# **Investor Presentation**

Saudi Reinsurance Company

1st Half 2023

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# **Radial Growth**

Saudi Re maintained a robust growth trajectory across most parameters of its business. Over the years, we have continued to grow outwards from our home in The Kingdom of Saudi Arabia - building an international presence in 40+ countries across MENA, Asia, Africa and Lloyd's Market in the UK. We have sharpened our focus on expansion into international markets, guided by our blueprint for the future, Strategy Towards 2026.





### 1<sup>st</sup> Half 2023 Performance Overview



## Saudi Re steadily progresses in its growth strategy

- o A strong growth momentum (5 year CAGR of 18%) recording SR 1.2 Bn. in GWP in the first half of 2023
- Scale building and diversification remain a strategic focus and key performance drivers
- o Saudi Re is poised to benefit from favorable market conditions and positive regulatory developments

Effective underwriting management and investment performance driving exceptional results in the 1<sup>st</sup> Half 2023

- Results shows improved profit before Zakat at SR 81.9 Mn.; increased by 135% compared to last year and 44% higher than 2022 full year results. The results were driven by:
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Stronger Capital Base and Profitability even with new IFRS implementation.

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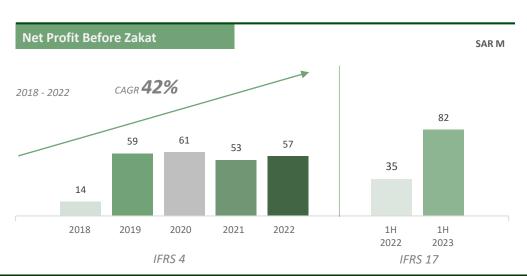
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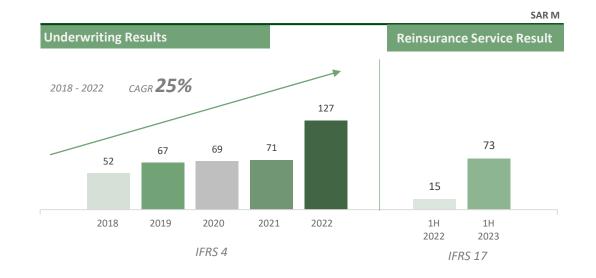
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## Building on a Sustainable Track Record of Performance









## **Key Developments**

### Saudi Re is poised to benefit from favorable market conditions



#### **Key Developments**

Favorable
Domestic Regulatory
Developments

- o Regulatory initiatives strengthening the domestic reinsurance ecosystem
- Successful implementation of the local cession mechanism towards gradual enforcement of minimum 30% local cession by 2025; phase 1 mandating 20% of reinsurance treaties in 2023
- o Enforcement of mandatory third motor liability

Inherent Defect
Insurance Program
Implementation

- Enforcement of the Inherent Defect Insurance (IDI) implementation maintained at 2022 levels,
- o Saudi Re acts as the exclusive reinsurer of IDI program

Growing
Reinsurance Market

- The Saudi insurance market recorded SAR 34 Billion gross written premium (GWP) in 1H
   2023.- with an increase of 25%
- The Saudi insurance market recorded SAR 53.4 Billion gross written premium (GWP) in 2022, ranking it on the top of the Middle East
- o Saudi reinsurance market grew by 17% to SAR 8.7 B in 2022

Improved Credit Rating

- o Obtaining A- rating from S&P
- Marinating A3 rating from Moody's

#### Effect of Saudi Re

Creating strong GWP growth momentum for Saudi Re; SAR 1.217 Bn. in 1H 2023 with 32% growth rate

Reinforcing Saudi Re's competitive position as the only local Full Fledged reinsurer in the Kingdom

Supporting the expansion of the client base domestically and internationally

Access to better quality business and improving technical performance

## **Key Developments**

Saudi Re is poised to benefit from favorable market conditions



### Key Developments

Strong
Performance of Affiliate
in Lloyds

 Saudi Re affiliate Probitas Holding registered strong performance, and ranks among the top performing syndicates in Lloyds market

Hardening Market  Increased signs of market hardening on international level characterized by shortage of reinsurance and retrocession capacity and increases in pricing

Capital Strategy  Saudi Re announced expiry of date of the Saudi Central Bank approval to increase the company's capital. The Company will study alternatives to strengthen the Company's capital base and support its future expansion activities, including Company financial resources.

**IFRS 17** 

 Started January 1, 2023, Saudi Re has adopted IFRS 17 and IFRS 9, as endorsed in Saudi Arabia

#### Effect of Saudi Re

Maintained a well-diversified portfolio with 65% international Business

Challenge to source retro capacity

Opportunity to benefit from price correction

Solvency position remains strong
Assessing venues for strengthening capital for growth support

Change in financial presentation

## **Strategic Direction**





- Supporting the local cession program and capturing up to 30% of total reinsured premiums by insurers in the Kingdom
- Leading and managing local reinsurance pools to manage risks in collaboration with international (re)insurers
- Leveraging its existing international investments to a diversity further geographically and institutionalize knowledge transfer to write local business



Expansion into global market

 International expansion into global markets for business and geographical diversification and for capturing of benefits scale

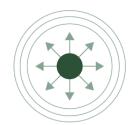
## **Strategic Direction**







Scale, which relates to increasing the economic scale, earnings and capital base, and building resilience to loss events.



