Life & Medical Insurance Company W.L.L.	 EPICURE Investment Management
<ul style="list-style-type: none"> Personal lines <ul style="list-style-type: none"> Motor Home Travel PAB Commercial lines <ul style="list-style-type: none"> Energy Marine & Aviation Medical Motor Property & Commercial 	<ul style="list-style-type: none"> Agriculture Credit & Surety Energy Engineering Facultative Marine & Aviation Motor Property Structured Finance 	<ul style="list-style-type: none"> Aviation Financial Institutions Marine Political and Financial Risk Professional indemnity Property Excess of Loss Terrorism 	<ul style="list-style-type: none"> Group Life Credit Life Mortgage Life Group Medical 	<ul style="list-style-type: none"> Proprietary asset management Third party asset management

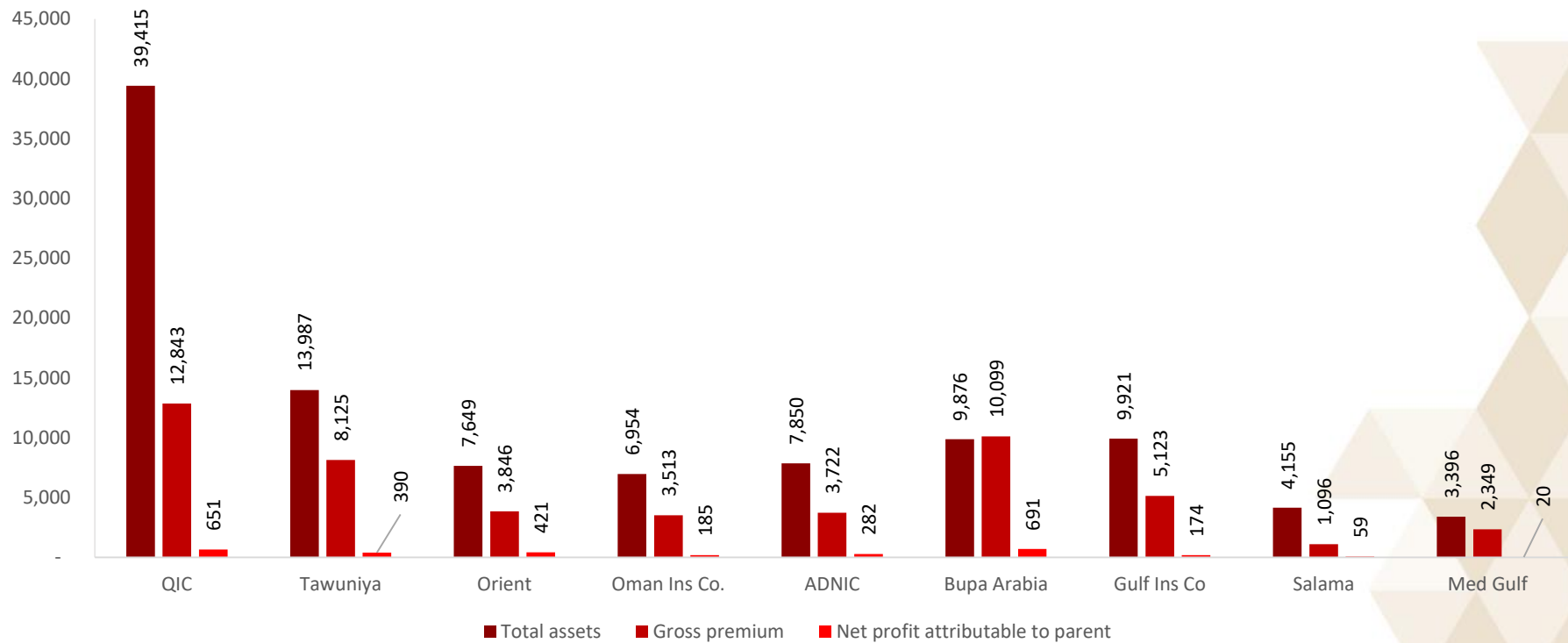
Competitive Position



DOMINANT POSITION IN THE MENA REGION

Regional comparison (FY 19)

in QAR million



QIC consistently outperforms major regional insurance and reinsurance groups due to its focus on

- Technical excellence in underwriting and asset management
- Diversified growth across business segments and geographies

SIGNIFICANT POTENTIAL FOR GLOBAL AND REGIONAL GROWTH



QIC Domestic and regional

- Dominant market share in Qatar and ahead of its peers in MENA
- Significant growth potential in rapidly growing MENA insurance markets

QIC domestic/regional GWP

USD 832 million

MENA Life & Non-Life

USD 50 billion



Qatar Re

- Ranked 26th amongst top 50 global reinsurers
- Aspires to become a Top 10 reinsurer by 2025
- Continues to expand geographically and by line of business

Qatar Re GWP

USD 2.1 billion

GWP Top 10 reinsurers

USD 184 billion



Antares

- Established as independent Managing Agent at Lloyd's, the world's global insurance and reinsurance market of choice
- Ranks 26th within Lloyd's by GWP
- Synergies with QIC have potential to enhance growth

Antares GWP

USD 605 million

GWP Lloyd's

USD 40 billion



QIC Group

- Aspires to become a Top 50 international composite insurance group
- Well diversified by geography, lines of business and sectors
- Ranks 53 worldwide out of 255 companies

QIC Group GWP

USD 3.5 billion

Global Non-Life GWP

USD 1.4 trillion

Performance



STRONG TRACK RECORD OF TOP AND BOTTOM-LINE GROWTH..



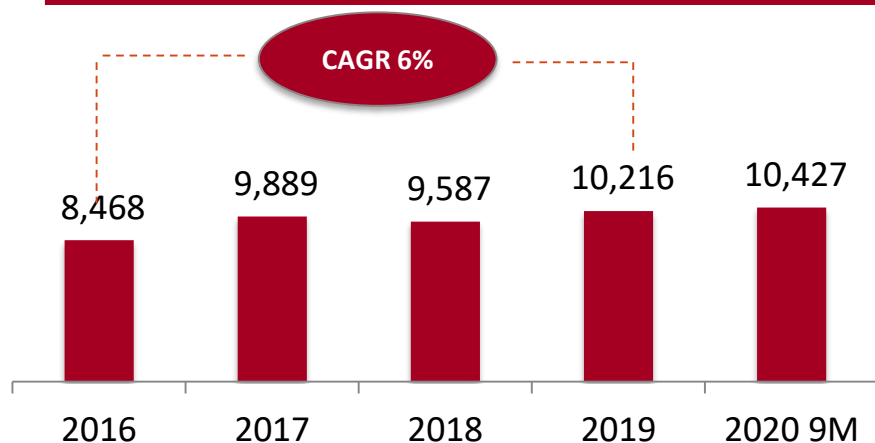
Key Highlights (QAR million)	2017	2018	2019	2020 9M
Gross premium	11,659	12,606	12,843	10,203
Underwriting results	115	576	355	(83)
Net profit	424	664	671	(131)
Investment and other income	986	863	1,084	454
Earnings per share (<i>prior years restated</i>)	0.109	0.175	0.175	(0.073)
Cash dividend	15%	15%	15%	--
Bonus share	15%	--	--	--
Share price*	52	36	3.16	2.29

*Par value of the ordinary share was reduced from Qar 10 to Qar 1 effective 27 June 2019.

