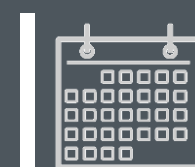


# **TAWUNIYA'S**

## **Q2 2021**

### **EARNINGS CALL**



**August 30<sup>th</sup>, 2021**



**4:00 PM – 5:30 PM (KSA time)**



**90 Minutes**



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# KSA INSURANCE INDUSTRY





# MARKET UPDATE



## Medical

- CCHI is considering to expand the table of benefits to include preventive and interventional tests and services, focused on wellness and health awareness
- Saudi cabinet approves the inclusion of adopted orphans within family medical coverage; no significant impact expected
- Article-11 impact is expected to be minimal in 2021
- CCHI studying the feasibility of insurance companies owning primary care centers

## Motor

- Impact of 2-month extension imposed last year ended in July 2021
- Motor market highly price sensitive
- Penetration still low due to weak enforcement

## P&C

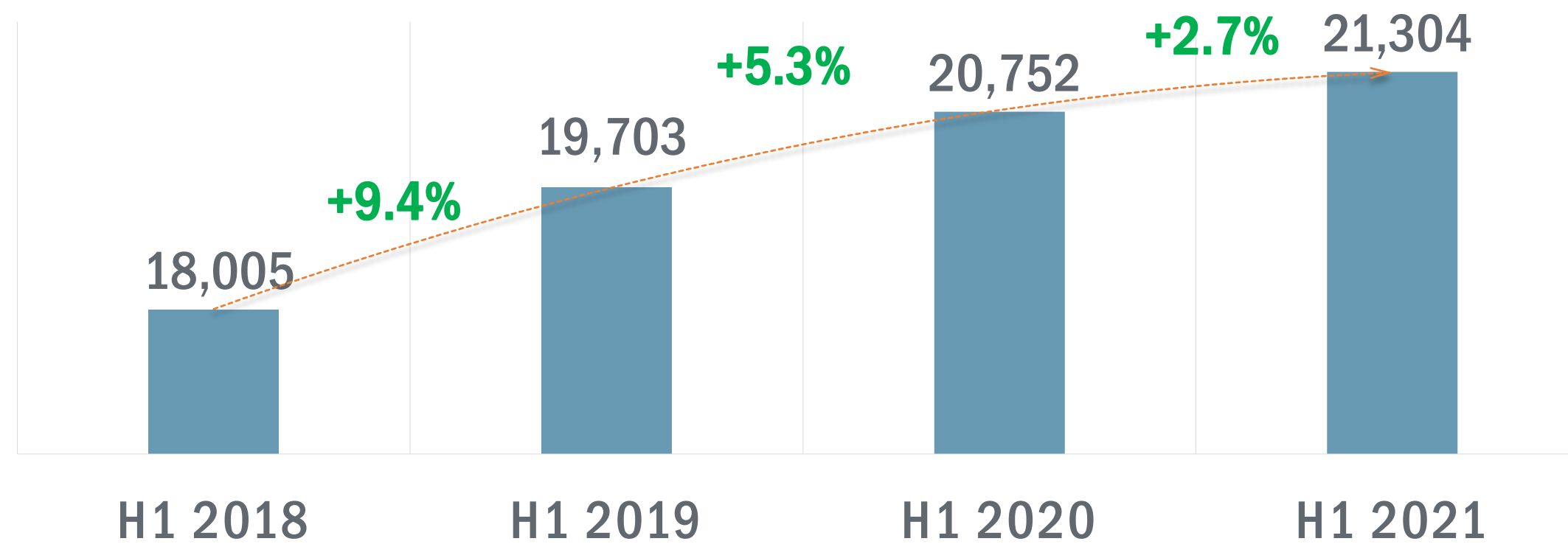
- Opening of Umrah commenced for domestic residents on July 25<sup>th</sup>, and for international pilgrims on August 10<sup>th</sup>
- Domestic workers insurance expected to commence implementation on January 2022; annual new laborers into KSA ~400k; no. of existing laborers in KSA 4-5mn

# KSA Insurance Industry

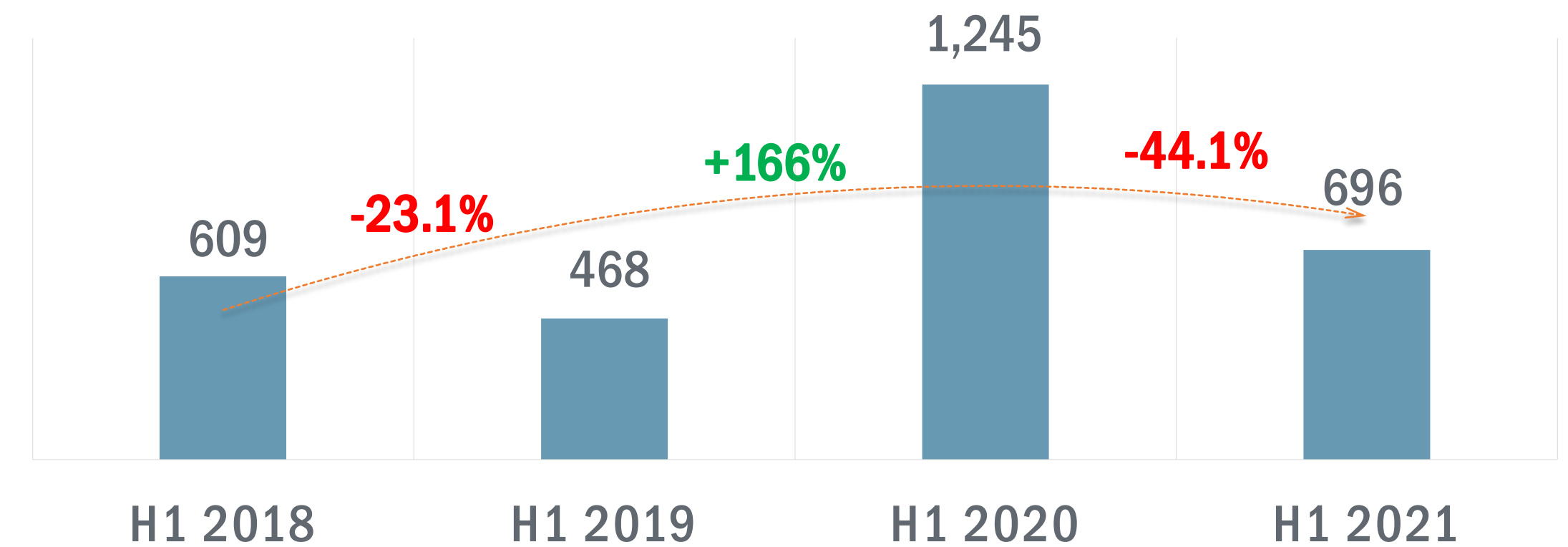
## Overall view of market results (SR millions)