**Diversification** 

We aim at diversification, both geographically and also in terms of risk type, in which we endeavor to maintain a well balanced portfolio.



# Technical and operational capabilities

We continually seek to develop our capabilities. These encompass technical capabilities, risk management capabilities, technological and operational capabilities, and human capital.



### Relationships

We value strong relationships, especially with cedants, brokers, partners, and regulators. Our corporate brand is also a strong factor in our relationship building.



# Financial soundness

Financial soundness is also a key facet in the robustness of our business. We need to retain our technical profitability, capital adequacy and ensure favorable returns on investment.

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## P&L IFRS17 & 9



	2023 YTD IFRS 17 & 9	2022 YTD IFRS 17 & 9
(Re)Insurance revenue (A)	286,628	302,474
(Re)Insurance service expenses (B)	(173,543)	(278,893)
Inward insurance Result	113,085	23,582
Net income/expenses from retrocession contracts (C)	(40,496)	(8,977)
Net Insurance service result D=(A+B+C)	72,589	14,605
Net investment income (E)	26,357	(6,944)
Finance income/(expenses) from (re)insurance contracts issued	(57,070)	15,511
Finance income/(expenses) from retrocession contracts	30,391	(509)
Net insurance finance income/(expenses) (F)	(26,680)	15,002
Net insurance and investment result G=(D+E+F)	72,266	22,663
Other Income	36	401
Other finance costs	(792)	(409)
Other operating expense (income)	(16,090)	(7,471)
Share of profit of equity accounted investee	30,616	21,639
Total income for year before zakat & tax	86,036	36,823
Total income attributed to reinsurance operations	(4,107)	(1,934)
Net income for year before zakat & tax attributable to shareholders	81,929	34,889
Zakat & Income tax expense	(10,769)	(6,771)
Net income for the year after zakat & tax attributable to shareholders	71,160	28,118
**Zakat & Income tax expenses reflects the Deferred Acquisition Cost deduction from Zakat Base		
EPS	0.80	0.32
Gross Claims and Exp. Ratio	60.5%	92.2%
RI (income)/Exp. Ratio	14.1%	3.0%
Net Claims and Exp.Ratio (Underwriting Ratio)	74.7%	95.2%
Unattributable G&A Ratio	5.6%	2.5%
Net Combined Ratio	80.3%	97.6%
Finance Expense/(Income) Ratio	9.3%	(5.0%)
Total Combined Ratio	89.6%	92.7%

## Analysis of Net Comprehensive Income



In Thousands, SAR

	2023 YTD IFRS 17 & 9	2022 YTD IFRS 17 & 9
Net Income for the year after Zakat and tax attributable to shareholders	71,160	28,118
Other comprehensive income		
Items that will not be reclassified to income statement subsequently		
Re-measurement of employee' end of service benefit obligations Financial investments at FVOCI – net change in fair value	56	(4,940)
Items that may be classified to income statement subsequently		
Share of foreign currency translation reserve of an equity accounted investee	5,633	(6,338)
	5,690	(11,277)
Total comprehensive income for the year	76,850	16,840

13

# Segmental UW Results for YTD-2023 VS YTD-2022 IFRS 17



In Thousands, SAR

		KSA	ME	Africa	Asia	Other	Total
Reinsurance revenue	Current	106,602	27,342	4,329	79,026	69,328	286,628
Nemsurance revenue	Comparative	116,930	37,593	9,106	82,240	56,604	302,474
Reinsurance service expenses	Current	(57,016)	(20,639)	11,257	(61,854)	(45,291)	(173,543)
Nemsurance service expenses	Comparative	(91,791)	(21,837)	(8,412)	(110,397)	(46,454)	(278,893)
Net income/expenses from retro contracts	Current	(29,058)	316	(1,435)	(10,132)	(187)	(40,496)
	Comparative	(9,235)	4,469	(1,128)	(4,240)	1,157	(8,977)
Reinsurance services results	Current	20,529	7,019	14,152	7,040	23,849	72,589
	Comparative	15,904	20,225	(434)	(32,398)	11,307	14,605

In Thousands, SAR

		Engineering	Fire	Marine	Motor	GA	Protection	Health	Specialty	IDI	Others	Total
Reinsurance revenue	Current	18,338	72,069	16,442	16,178	20,538	(835)	11,099	68,484	26,832	37,482	286,628
Reliisurance revenue	Comparative	22,787	72,494	10,613	21,033	19,073	6,567	54,547	55,006	352	40,002	302,474
Reinsurance service expenses	Current	2,236	(74,158)	(5,652)	(7,686)	(8,873)	(2,509)	(11,286)	(45,025)	(5,227)	(15,363)	(173,543)
	Comparative	(5,207)	(112,002)	14,009	(20,449)	(19,643)	(11,526)	(45,745)	(46,106)	(314)	(31,909)	(278,893)
Net income/expenses from retro contracts	Current	(13,830)	9,692	(1,702)	26	(2,843)	(160)	0	0	(17,452)	(14,228)	(40,496)
	Comparative	(9,453)	31,849	(24,800)	46	3,321	(390)	0	0	(395)	(9,155)	(8,977)
Reinsurance services results	Current	6,744	7,604	9,088	8,519	8,822	(3,504)	(186)	23,459	4,153	7,891	72,589
	Comparative	8,127	(7,659)	(178)	630	2,751	(5,349)	8,802	8,900	(357)	(1,062)	14,605