For 2020 9M results - Refer the note in page 5

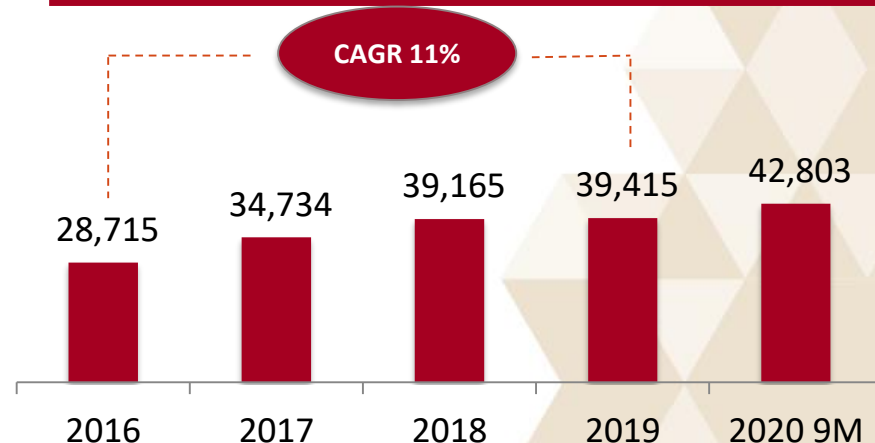
Total Equity

in QAR million



Total Assets

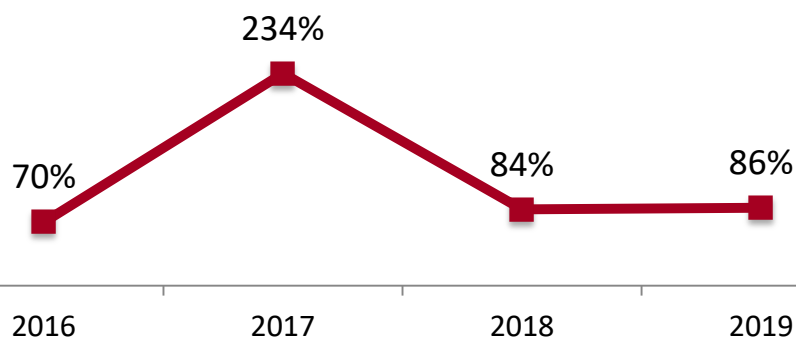
in QAR million



...AND SHAREHOLDER VALUE CREATION

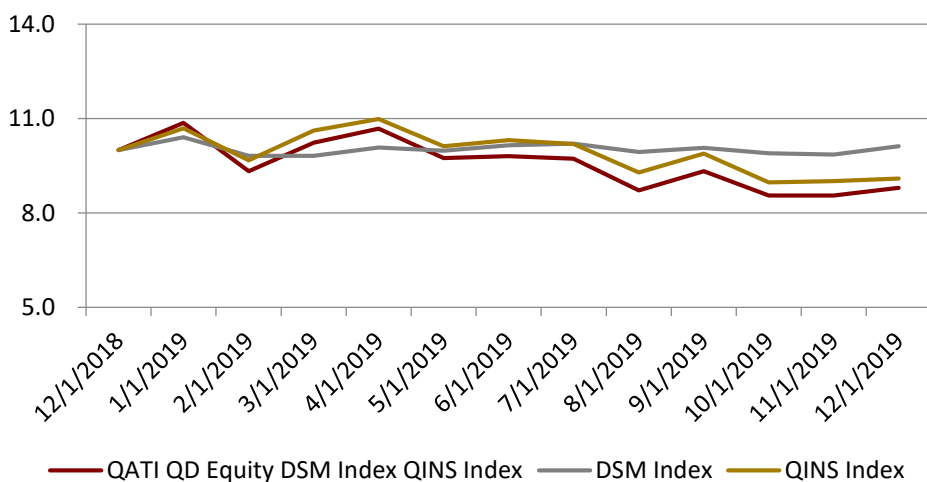


Payout ratio

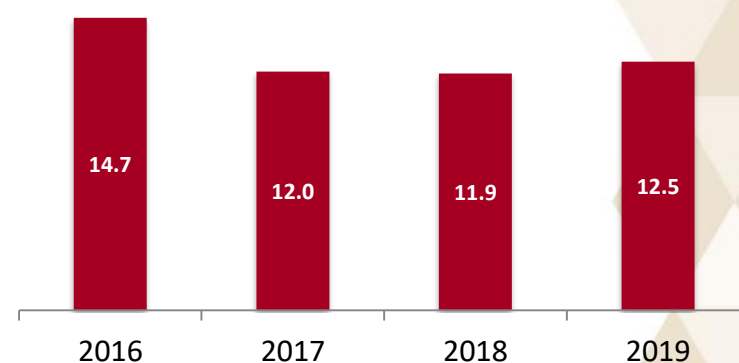


Payout ratio for 2016 & 2017 includes bonus shares of 15%

QIC shares with QE Index and QE Insurance index

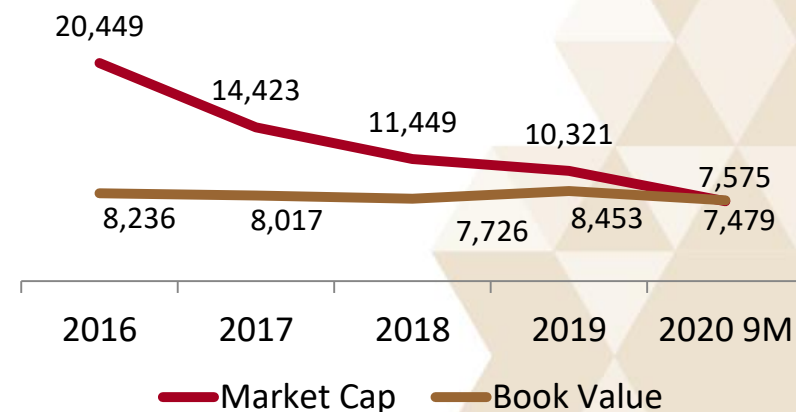


Return on Equity (Normalised)