Gross Written Premium

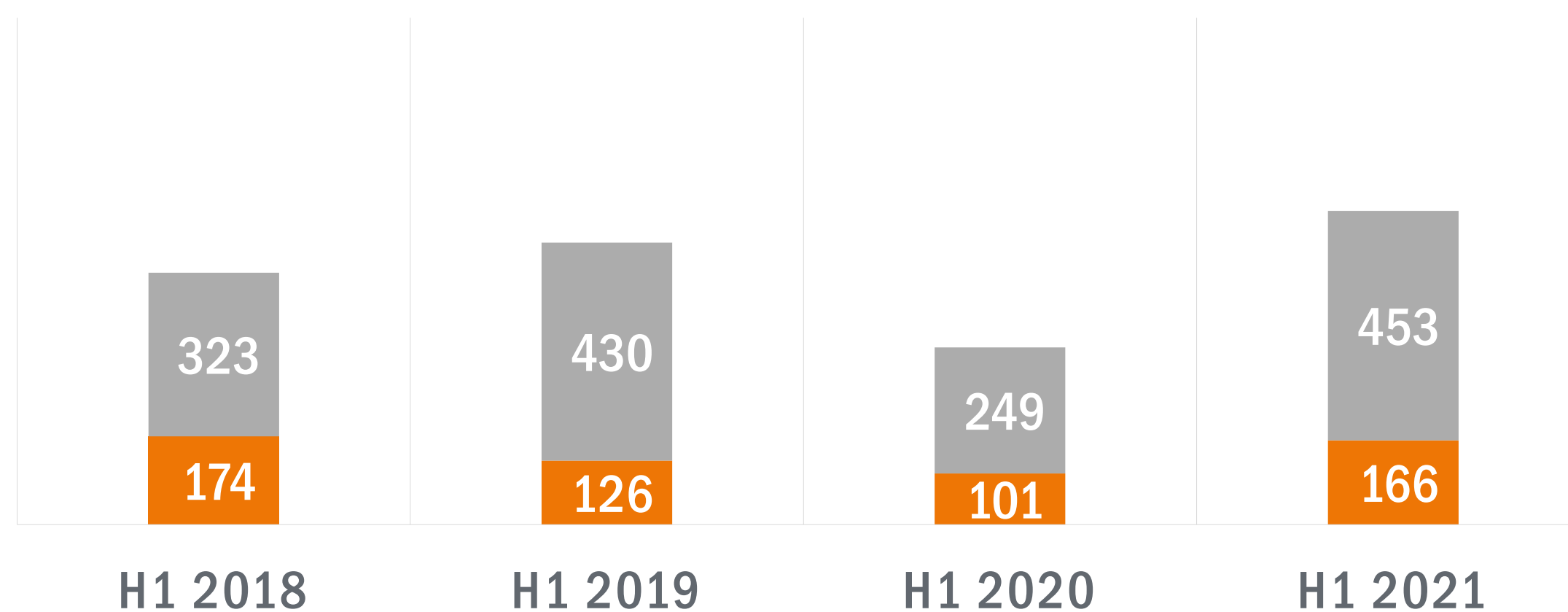


Net Income

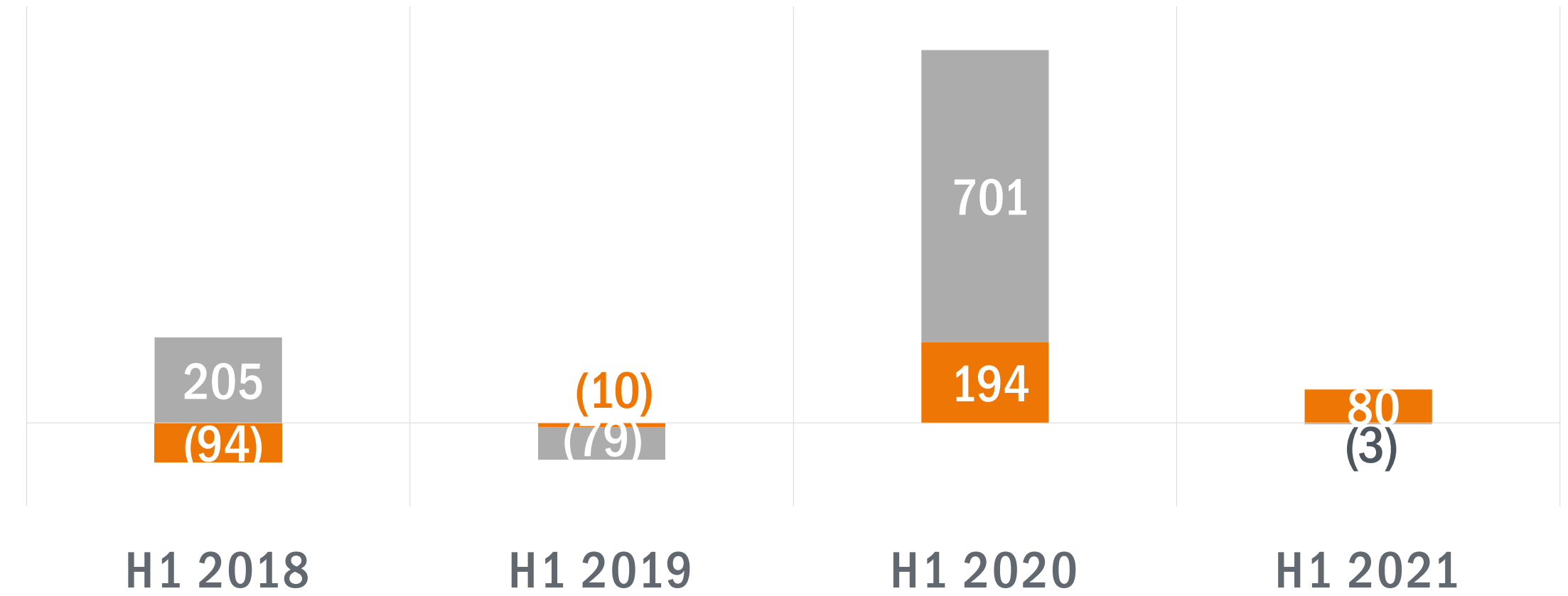


Investment Income

■ Market ■ Tawuniya



Non-investment Income



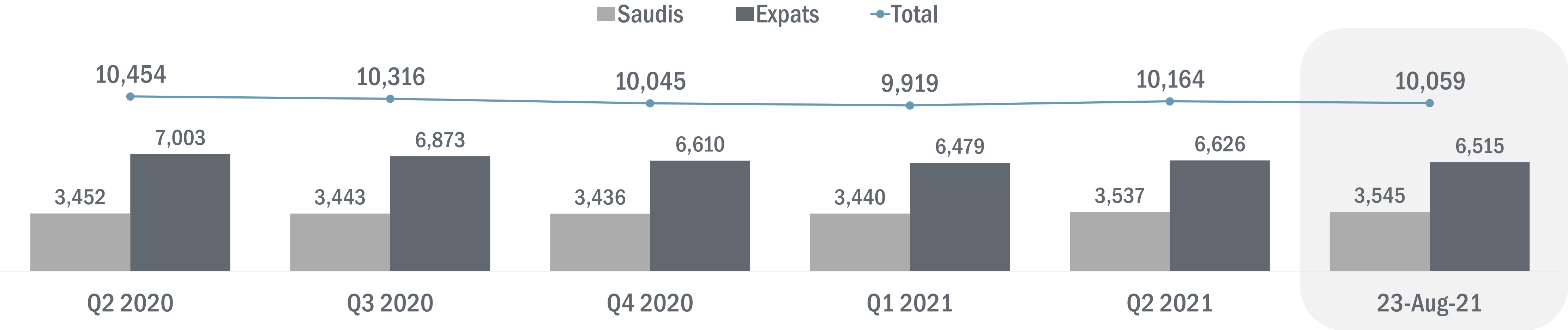
- All figures are in SR millions.
- All figures exclude Saudi-Re and Wafa.
- Saqr and Amana did not publish their financial announcements, their results were estimated based on Q2 2020 performance.