## Comparison between IFRS 17 & 4 Shareholders' Equity



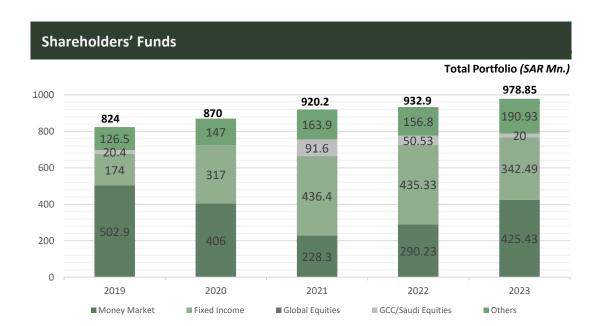
#### In Thousands, SAR

Shareholders' Equity	30 June 2023 (Unaudited)	31 December 2022 (Unaudited) Restated*	31 December 2022 IFRS 4
Share capital	891,000	891,000	891,000
Statutory reserve	43,045	43,045	43,045
Retained earnings	166,196	100,725	68,678
Other reserves	(5,987)	(11,677)	(2,707)
Total Shareholders' Equity	1,094,254	1,017,404	1,000,016

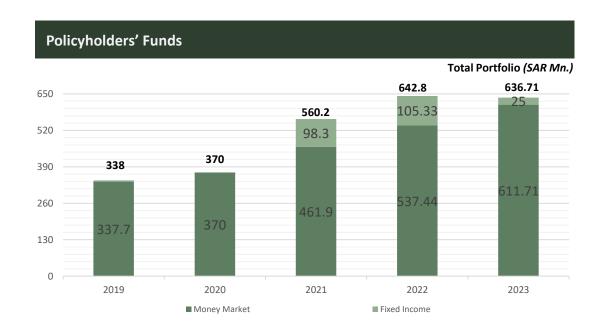
## Investments 1H 2023

### Composition Comparison and Performance Breakdown





Return 2023	YTD	YTD
Return 2023	SAR (000')	%
Probitas	36,250	22.39
RE	(713)	(7.60)
Saudi Equity	1,116	7.22
Global FI	332	0.55
Fixed Income	8,202	2.38
Money Market	7,952	2.17
Total	53,138	5.57



Return 2023	YTD SAR (000')	YTD %
Fixed Income	910	3.64
Global FI	34	0.21
Money Market	12,110	1.04
Total	13,055	2.09

# Investments 1H 2023 Composition Comparison and Performance Breakdown

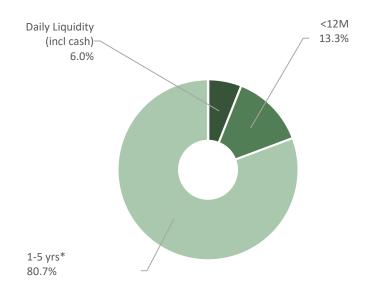




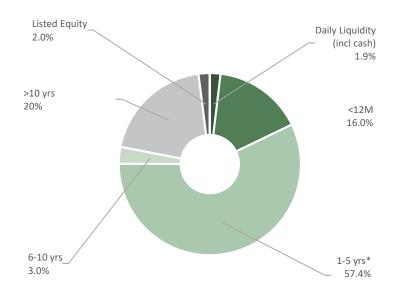
## Investment Maturity Profile 1H 2023



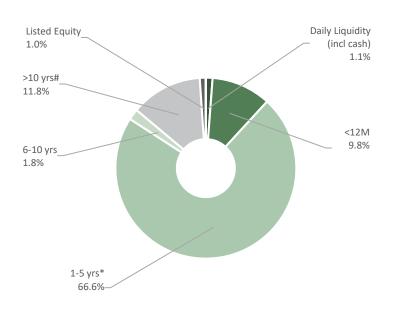
### **Policyholders' Investments**



### **Shareholders' Investments**



### **Total Investments**



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# Stronger Capital Base and Profitability even with new IFRS implementation





<sup>\*\*</sup> Calculated as per IFRS17 Total Shareholder Equity

### Financial Strength Rating

Reflecting Competitive Advantages and Solid Financial Position





### A- Stable

S&P noted that Saudi Re has continued to strengthen its **competitive position via** profitable business growth and diversification in recent years, thanks to local and international expansion. At the same time, Saudi Re's exposure to catastrophe and other large risks is relatively modest and the Company maintains capital adequacy above the 'AAA' level in S&P's model.

As per S&P, the stable outlook reflects that Saudi Re will maintain excellent capital adequacy and continue to profitably expand and diversify its business over the next two years.

Furthermore, S&P views the governance practices at Saudi Re as effective and appropriate, and also regards the consistency in strategy and management's expertise and experience as a benefit to the Company.