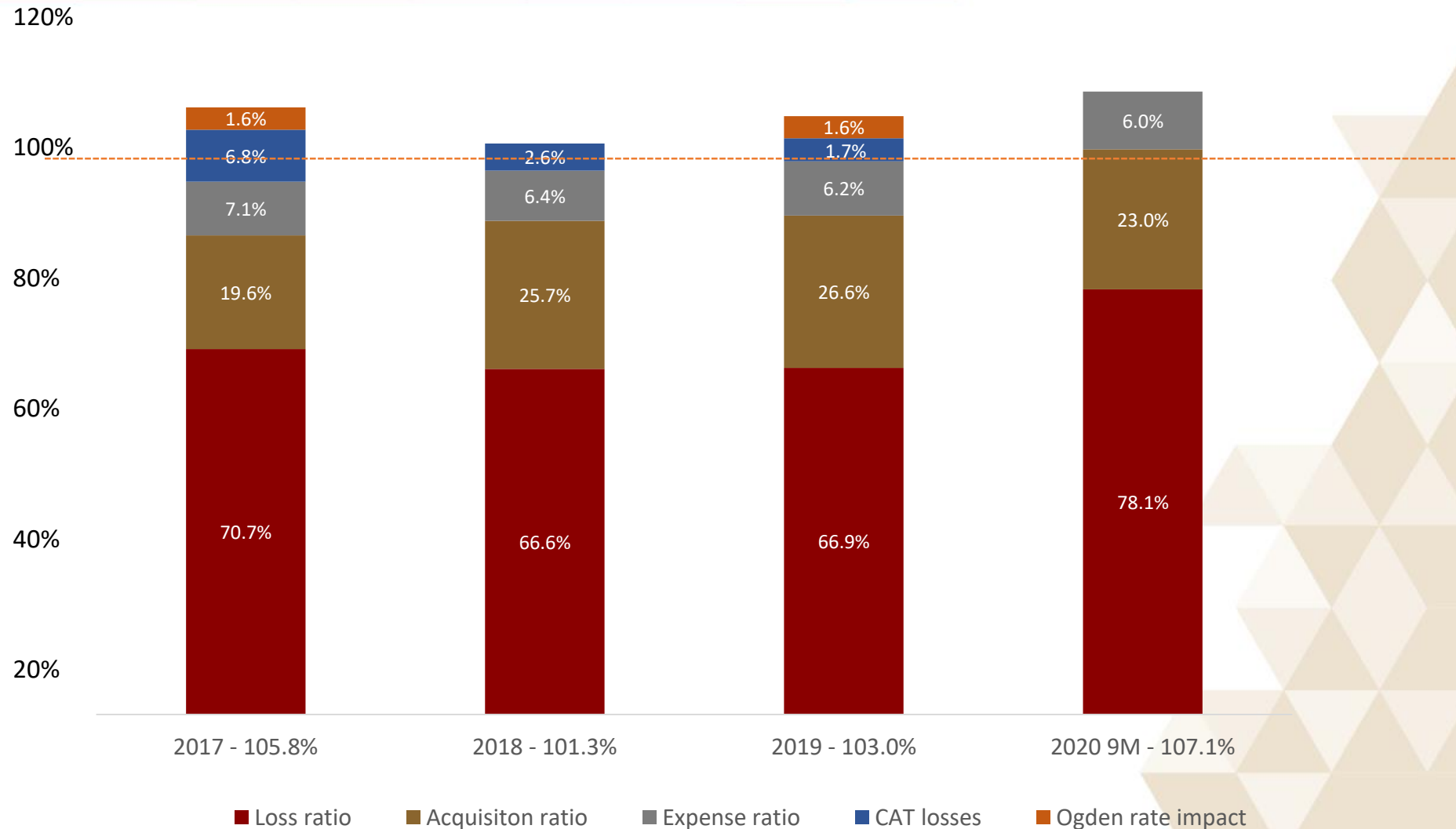


Market Value

in QAR million



KEY PERFORMANCE METRICS

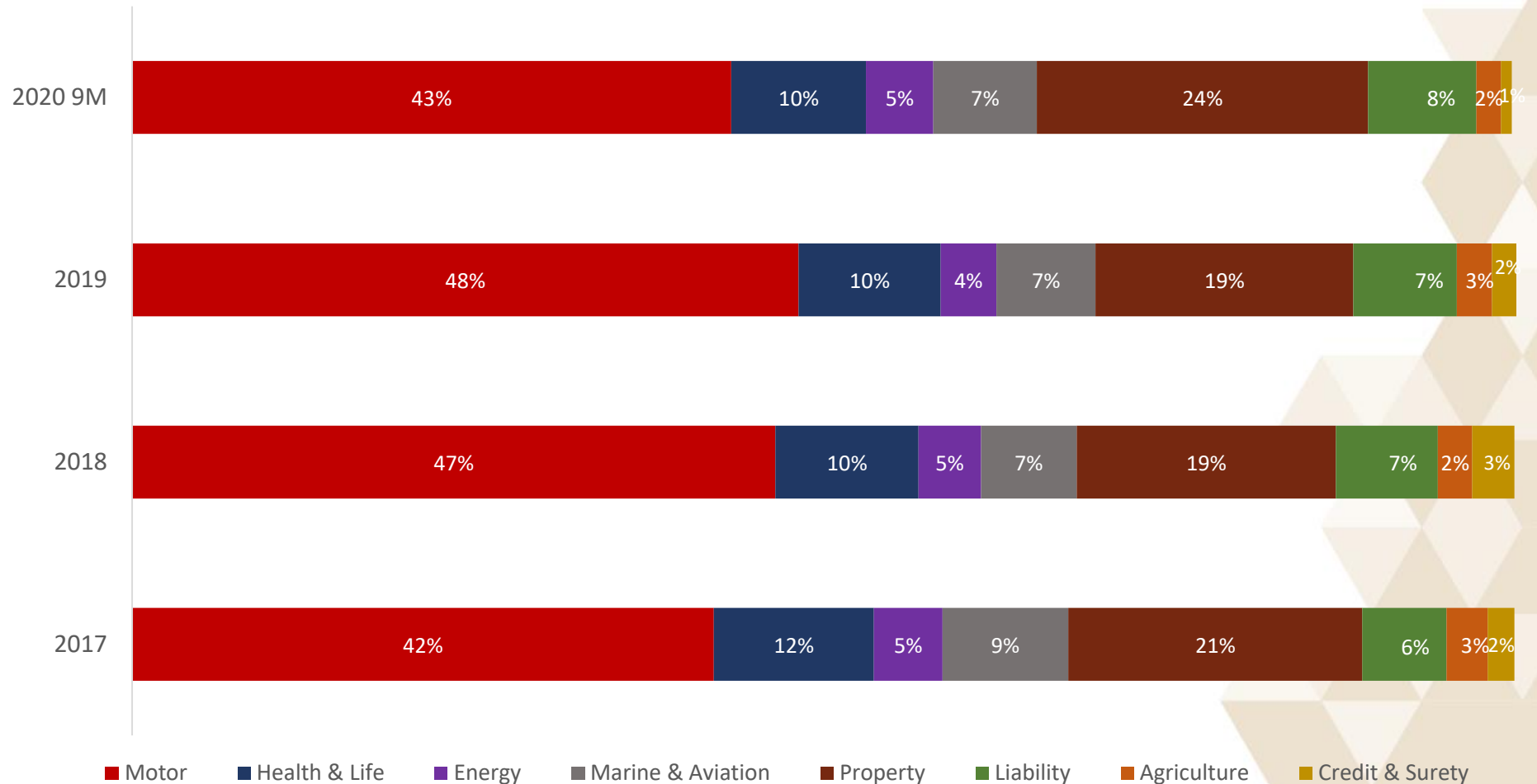


QIC's underwriting performance in 2020 9M was adversely impacted by the effects of COVID-19 pandemic.