# KSA Insurance Industry

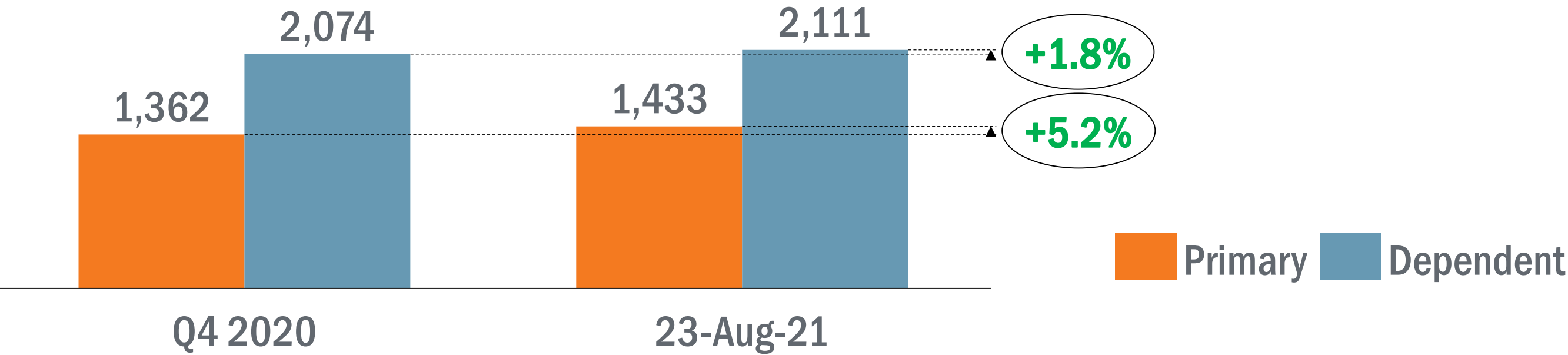
## Medical - Insured Lives ('000)