### A3 Stable



The A3 IFSR of Saudi Re reflects its:

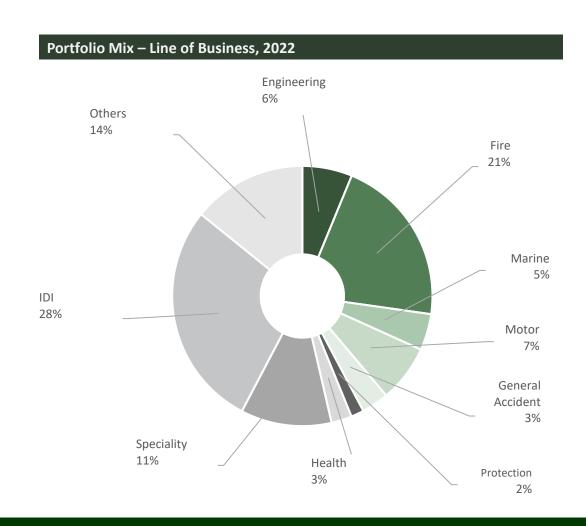
- (i) Strong brand and market position in Saudi Arabia as the sole Saudi professional reinsurer as well as a growing presence in its target markets of Asia, Africa and Lloyd's,
- (ii) Preferential position in Saudi market due to a right of first refusal on a portion of premiums ceded by primary carriers in the Saudi market,
- (iii) Strong asset quality exemplified by its conservative investment portfolio,
- (iv) Good capital adequacy, both in terms of capital levels, with gross underwriting leverage (GUL) of 2.1x and relatively modest exposure to natural catastrophe risk, and
- (v) Strong financial flexibility with nonexistent leverage and good access to capital markets in Saudi Arabia given its listing on the Saudi stock exchange, and broad investor base.

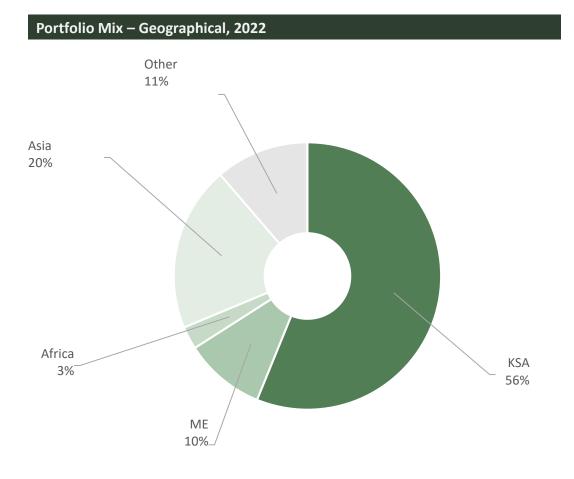
<sup>\*</sup> S&P report on Saudi Re dated 16th December 2022 > link to the Announcement

Moody's report on Saudi Re dated 19 June 2022 > Link to the Announcement

# Diversification Underwriting Portfolio Overview Diversified Growth





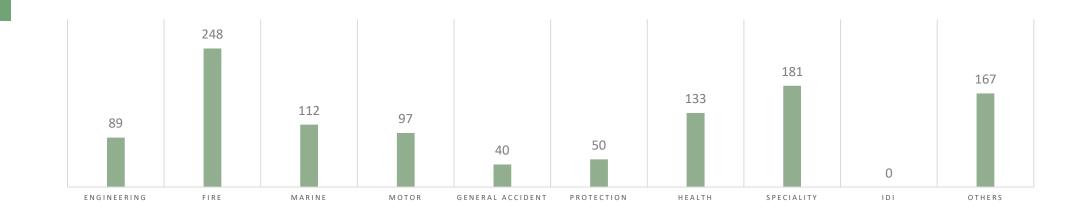


### Portfolio Mix – Line of Business



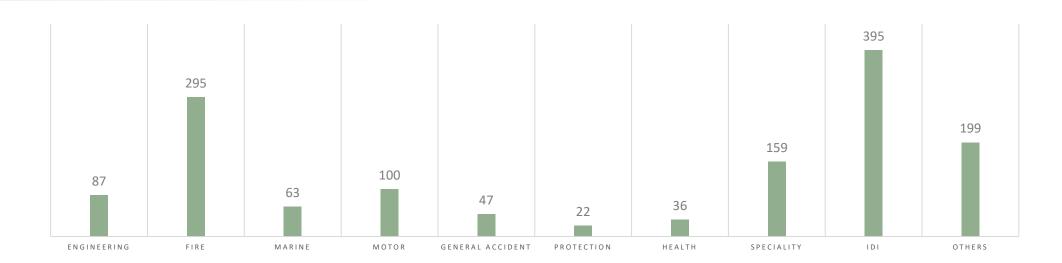


SAR M



FY 2022

SAR M

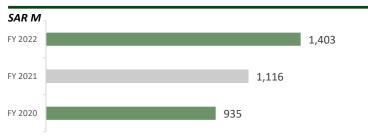


## Financial YOY Comparison

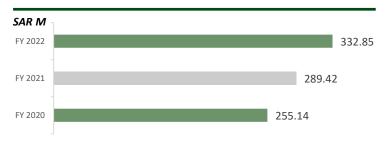
Sustainable profitability



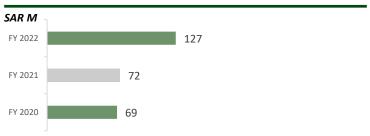




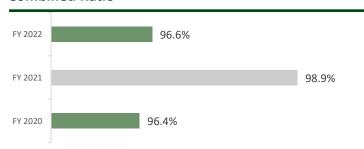
## Contribution (Net Earned Premium – Net Claims Incurred)