WELL DIVERSIFIED PORTFOLIO ENHANCES CAPITAL EFFICIENCY



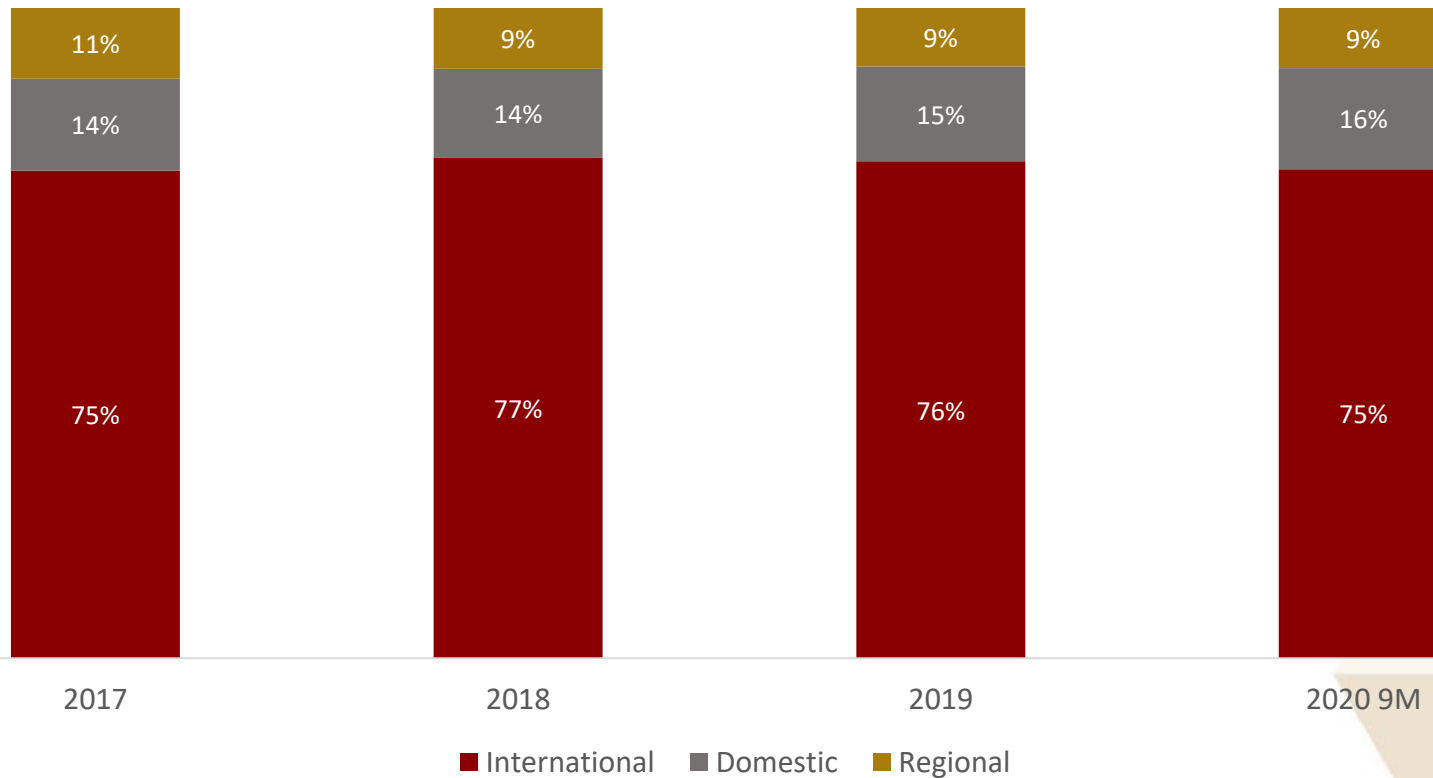
Gross written Premiums - Focus on profitable growth across individual lines of business



WELL DIVERSIFIED PORTFOLIO ENHANCES CAPITAL EFFICIENCY

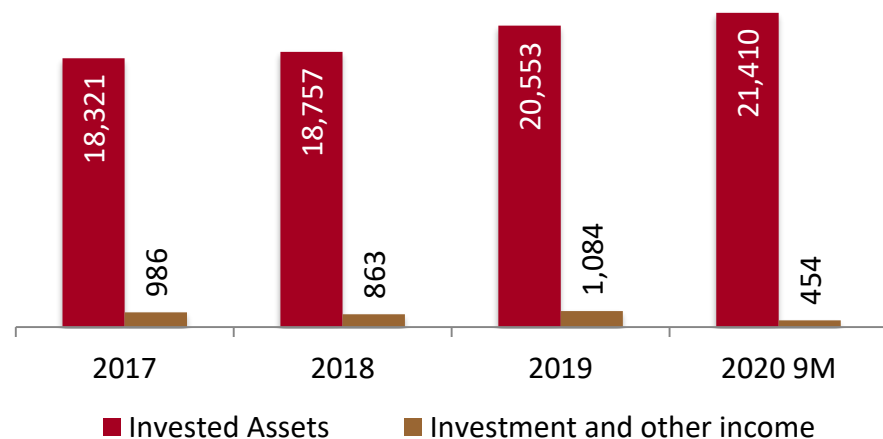


Gross written Premiums - Geographically diverse

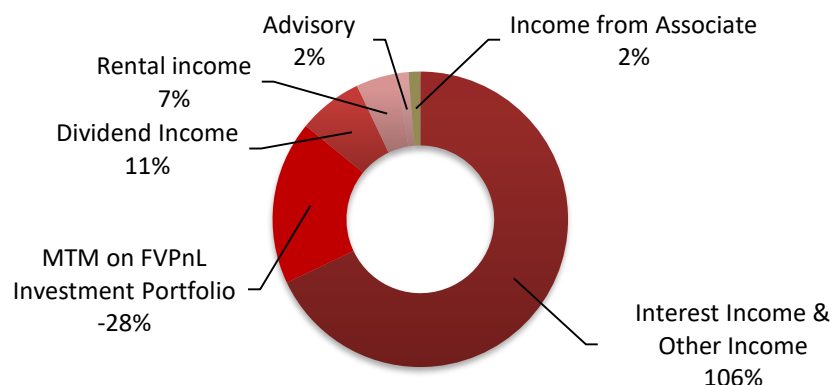


STRONG INVESTMENT PORTFOLIO AND YIELD

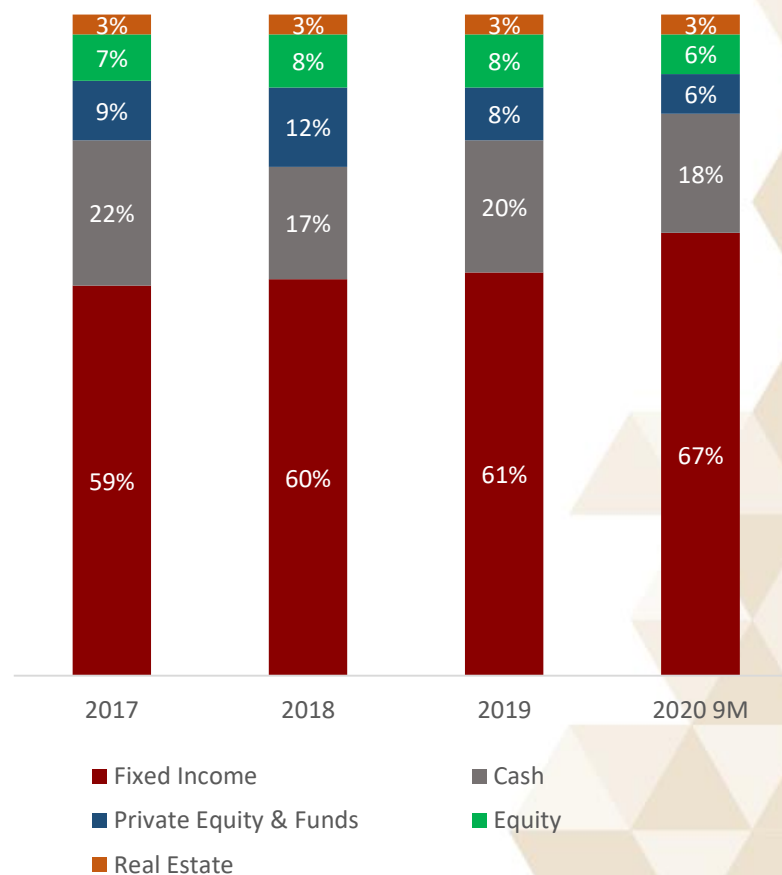
Invested Assets vs investment and other income in QAR million