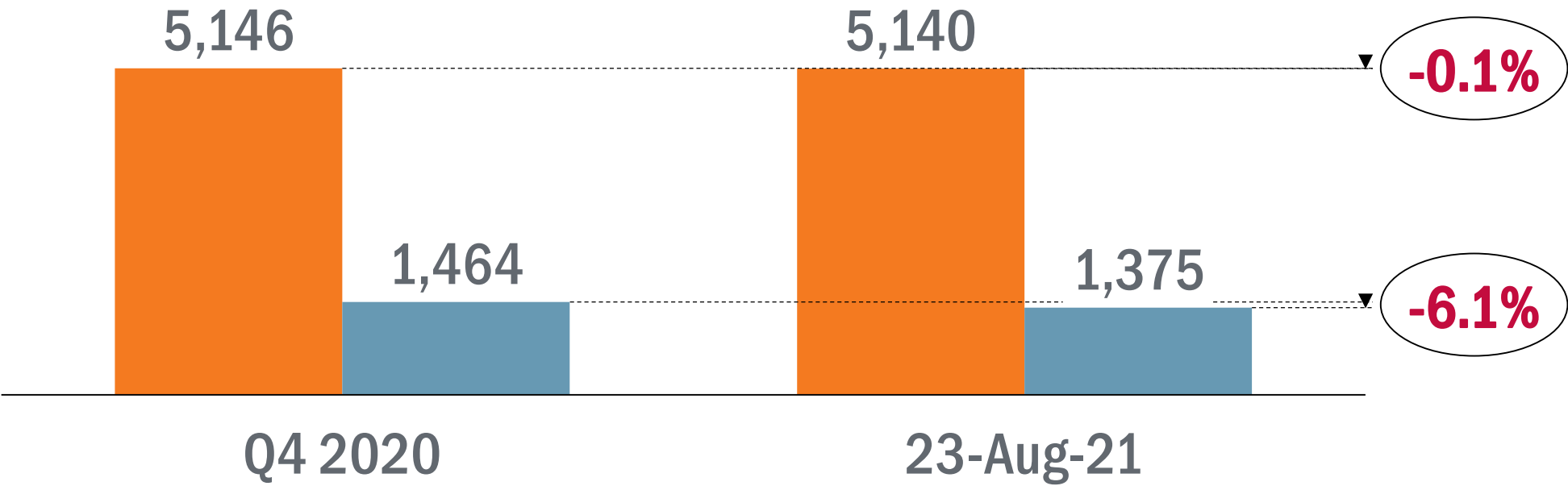
Insured Lives Trend



Insured Lives - Saudis



Insured Lives - Expats





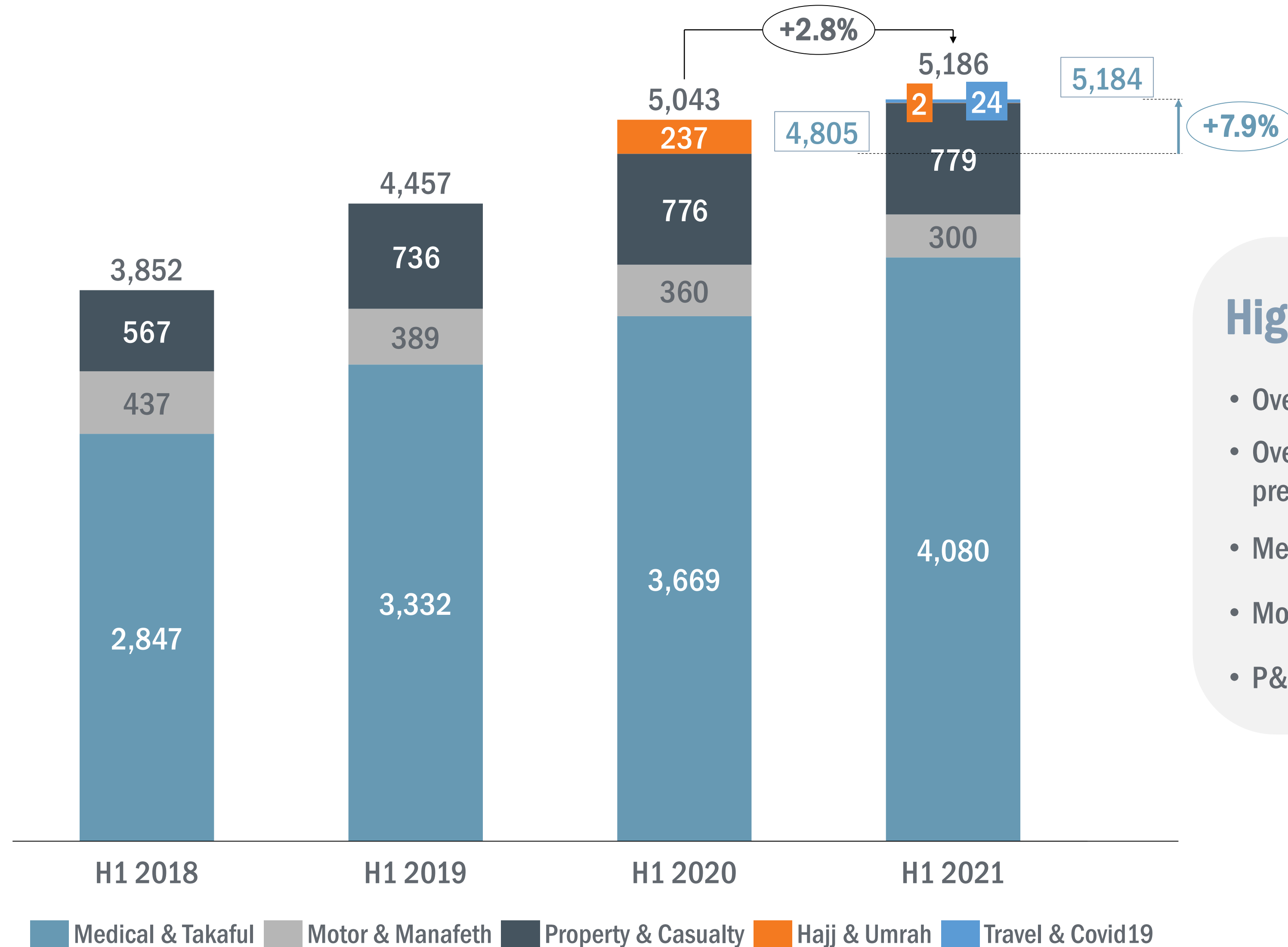
# TAWUNIYA PERFORMANCE





# Tawuniya Performance

## Gross Written Premium

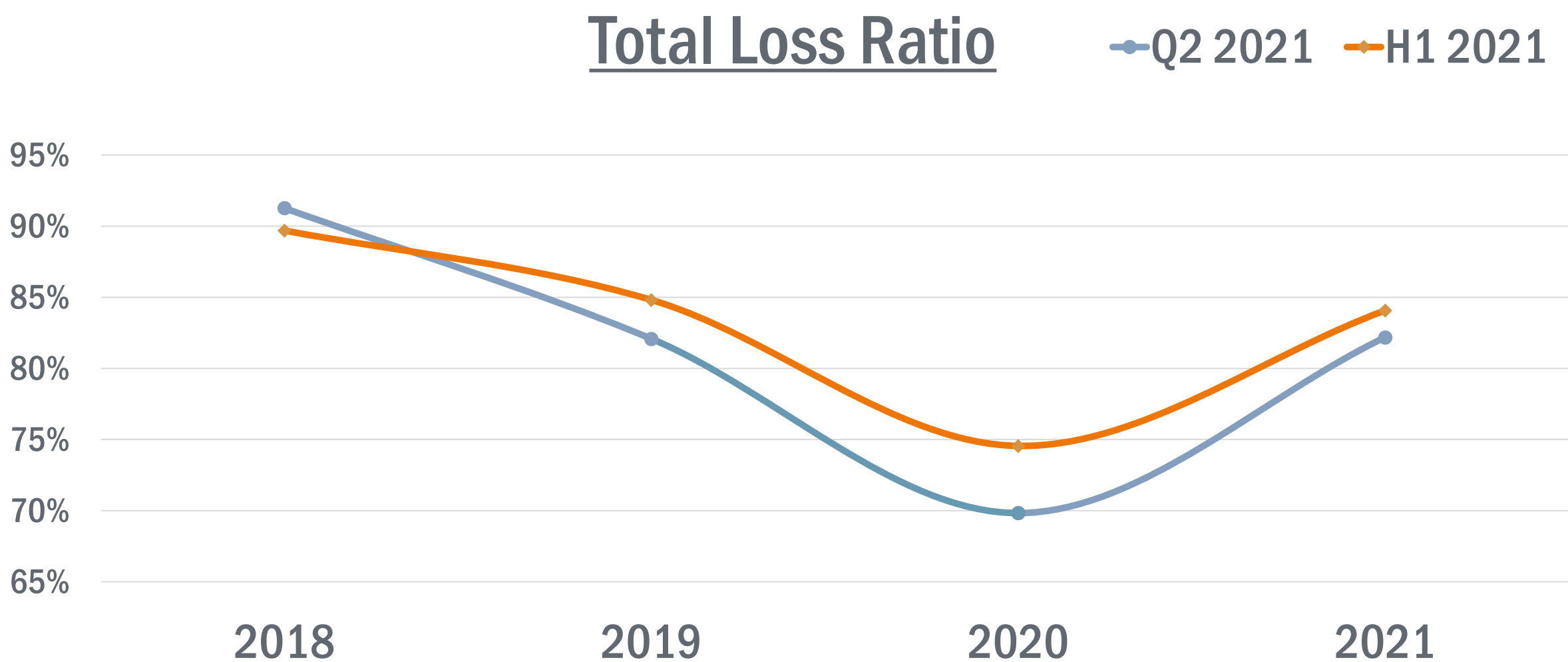


### Highlights

- Overall GWP up ~3% from 2020 (driven by Medical & P&C)
- Overall GWP growth would be ~8% if we exclude Hajj/Umrah premiums
- Medical GWP showing steady growth up 11% (renewal business)
- Motor down 17% including Manafeth (without it the decline is 7%)
- P&C witnessed marginal growth despite Umrah closure