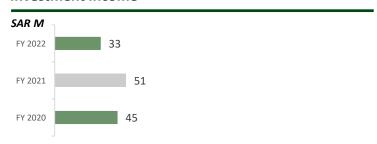
### **Net Underwriting Income**



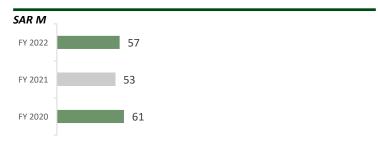
### **Combined Ratio**



### **Investment Income**

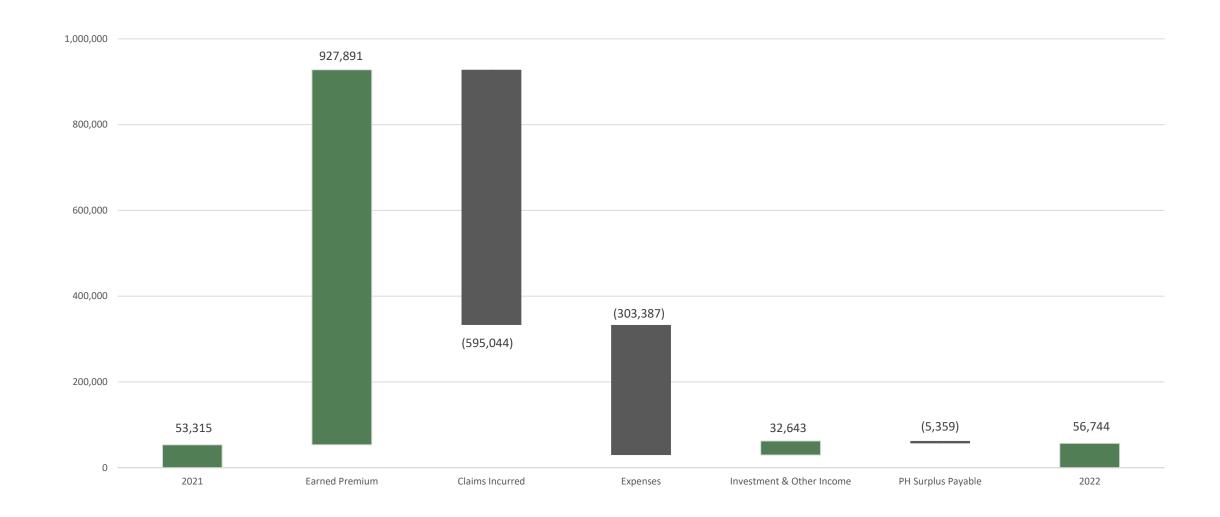


### **EBT**



## Analysis of Net Comprehensive Income





# **Profile**





### Saudi Re Profile



















# Board of Directors Rich & Diversified Experiences





Abdullatif Al-Fouzan
Chairman Of The Board

- COO of AlFozan Holding
- Board and committee member in a number of reputable entities among which AlFozan Holding Company, United Homeware Company, Al Oula real state Company, Alpha Capital, etc.



Turki Al-Sudairy
Vice Chairman Of The Board

- CEO of Abdul Latif Jameel Insurance Brokers
- Formerly, CEO of StarCare Insurance Brokerage
- Served as Deputy Chairman of the General Committee of Insurance and Reinsurance Brokers, member of the Health Insurance Standing Committee of the CCHI



Fahad Al-Hesni Managing Director / CEO

- 25+ years of insurance experience across underwriting, claims, and reinsurance
- · Member of Executive Committee
- BoD member Probitas Holding Bermuda



Ahmed M. Sabbagh
Member of the Board

- 40+ years in KSA insurance sector
- Former Founder and General Manager, Islamic Insurance Company of Jordan, and served as President od the International Federation of Takaful Insurance Companies and a BoD member in The Tunisian Takaful Co and Aman Takaful Co (Lebanon)

# Board of Directors Rich & Diversified Experiences





Abdulrahman Al-Jalal Member of the Board

- CEO Of Dhahran International Exhibitions
- Board member in a Retal Urban Development Co



Kubra Ghulam Radhi Member of the Board

- Board Member In Procco Financial Services (Bahrain)
- Board Member At Tasheel Finance (KSA)
- Partner at Milestone Accounting and Consulting



Abdulaziz Al-Shiekh Member of the Board

- Board Member at Spectro Pharmaceutical Co
- CEO at Spectrum Pharmaceutical Co
- GM at Atyaf Medical Co



Mosa bin Akresh Member of the Board

 Business Development Manager at Abdulaziz Bin Akresh Co.

# Board of Directors Rich & Diversified Experiences





Waleed Al-Monie
Member of the Board

- EPMO Director at KAFD
- Board Member at Middle East Paper Company MEPCO



Eng. Hussam Al-Suwailem
Member of the Board

- 10+ years of the banking and asset management
- International investments analyst covering M&A, venture investments and infrastructure project. SALIC (PIF Subsidiary).
- Credit Portfolio Manager. SAMBA Financial Group, National Commercial Bank, Riyadh Bank



Abdulaziz Al-Bassam Member of the Board

- CEO of Al Jumaih Holdings
- Board member at Arab Capital & at Awal Capital

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Reflecting Competitive Advantages and Solid Financial Position





### A- Stable

S&P noted that Saudi Re has continued to strengthen its **competitive position via** profitable business growth and diversification in recent years, thanks to local and international expansion. At the same time, Saudi Re's exposure to catastrophe and other large risks is relatively modest and the Company maintains capital adequacy above the 'AAA' level in S&P's model.