Investment and other income composition 2020 9M



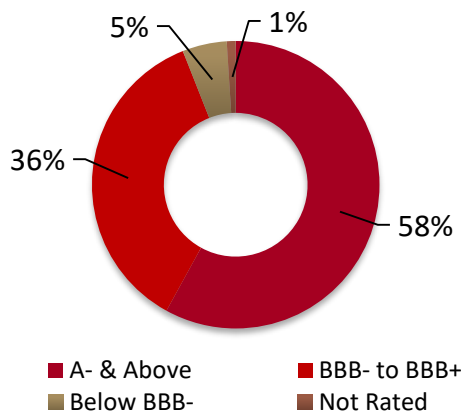
Investment portfolio composition



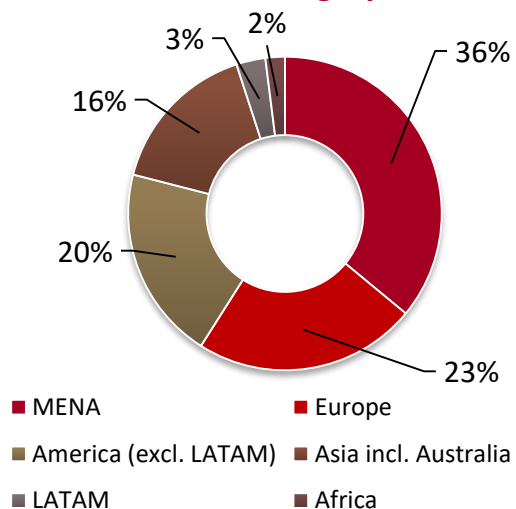


FOCUS ON SECTOR BALANCE AND SECURITY OF INVESTMENTS

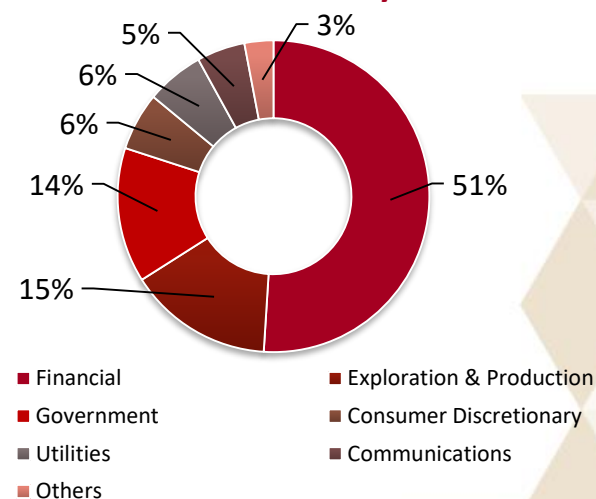
Fixed income: Rating



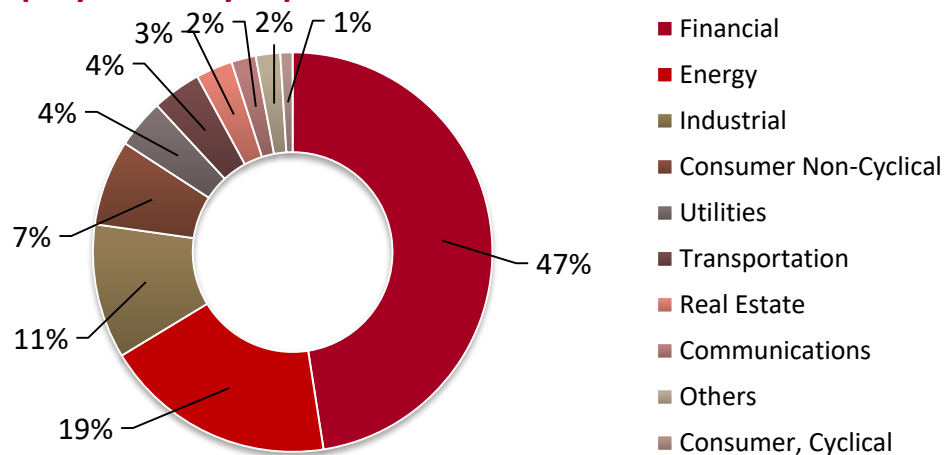
Fixed income: Geographic mix



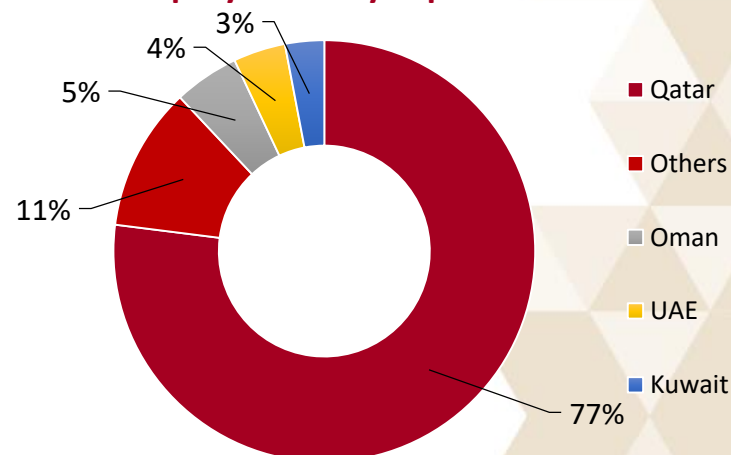
Fixed income: Mix by sector



Equity: Industry exposure



Equity: Country exposure



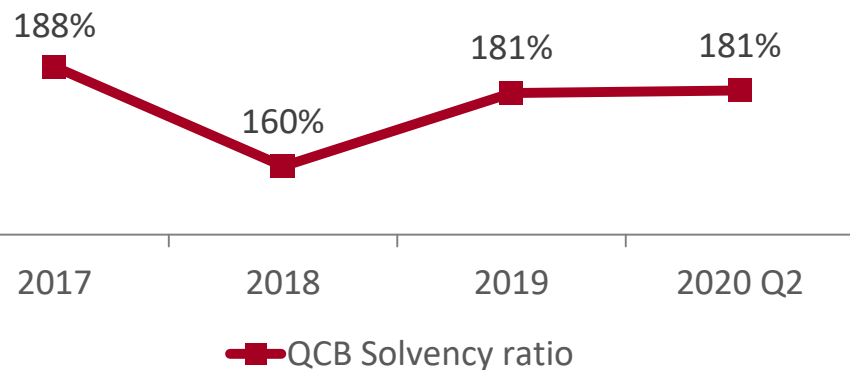
EXCELLENT FINANCIAL STRENGTH RATIOS

Assets

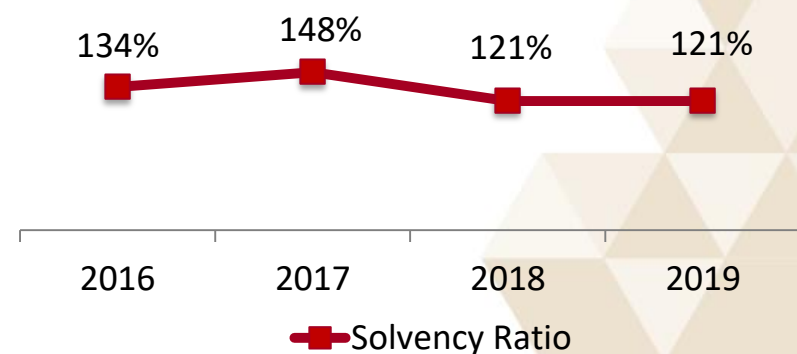
%	2016	2017	2018	2019
Invested assets to total assets	67%	53%	48%	52%
Invested assets to net technical reserves	139%	131%	125%	133%
Cash and bank deposits to net technical reserves	63%	57%	54%	55%

Solvency: Increased capital utilization, ratio remains strong

As per QCB	2017	2018	2019	2020 H1
Eligible Capital	8,377	7,524	9,283	9,244
Solvency Ratio	188%	160%	181%	181%



As per S&P	2016	2017	2018	2019*
Eligible Capital	8,066	9,454	9,042	9,210
Solvency Ratio	134%	148%	121%	121%



* S&P 2019 solvency is based on Dec 2019 financial statements & pending S&P approval.