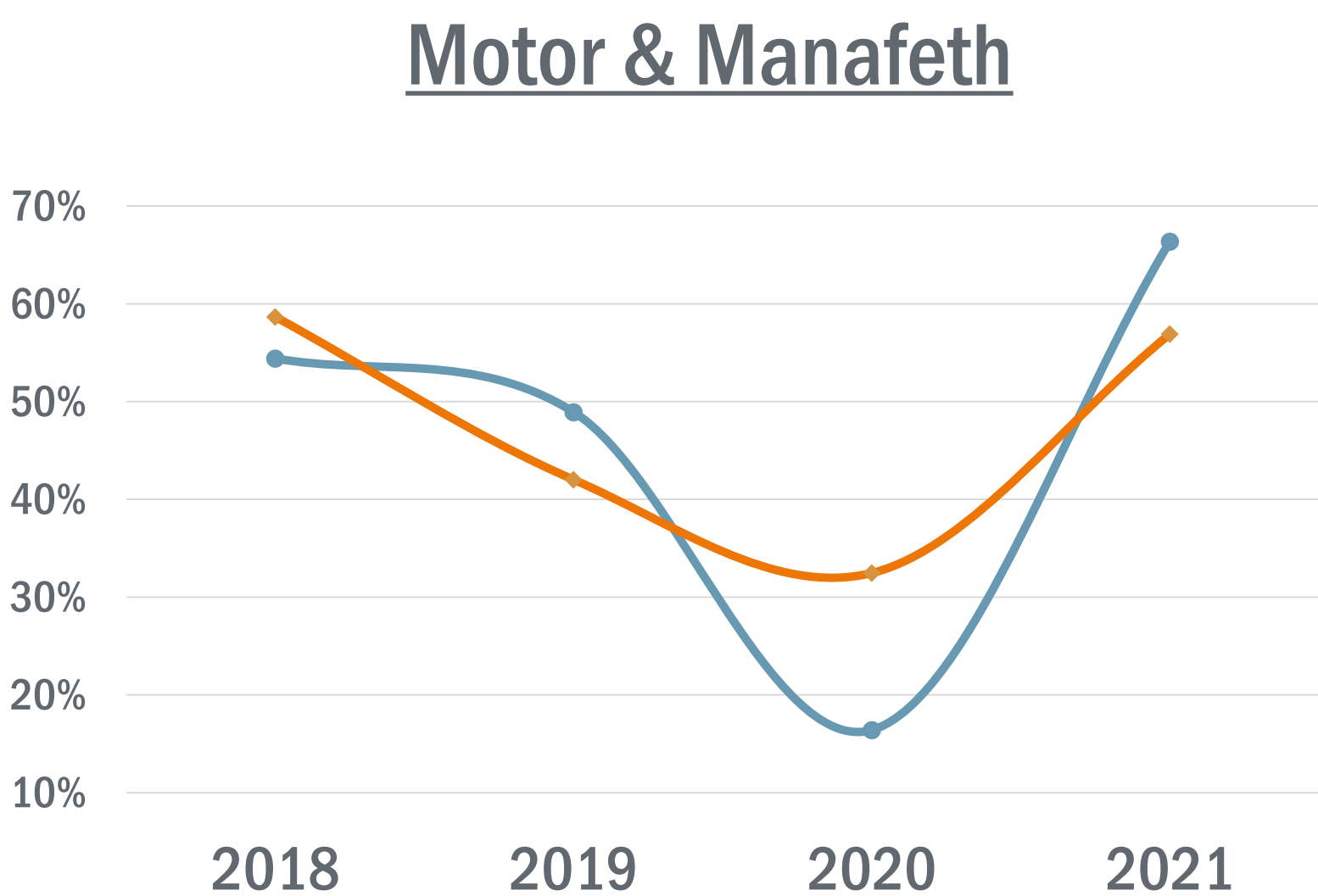
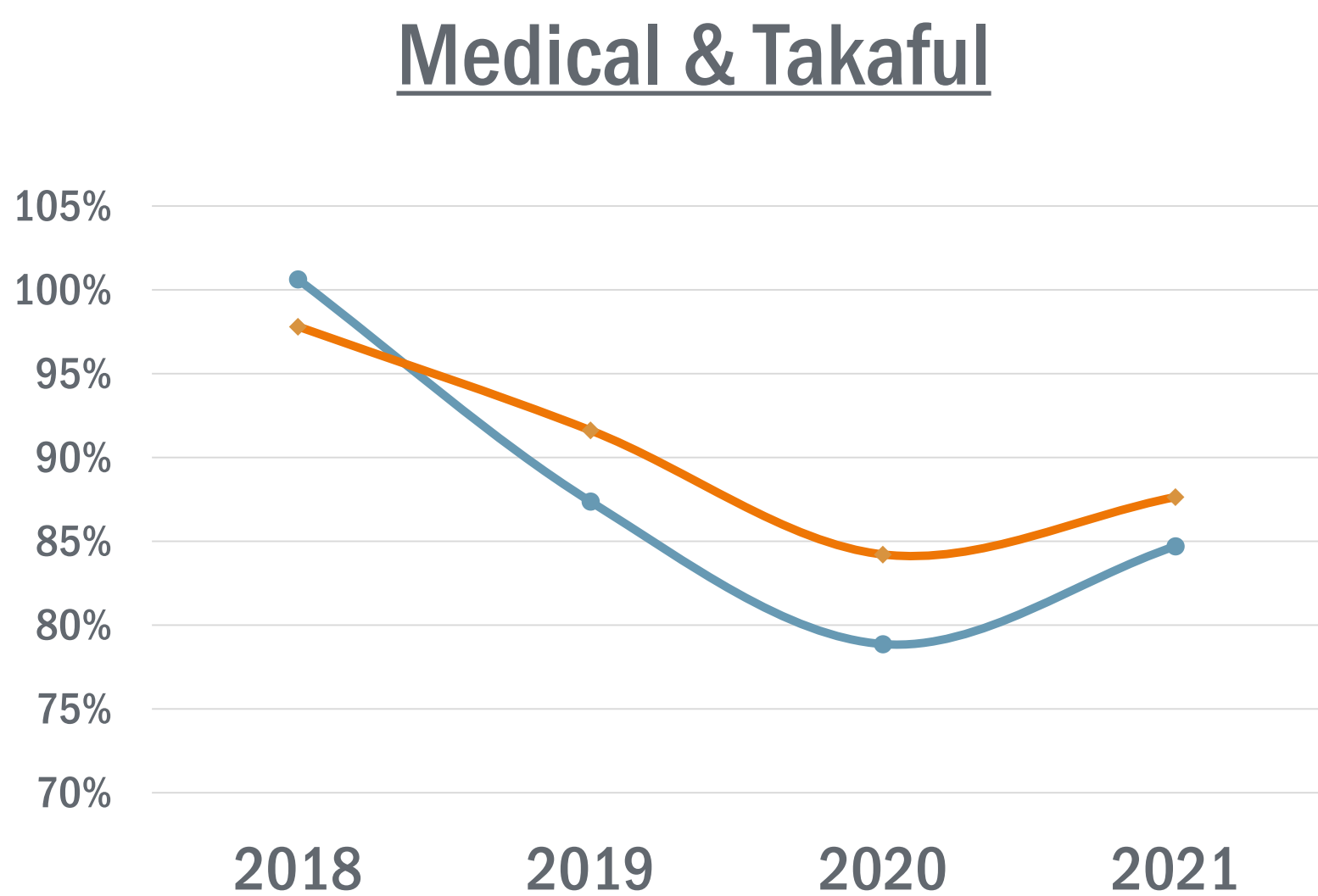


# Tawuniya Performance



## Highlights

- Total LR up from 2020 (higher claims post Covid lockdown)
- Medical LR lower compared to previous years (Pre-Covid)
- Motor LR up (motor market declined i.e. price pressure; higher claims compared to 2020)
- P&C LR in normal level