As per S&P, the stable outlook reflects that Saudi Re will maintain excellent capital adequacy and continue to profitably expand and diversify its business over the next two years.

Furthermore, S&P views the governance practices at Saudi Re as effective and appropriate, and also regards the consistency in strategy and management's expertise and experience as a benefit to the Company.

### A3 Stable



The A3 IFSR of Saudi Re reflects its:

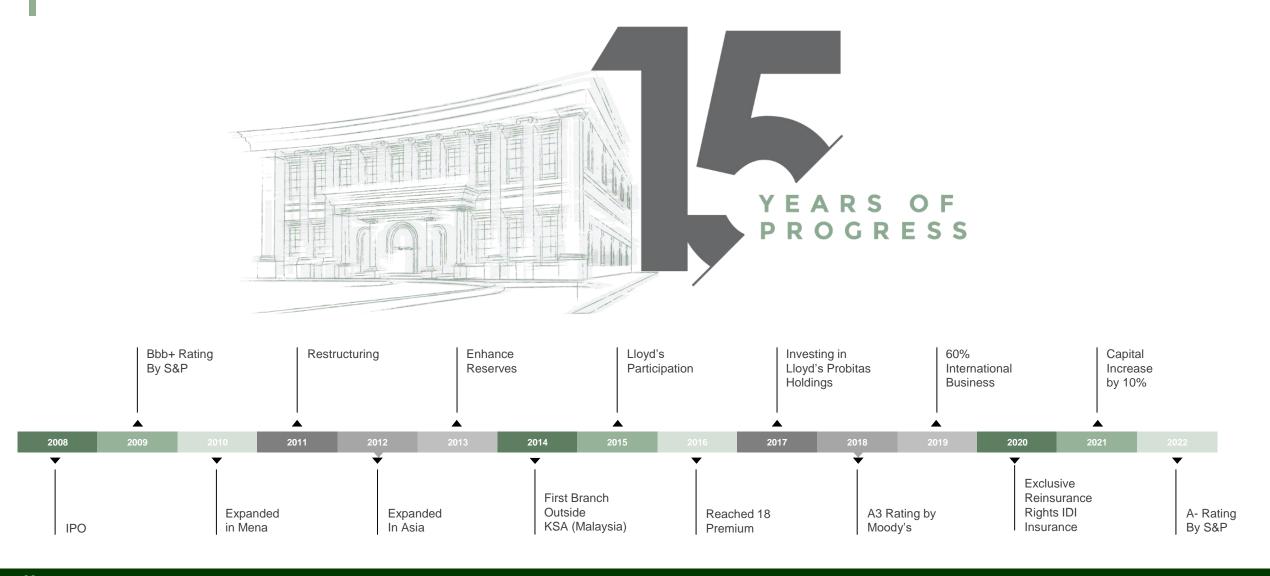
- (i) Strong brand and market position in Saudi Arabia as the sole Saudi professional reinsurer as well as a growing presence in its target markets of Asia, Africa and Lloyd's,
- (ii) Preferential position in Saudi market due to a right of first refusal on a portion of premiums ceded by primary carriers in the Saudi market,
- (iii) Strong asset quality exemplified by its conservative investment portfolio,
- (iv) Good capital adequacy, both in terms of capital levels, with gross underwriting leverage (GUL) of 2.1x and relatively modest exposure to natural catastrophe risk, and
- (v) Strong financial flexibility with nonexistent leverage and good access to capital markets in Saudi Arabia given its listing on the Saudi stock exchange, and broad investor base.

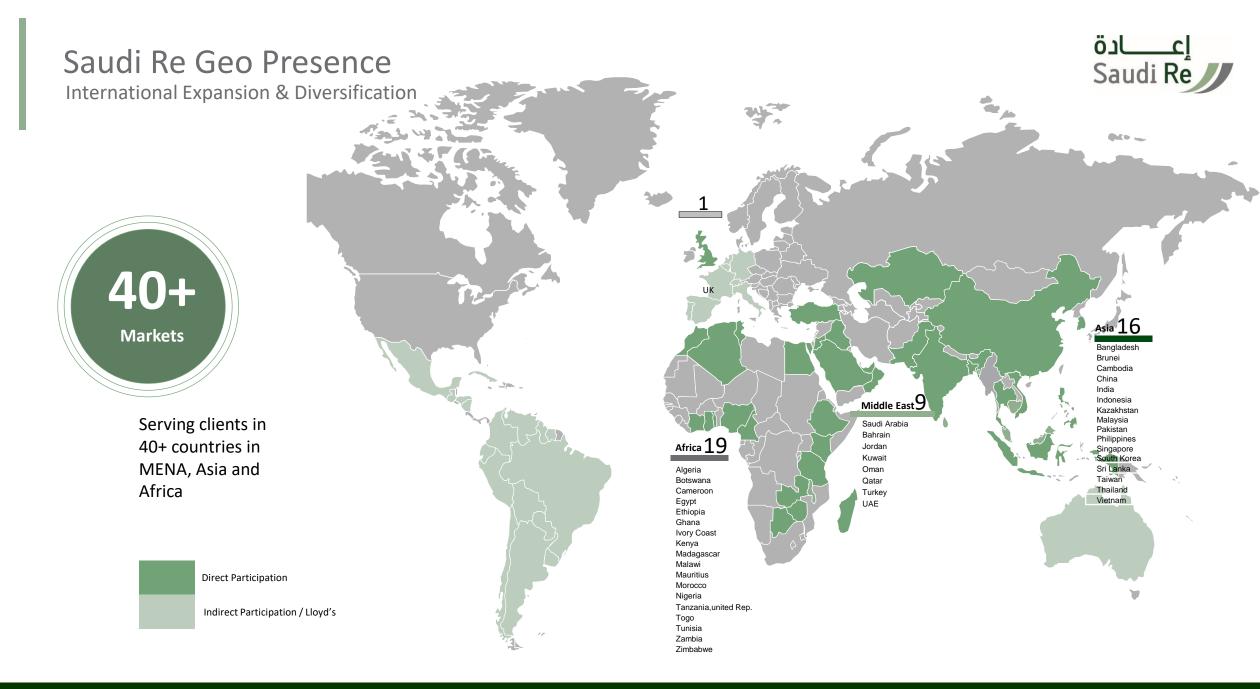
<sup>\*</sup> S&P report on Saudi Re dated 16th December 2022 > link to the Announcement