STRONG FINANCIAL STRENGTH



Financial strength rating for QIC



Rating: 'A' / Strong
Outlook: Negative

- “QIC benefits from a diverse competitive position supported by its leading domestic standing, regional Gulf Cooperation Council (GCC) operations, and a substantial (re)insurance income stream from the international market, which generates about three-quarters of the group's GWP”



Rating: 'A' / (Excellent)
Outlook: Negative

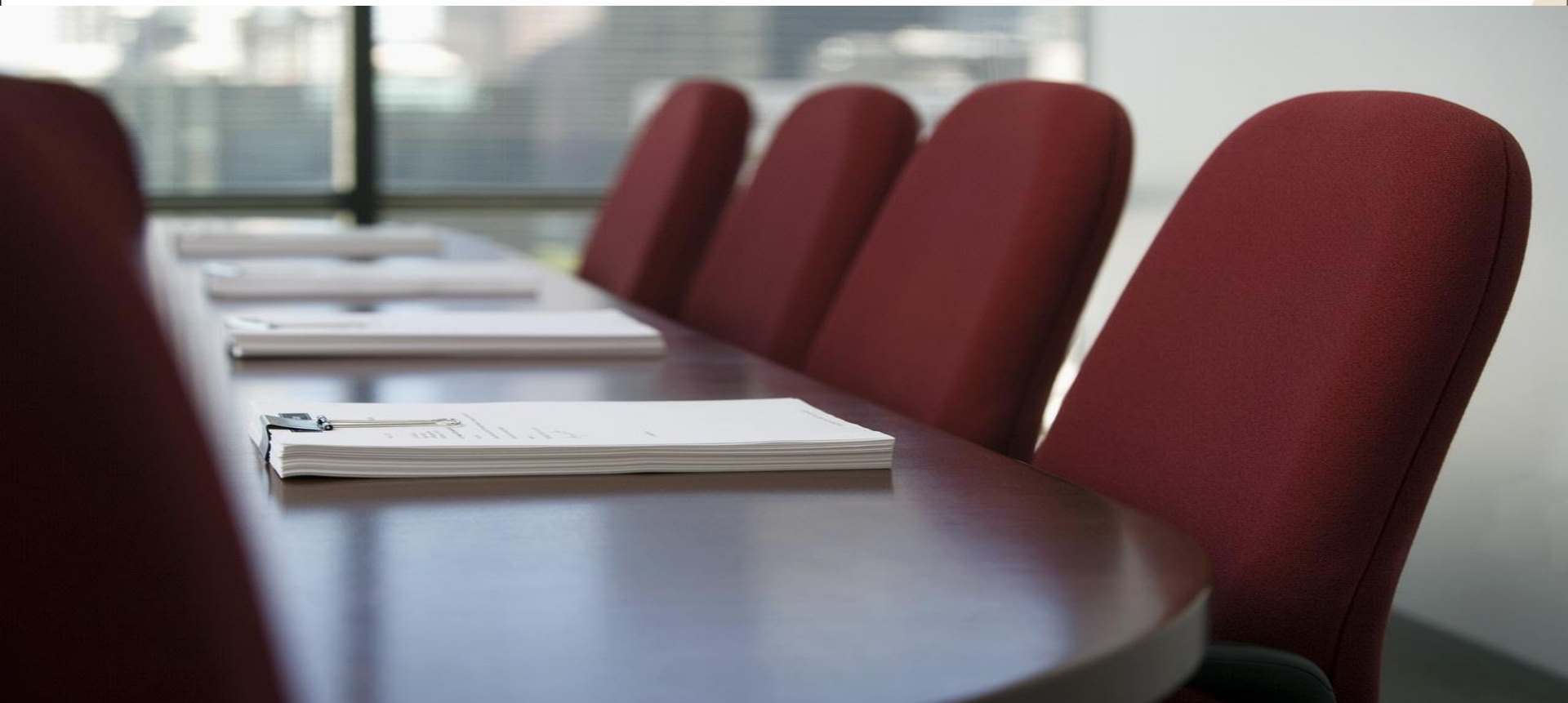
- “The ratings reflect QIC's balance sheet strength, which AM Best categorises as very strong, as well as its strong operating performance, neutral business profile and appropriate enterprise risk management (ERM).”

QIC Group equity

in QAR million

	2018	2019	2020 9M
Share capital	3,189.06	3,266.10	3,266.10
Share premium	2,554.49	2,759.19	2,759.19
Legal reserve	634.57	634.57	634.57
General reserve	287.00	287.00	287.00
Fair value (loss) reserve	(313.85)	177.46	57.66
Catastrophe special reserve	32.02	32.02	32.02
Other components of equity	60.01	(38.77)	(58.77)
Retained earnings	1,282.52	1,335.69	597.32
Equity attributable to parent	7,725.82	8,453.26	7,575.09
Non-controlling interest	245.82	147.33	154.74
Subordinated perpetual debt	1,615.60	1,615.60	2,697.24
Total equity	9,587.24	10,216.19	10,427.07

Organisation



STRONG GEOGRAPHIC AND SECTOR DIVERSIFICATION



Group level



Operations



Sector

Direct Insurance:

- Personal Lines
- Commercial Lines

Reinsurance:

- Property & Casualty
- Facultative Lines

Lloyds Re/insurance:

Commercial Lines

Life and Medical:

- Medical Lines
- Life Lines

Asset management:

Proprietary and TP asset management

Geography

Qatar
GCC
Europe

Global

Global

Qatar
GCC

Global

Risk Management

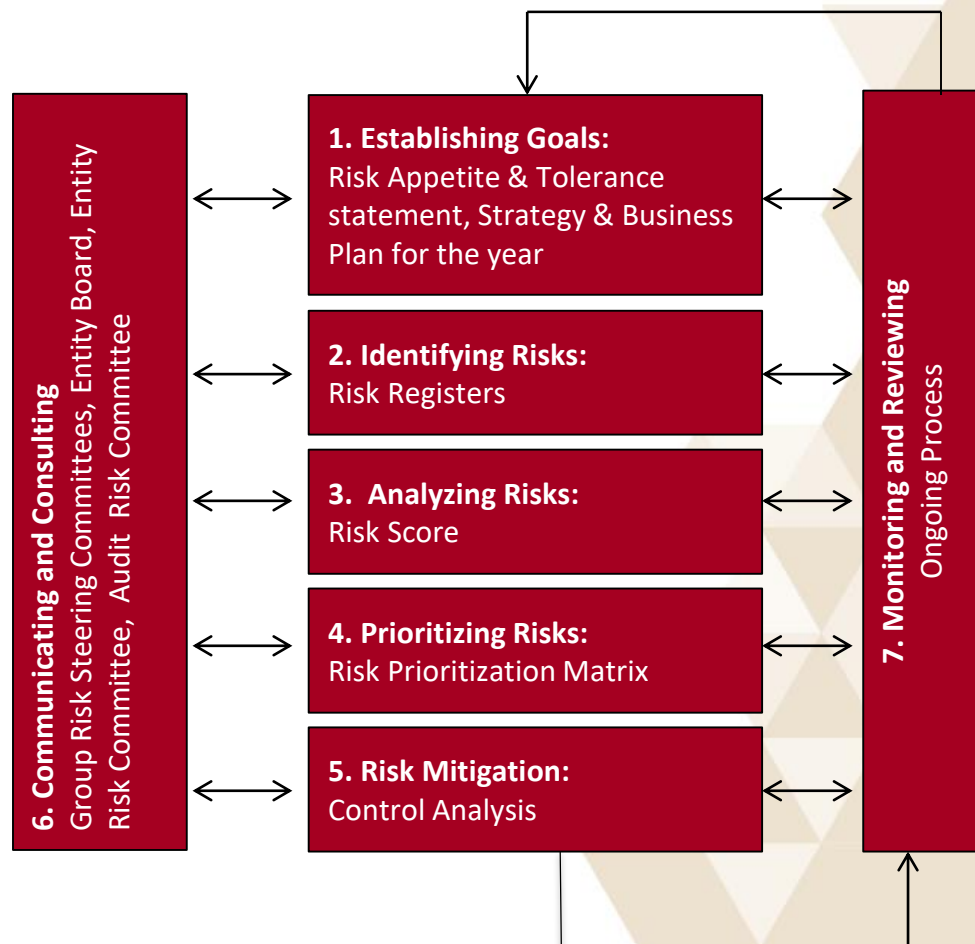


STRICT ADHERENCE TO CLEARLY DEFINED ERM PROCEDURES

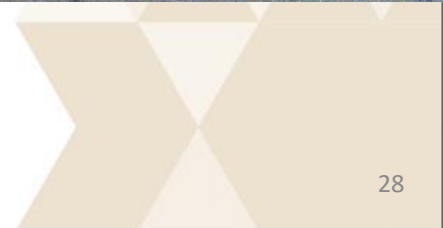
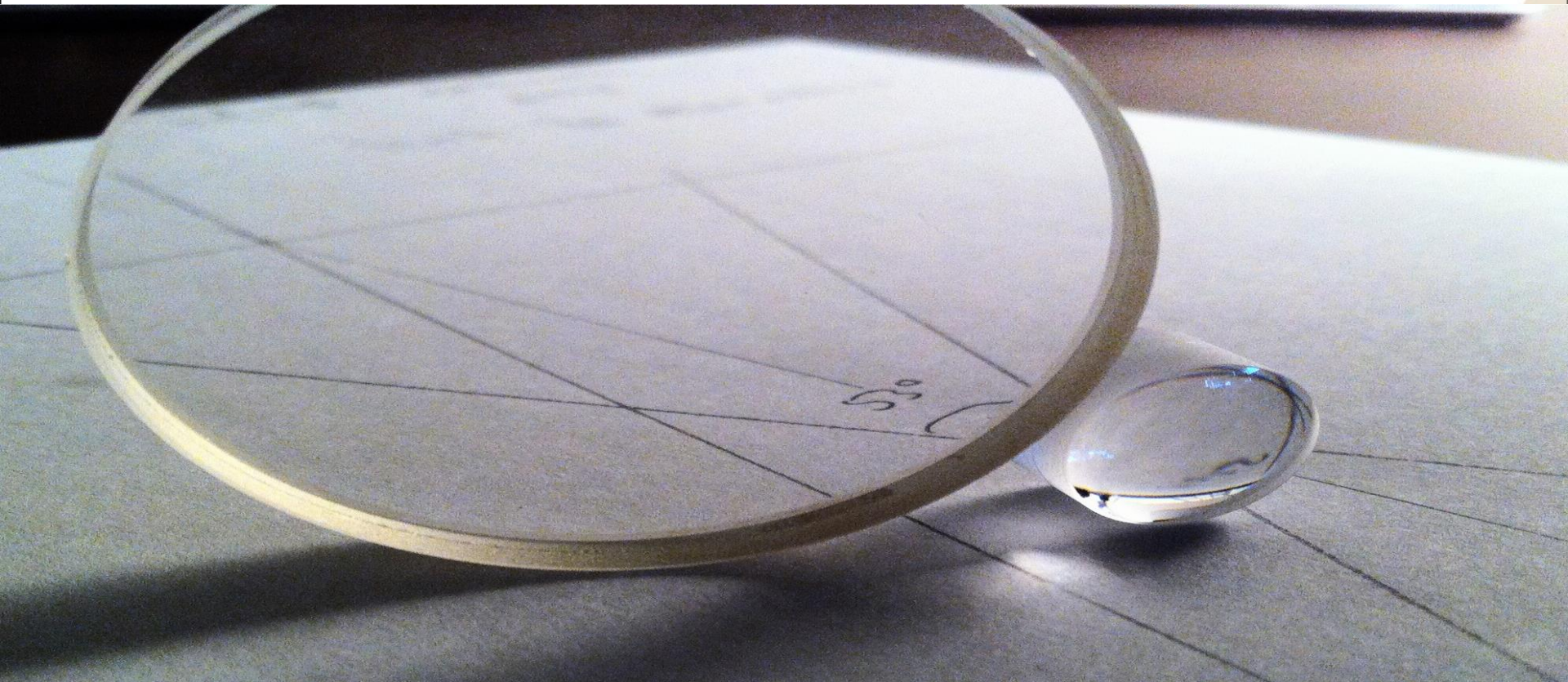
Risk Management at QIC

- ERM is broken down into Risk Management, Capital Management and Exposure Management
- Governance structure follows the three lines of defence model with dedicated Risk Committees in each entity of the company
- Each entity committee reports into the Group Risk Committee, which reports to the Group's Board and Audit committee
- Risks are monitored and maintained according to risk categories such as insurance, market, credit, operational and group
- Each risk is assessed for impact and probability along with the controls in place to mitigate
- Risk controls are reviewed quarterly
- QIC has in place an extensive stress and scenario testing framework
- QIC conducts analysis into emerging risks
- Risk appetite and tolerance set at the group and entity level with the position against these metrics monitored on an on-going basis

Enterprise risk management cycle

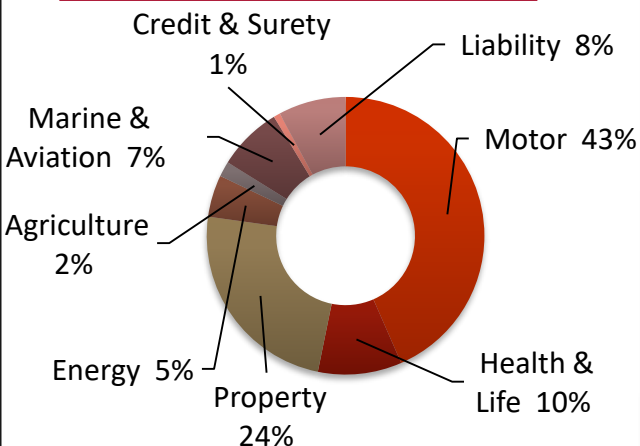


Outlook



ASPIRING TO BECOME A GLOBAL TOP 50 COMPOSITE INSURER

Well-diversified business mix

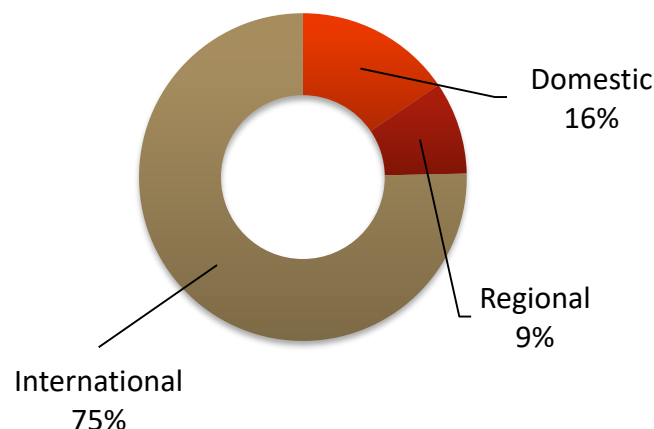


A portfolio of powerful franchises



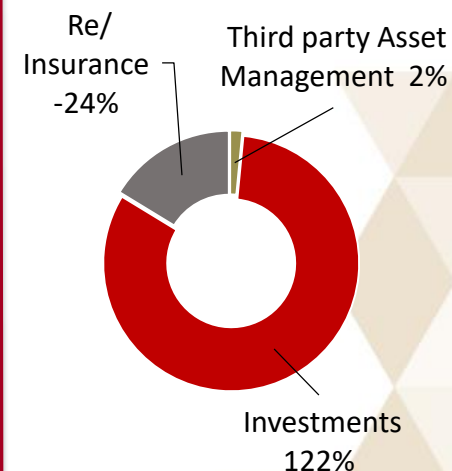
- Continue to capitalize on transactional opportunities
- Grow QIC Europe
- Expand into Asia / Pacific on the back of Qatar and Antares
- Further grow medical and life lines in the domestic and regional market