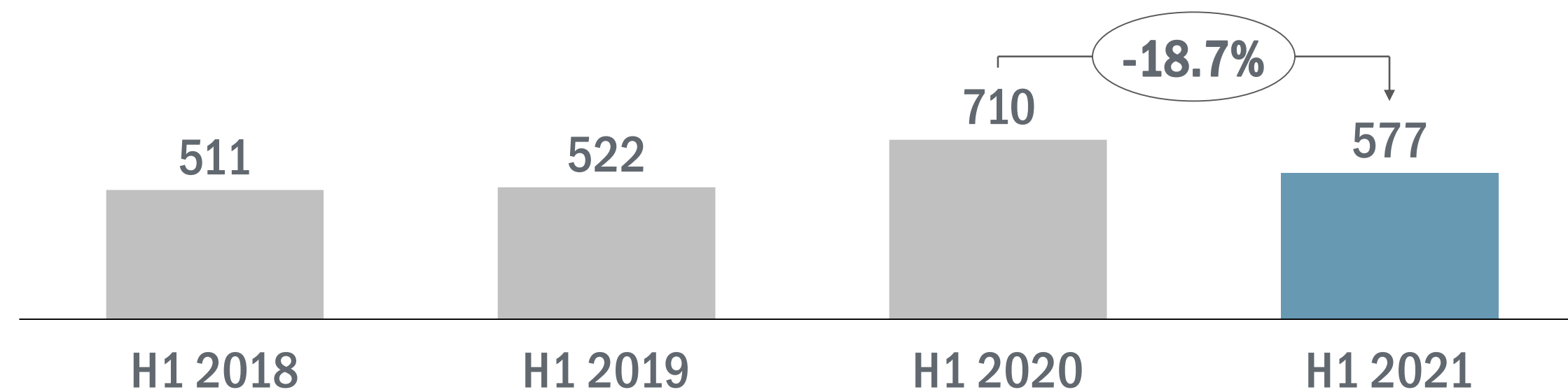


# Tawuniya Performance



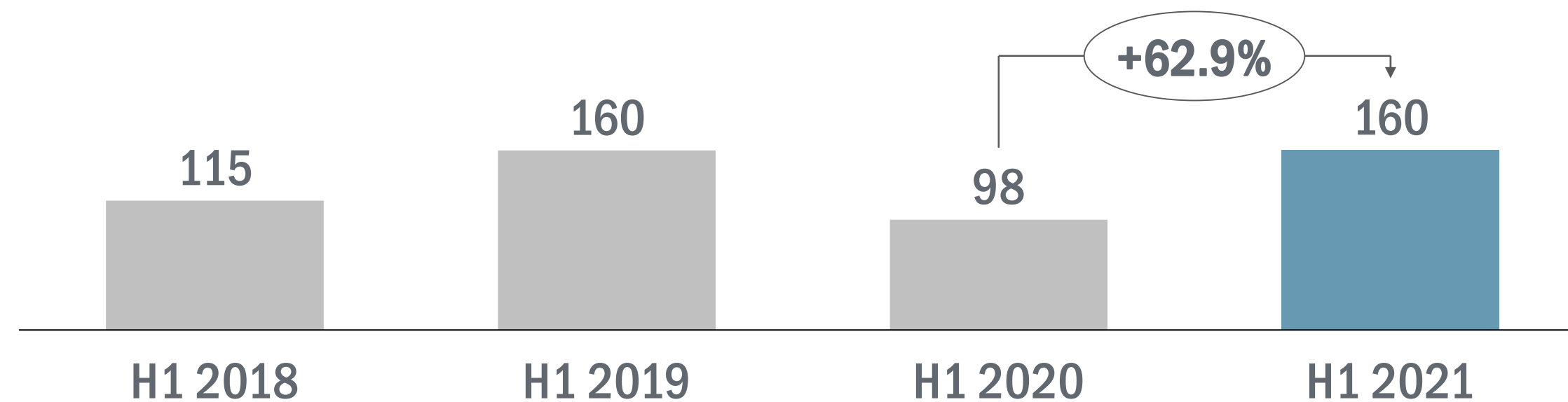
## Overheads

(SR million)



## Investment Income

(SR million)



## Overheads

Favorable decline in expenses compared 2020 due to lower:

- Policy acquisition cost (PAC)
- Other underwriting expenses
- Insurance distribution share (mainly Manafeth)

## Investment

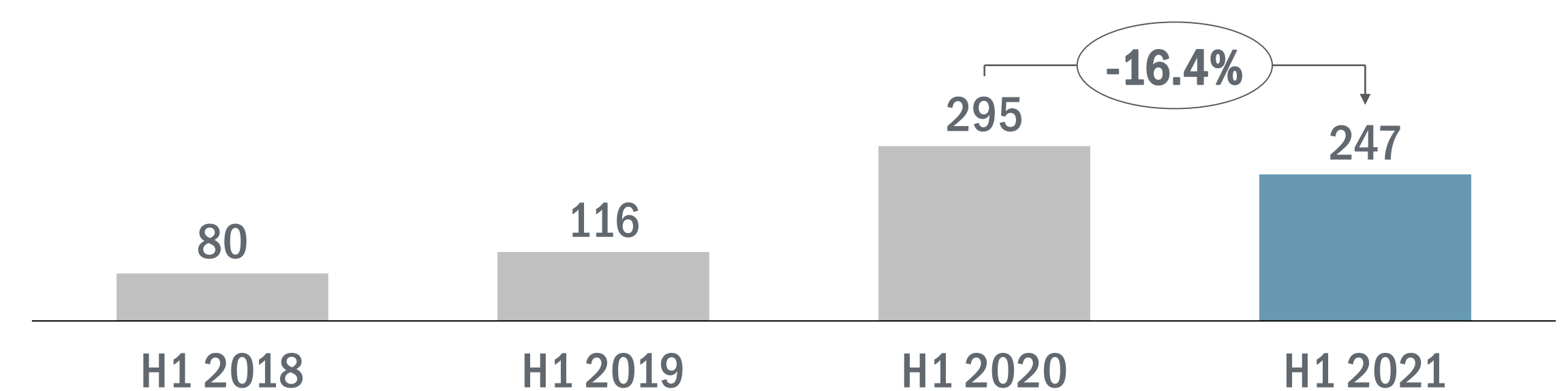
- Investment Income up from 2020 (increase in both policyholders' and shareholders' investment)

## Net Income

- Net Income decreased due to higher claims post Covid-19 opening

## Net Income

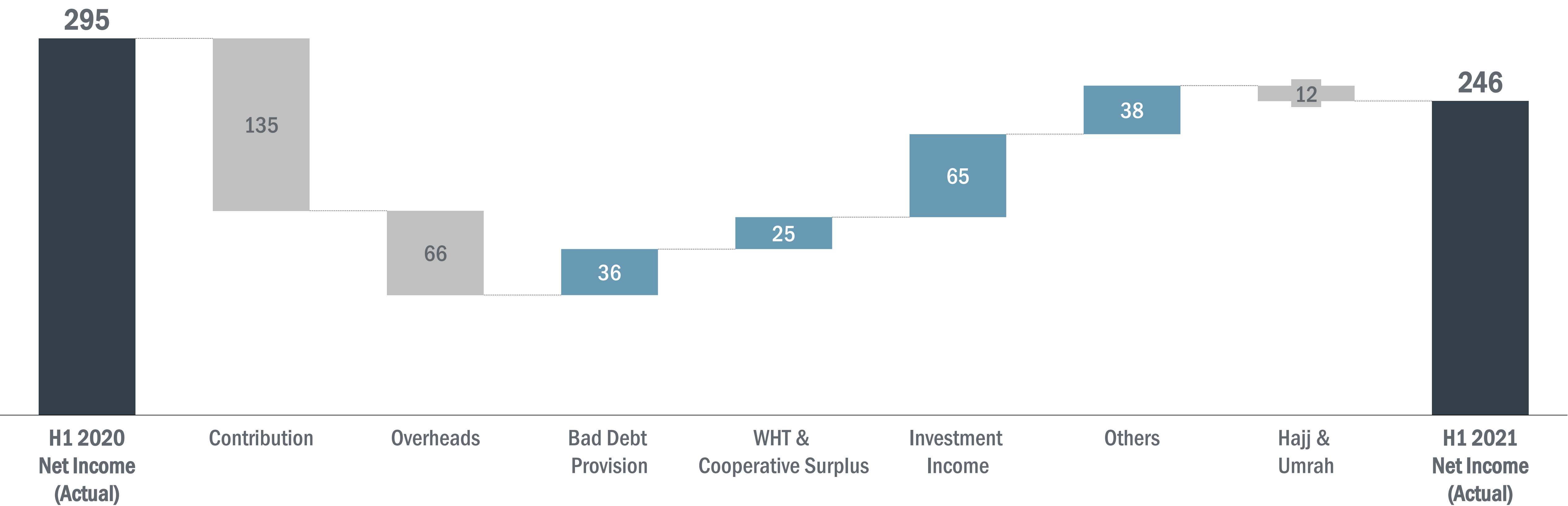
(SR million)