Moody's report on Saudi Re dated 19 June 2022 > Link to the Announcement

## Saudi Re 15 Years Of Progress







## Shariyah Compliant

Shariyah Review Bureau

Certificate No:SRF-1567-01-01-04-20-02 The authenticity of this certificate may be verified at http://Shariyah.com/track-certificates/





### SHARI'A CERTIFICATE

شهادة اعتماد شرعي

This certificate endorses the mentioned product componenets only.

Proper implementaion thereof is the sole responsibility of the end-user.

Attention is drawn to the limitations. indemnifications and jurisdictional issues established in the Disclaimer at the back of this Certificate.

Any unauthorized alteration, forgery or the falsification of the content or the appearance of this Certificate is considered unlawful and offenders may be persecuted to the fullest extent of the law.

الحمداله رب العالمين و الصلاة و السلام على سيدنا محمد و على آله و صحبه أجمعين، و بعد

Reinsurance Company "Company."

تمت عملية مراجعة أنشطة الشركة وعملياتها من أجل الحصول على جميع المعلومات The Company's activities and operations were reviewed in order to obtain all والتفسيرات التي اعتبرناها ضروريَّة لتزويدنا باذلة تكفي لإعطاء تأكيد معقول بأن information and explanations that we considered necessary to provide us with sufficient evidence to ensure the Company did not breach the SSC auidelines.

Based on our review and taking into consideration, the recommendations set out by the SSC in the Main Shari'a certificate ("Main Certificate") holding reference code: SRE-1567-01-01-04-20, it is our opinion that the reviewed transactions and business activities are in compliance with the Shari'a rules. principles, and guidelines. This Shari'a Certificate should be read in conjunction with the information entailed in the Main certificate Further, this Certificate is constituted as an integral part of the Shari'a Certificate.

a Shari'a perspective on behalf of the SSC. It will also engage in the مُمليات ٱلشَّركةُ مَنَ الناحية الشَّرعية، بالإضافة إلى التَدَقِيقَ الشَّرعي من أجل تقبيم Shari'a Audit to investigate and evaluate the extent of the Company's adherence with directed Shari'a policies and report any defective processes

This Certificate's legitimacy does not constitute 'lifetime validation' and remains valid subject to satisfactory periodical Shari'a Audits and the issuance of a Shari'a compliance report every year. SRB's approval entailed in this Certificate will automatically end should such Shari'a compliance report cease to be issued.

\*The main certificate can be viewed by visiting the website below and entering the main certificate code number in the search engine https://sharivah.com/track-certificates/

Allah is the Guide to Success Shariyah Review Bureau 20st August 2023

هذه الشهادة تشكل إعلانا من قبل لجنة الرقابة الشرعية ("اللجنة") للشركة السعودية "This certificate constitutes as a Pronouncement by The Shari'a Supervisory لإعادة التأمين التعاوني "الشركة". [Committee (SSC) in its capacity as the SSC of Saudi Cooperative

بناء على عملية المراجعة المنفذة وبعد الأخذ بالاعتبار جميع الملاحظات والتوصيات التي أقرتها اللَّجنة في شهادة الاعتماد الشرعي الأساسية ("الشهادة الأساسية") والتي تحمَّل الرَّقْم التَسلسلَّي: 20-40-01-76-158\$، فإن الموشرات الناتجة عنَّ ا هذه المراجعة تبين أن عمليات وأنشطة الشركة تمارس وفقاً للضوابط والمعايير أقرتها اللَّجنة للشركة، تجدر الإشَّارة إلى أنَّ هذه الشهادة هي جزء للَّا يتجزَّء من الشهادة الأساسية حيث يجب أن تقرأ معها بما تتضمنه من المعلومات

مسوف تتولى دار المراجعة الشرعية بالنيابة عن اللجنة مسؤولية الرقابة والمراجعة على SRB will lead the supervision and monitoring of the company's transactions النَّز أم الشركة مع السياسات والإجراءات الشرعية والمبادئ التوجيهية والإبلاغ عن أي