Balanced geographical mix



- QIC Europe Ltd: Became a common platform for QIC's entry into Europe
- Use synergies with Qatar Re in reinsurance and Antares in specialty insurance
- Qatar Re: Leverage acknowledged market and product expertise to expand on a global scale, broaden product offering
- Antares: Capitalize on Lloyd's expansion and leverage synergies with Qatar Re

Distinct sources of income



- Further build 3rd party investment capabilities
- Continue to generate investment income above index and peers

APPENDIX

PROFIT AND LOSS ACCOUNT, 2017 – 2020 9M

Income Statement (QAR '000)	2017	2018	2019	2020 9M
Gross written premium	11,658,697	12,605,835	12,843,166	10,203,122
Net earned premium	8,928,623	11,345,969	10,832,013	7,386,529
Net claims incurred	(7,061,988)	(7,858,307)	(7,596,856)	(5,772,333)
Net commission	(1,751,670)	(2,911,354)	(2,879,788)	(1,697,581)
Net underwriting income	114,964	576,308	355,369	(83,385)
Investment and other income	986,023	862,654	1,084,447	454,198
G&A expenses	(677,380)	(774,794)	(768,901)	(501,466)
Net profit	423,609	664,168	670,915	(130,653)
Attributable to:				
Net profit – Owners of parent	417,593	645,942	650,874	(147,380)
Net profit – Non controlling interests	6,016	18,226	20,041	16,727

For 2020 9M results - Refer the note in page 5

At a Glance	Strategy	Competitive Position	Performance	Organisation	Risk Management	Outlook	Appendix
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BALANCE SHEET, 2017 – 2020 9M

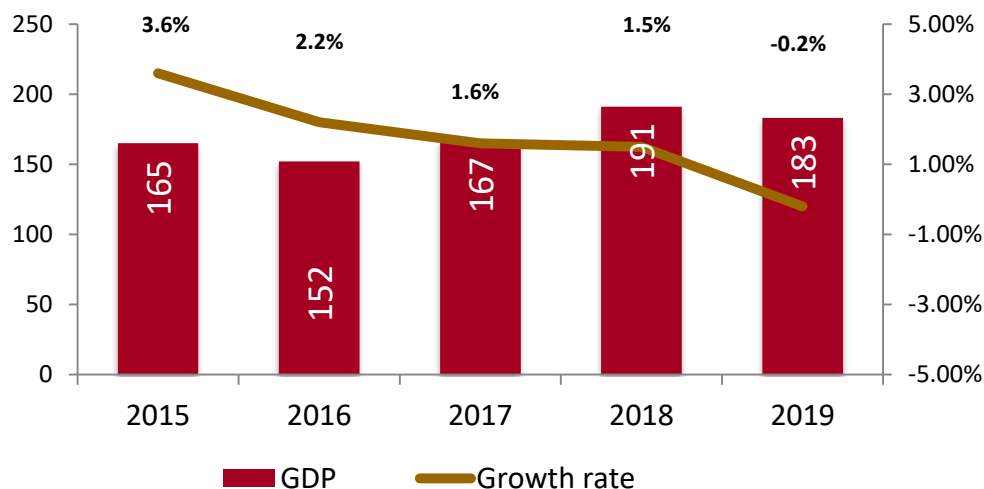


Balance Sheet (QAR '000)	2017	2018	2019	2020 9M
ASSETS				
Cash and cash equivalents	7,914,054	8,011,163	8,544,700	8,640,785
Insurance and other receivables	8,194,344	9,345,951	8,452,858	8,903,700
Reinsurance contract assets	3,774,868	5,467,185	5,099,804	6,951,649
Investments	13,797,023	15,021,431	15,938,130	16,985,007
Investment properties	585,789	606,372	596,004	575,568
Property and equipment	52,538	52,033	146,935	132,548
Goodwill and intangible assets	415,668	660,488	636,883	613,349
TOTAL ASSETS	34,734,284	39,164,623	39,415,314	42,802,606
Liabilities				
Short term borrowings	3,975,446	4,881,821	4,526,219	4,791,565
Insurance contract liabilities	17,717,987	20,420,997	20,499,218	23,012,233
Provisions, reinsurance and other payables	3,012,867	4,142,016	3,995,183	4,396,903
Long term borrowings	138,795	132,554	178,500	174,831
Total liabilities	24,845,095	29,577,388	29,199,120	32,375,532
Equity				
Share capital	2,773,095	3,189,059	3,266,101	3,266,101
Reserves & surplus	5,244,162	4,536,764	5,187,160	4,308,985
Non controlling interests	256,336	245,816	147,337	154,747
Subordinated perpetual debt	1,615,596	1,615,596	1,615,596	2,697,241
Total equity	9,889,189	9,587,235	10,216,194	10,427,074
TOTAL LIABILITIES & EQUITY	34,734,284	39,164,623	39,415,314	42,802,606

QATAR: A THRIVING ECONOMY

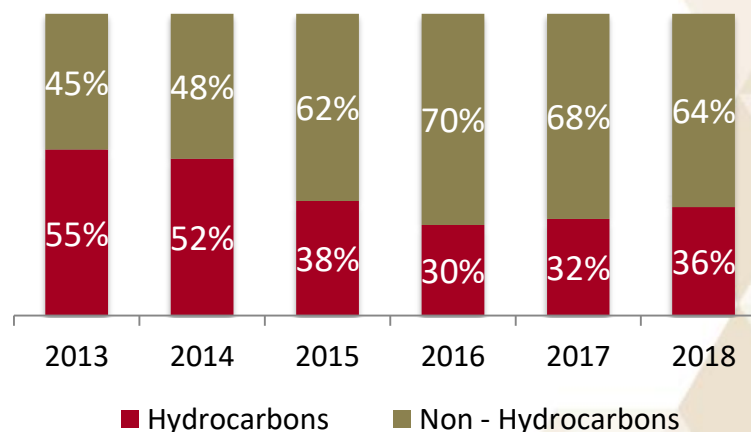
GDP and real GDP growth*

in USD billion



*Source: MDPS

Hydrocarbon vs. Non-hydrocarbon sectors in GDP*



*Source: MDPS

Strong fundamentals

Diversifying the economy

➤ Strong credit rating in the GCC

S&P: AA- ; Fitch: Aa3;
Moody's: Aa3

➤ Hydrocarbon reserves

≈ USD 25 trillion

➤ Strong population growth

Tripled since 2003,
2.7 million in 2018,
2.8 million by 2020

➤ World largest exporter of LNG

77 million tonnes
per annum;
2024E 110 mtpa

➤ World's highest per capita

USD 130,000
2018E

➤ Investments into infrastructure

≈ USD 150 billion
by 2020

➤ National Rail Project

≈ USD 40 billion

QIC BOARD OF DIRECTORS AND MAJOR SHAREHOLDERS



Sheikh Khalid bin Mohammed bin Ali Al-Thani
Chairman & Managing Director



Abdullah bin Khalifa Al-Attiya
Deputy Chairman



Hussain Ibrahim Al-Fardan
Board Member



Jassim Mohammed Al-Jaidah
Board Member



Sheikh Hamad bin Faisal bin Thani Al Thani
Board Member



Khalaf Ahmed Al-Mannai
Board Member



Sheikh Jassim bin Hamad bin Jassim bin Jabor Al Thani
Board Member



Sheikh Faisal bin Thani bin Faisal Al-Thani
Board Member



Sheikh Saoud bin Khalid bin Hamad Al Thani
Board Member



Ali Youssef Hussein Ali Kamal
Board Member



Sheikh Abdulrahman bin Saud bin Fahad Al Thani
Board Member



Khalifa A. Al Subaey
Group President

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