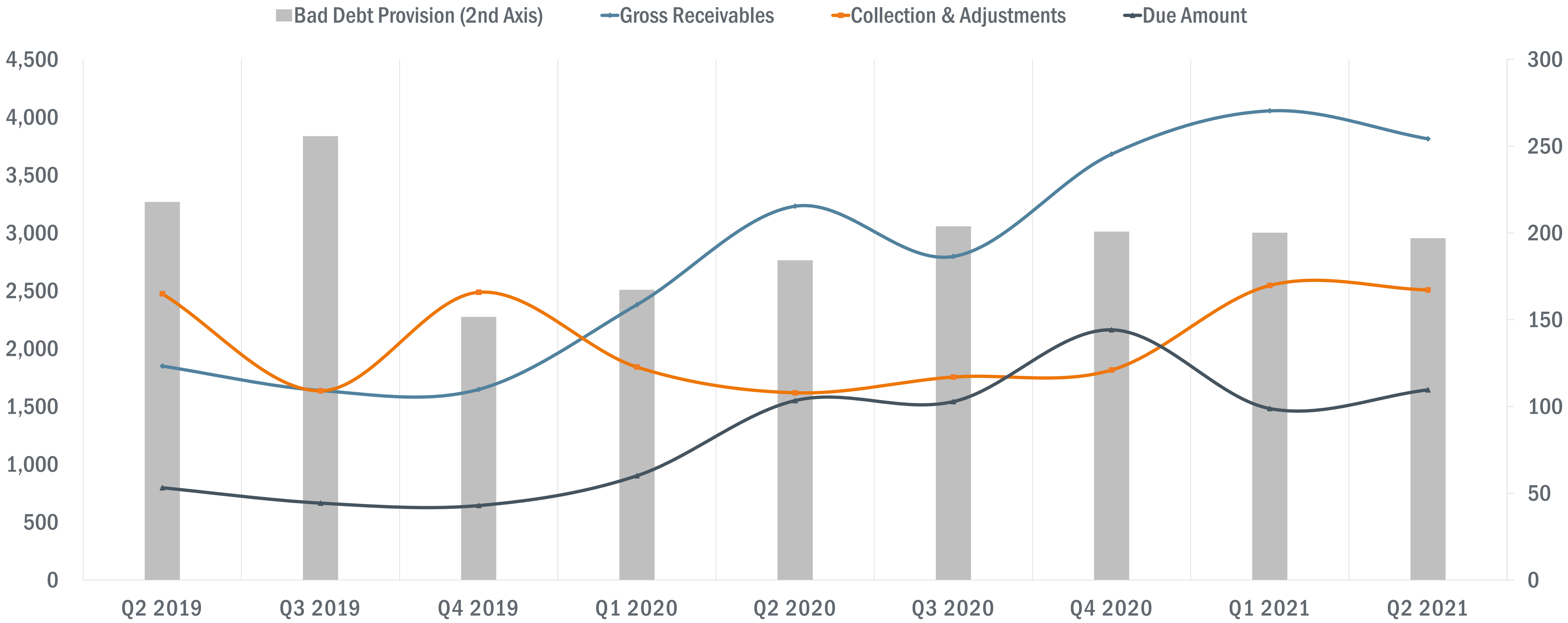


Waterfall – Net Income Movement





# Tawuniya Performance





# COMPANY OVERVIEW







# COMPANY OVERVIEW



## Our Purpose

Together for a safer life and bigger dreams



## Our Vision

Largest insurer in the MENA region



## Our Mission

Exceed expectations through superior customer experience and service excellence

## Our Promises



1

Passionate about  
our people

2

Customer  
centric

3

Digital  
first

4

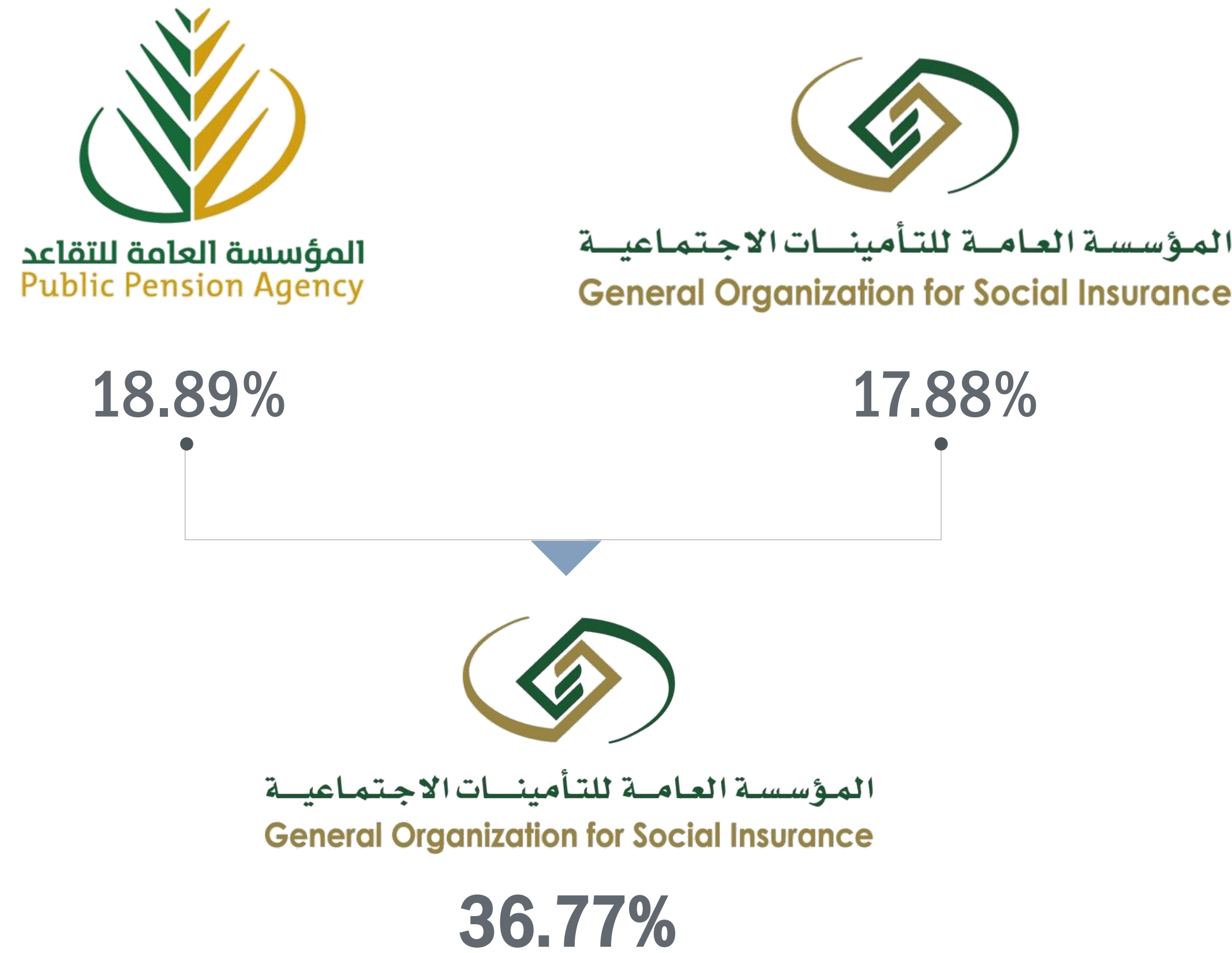
Extraordinary  
results



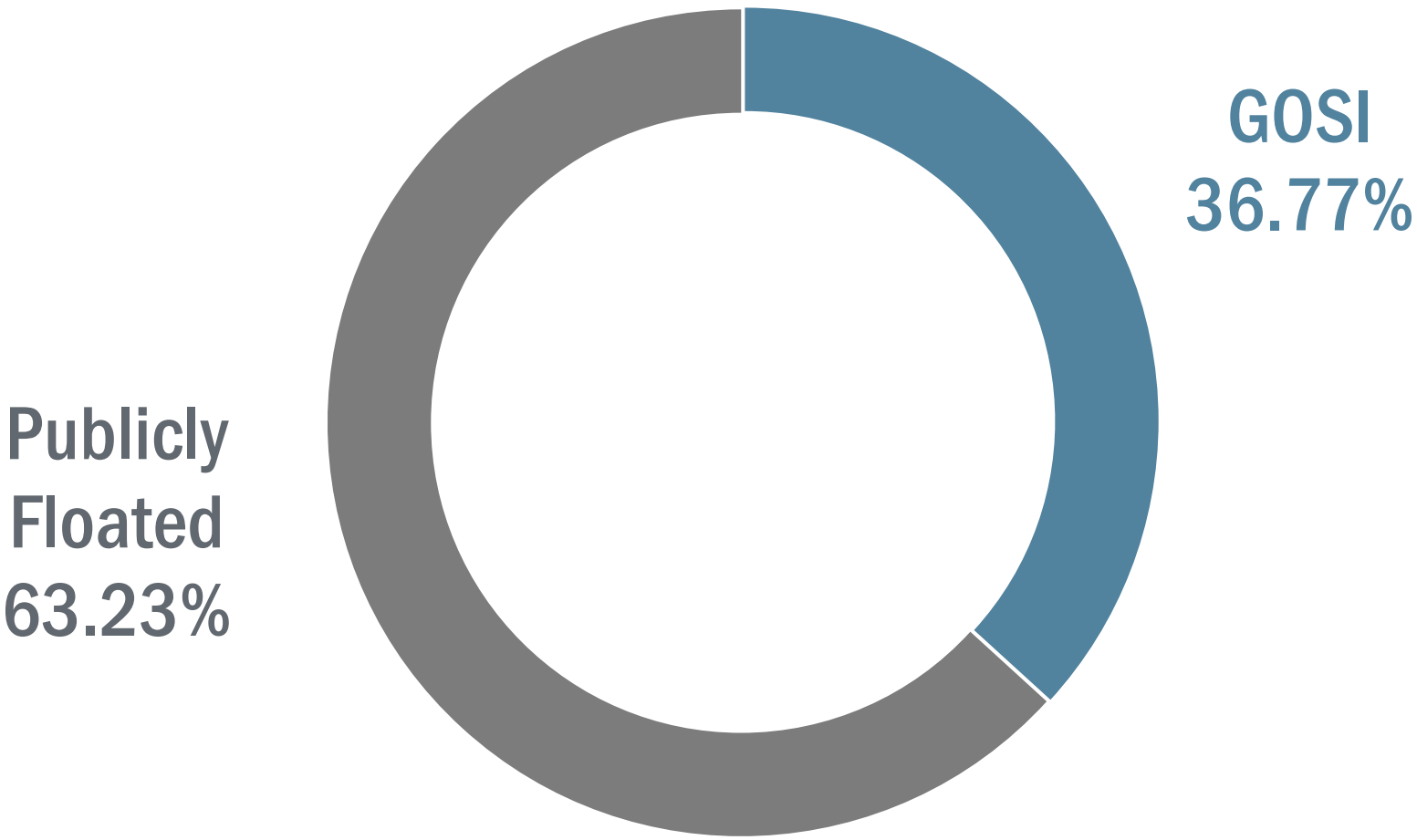
# Company Overview



Following the merger of the General Organization of Social Insurance (GOSI) and the Public Pension Agency (PPA), all shares are now under GOSI's portfolio:

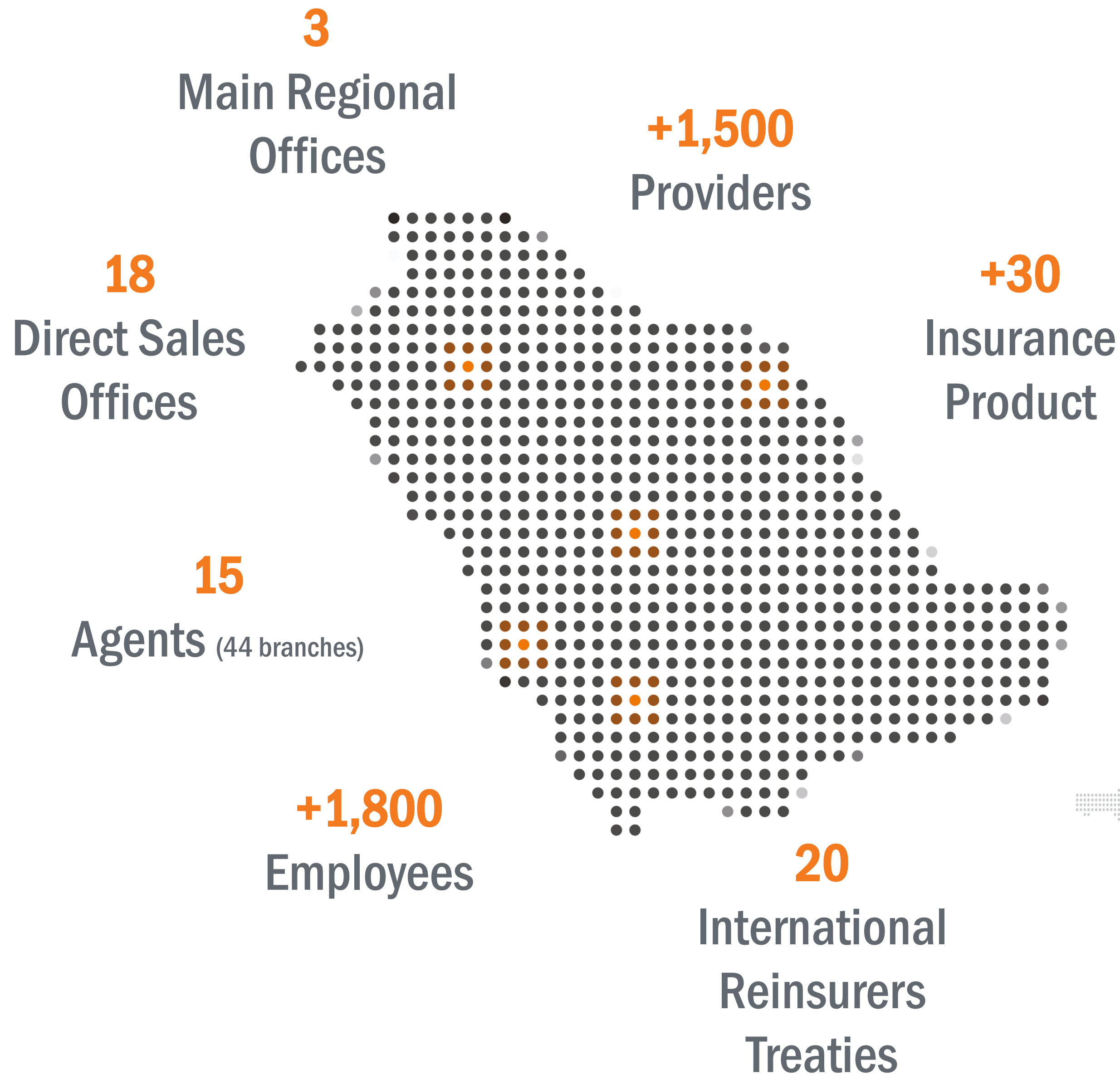


## Shareholders Structure



Tawuniya is a publicly listed company with a paid-up capital of **SR 1,250 m**

# Company Overview



Over **1 Million**  
health care  
providers





# Company Overview



*Solicited*

(BBB+)

Outlook: Positive



*Un-Solicited*

(A-)

Outlook: Stable

## Our International Reinsurance Partners



**SCOR** is rated “AA-” by S&P



**Munich Re** is rated “AA-” by S&P



**Swiss Re** is rated “AA-” by S&P



**Covea** is rated “AA-” by S&P



**Everest Re** is rated “A+” by S&P



**R+V** is rated “A+” by S&P



**LLOYD's** is rated “A+” by S&P

# Company Overview



## Aviation



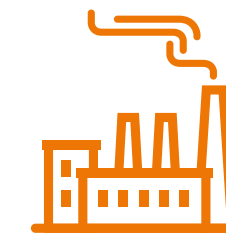
## Financial



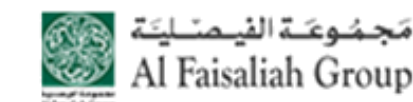
## Telecommunication



## Mining & Petro.



## Manufacturing



## Other





# Q & A





# Thank you