> لا تعد صلاحية هذه الشهادة دائمة مدى الحياة، وبقاء صلاحيتها مشروط بإجراء عملية التدقيق الشرعي الدوري وإصدار تقرير سنوي بنتائج تلك العملية، وتُعد النُّسُهَادة منتهيَّة الصلاحية في حال عدم صدور هذا التقرير

\*يمكن الاطلاع على الشهادة الرنيسية عبر زيارة الموقع أدناه وإدخل رقم الاعتماد الشرعي للشهادة الرَّ نَوْسَيَة في محَّرِكَ الْبحث /https://shariyah.com/track-certificates

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Tel+97144096974 P.O.Box 124342, Dubai - UNITED ARAB EMIRATES -

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فضيلة الشيخ درمحمد على القرى Shaikh D. Muhammad Ali Elgari

Shaikh D. Salah Fahad Al Shalhoob

SHARIA ADVISOR LICENSED B THE CENTRAL BANK OF BAHRAT

www.shariyah.com

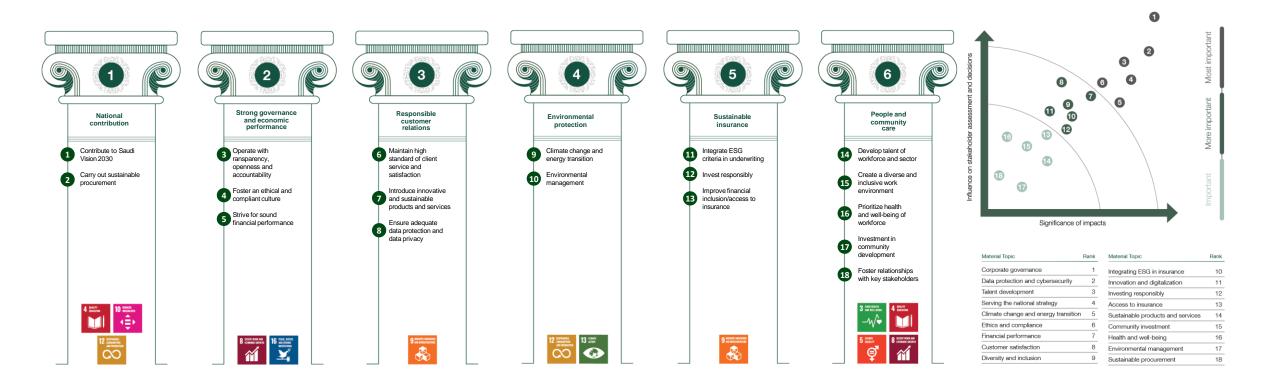
Certificate # SRE-1567-01-01-04-20-02

## Sustainability Framework



 Saudi Re sustainability framework has been developed in line with national and international strategic visions and objectives such as the Kingdom of Saudi Arabia Vision 2030, the National Sustainability Standards, the GRI Standards, and the United Nations Sustainable Development Goals (UNSDGs).

The framework builds on six pillars: national contribution, strong governance and economic performance, responsible customer relations, environmental protection, sustainable insurance, and community care.



35

## Saudi Re's Sustainability Report and ESG Scoring

Company	Sector	Rank FY2020	Rank FY2019	Trend
Almarai Company	Food and Beverages	1	1	$\leftrightarrow$
Saudi Telecom Co.	Telecommunication	2	4	<b>↑</b>
Saudi Basic Industries Corp	Chemicals	3	2	<b>V</b>
Saudi Electricity Company	Utilities	4	8	<b>↑</b>
BAHRI	Energy	5	16	<b>↑</b>
The Saudi Investment Bank	Banks	6	3	<b>\</b>
Sahara Inter Petrochemical	Chemicals	6	NA	NA
National Industrialization Co.	Chemicals	7	6	<b>\</b>
Jarir Marketing Co	Retail	8	9	<b>↑</b>
Middle East Paper Company	Containers & Packaging	9	21	<b>↑</b>
Saudi Arabian Oil Co.	Energy	9	14	1
Mobile Telecommunications Company Saudi Arabia (Zain KSA)	Telecommunication	11	7	<b>V</b>
Al Rajhi Bank	Banks	12	11	<b>\</b>
Etihad Etisalat Co. (Mobily)	Telecommunication	13	34	<b>↑</b>
The Saudi National Bank	Banks	14	28	<b>↑</b>
Saudi Industrial Services Co.	Industrial Conglomerates	15	89	<b>1</b>
Saudi Arabian Mining Company (Ma'aden)	Metals and Mining	16	10	<b>V</b>
Saudi Reinsurance Company " Saudi Re "	Insurance	16	112	<b>↑</b>
Saudi Airlines Catering Company	Business Support Services	18	13	<b>V</b>
Bank Albilad	Banks	19	15	<b>\</b>
Saudia Dairy & Foodstuff Co.	Food and Beverages	19	48	<b>↑</b>
Savola Group	Food and Beverages	21	26	<b>↑</b>
Rabigh Refining and Petrochemical Co.	Energy	22	12	<b>\</b>









## Market Recognition







## **Thank You!**

**Investor Relations Department:** 

### **Ahmad Daham Al-Daham**

Assistant Manager - Investor Relations & Sustainability

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Saudi Re Annual Report 2022







