UNAUDITED INTERIM CONDENSED FINANCIAL STATEMENTS

FOR THE THREE-MONTH AND NINE-MONTH PERIODS ENDED 30 SEPTEMBER 2017

### UNAUDITED INTERIM CONDENSED FINANCIAL STATEMENTS FOR THE THREE-MONTH AND NINE-MONTH PERIODS ENDED 30 SEPTEMBER 2017

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### KPMG Al Fozan & Partners

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#### INDEPENDENT AUDITORS' REVIEW REPORT ON INTERIM CONDENSED FINANCIAL STATEMENTS

The Shareholders Bupa Arabia For Cooperative Insurance Company (A Saudi Joint Stock Company) Kingdom of Saudi Arabia

#### Introduction

We have reviewed the accompanying interim statement of financial position of Bupa Arabia For Cooperative Insurance Company - a Saudi Joint Stock Company (the "Company") as at 30 September 2017 and the related interim statements of insurance operations and accumulated surplus, insurance operations comprehensive income, shareholders' operations and shareholders' comprehensive income for the three-month and nine-month periods then ended, the related interim statements of changes in shareholders' equity, insurance operations' cash flows and shareholders' cash flows for the nine-month period then ended, and notes to the interim condensed financial statements. Management is responsible for the preparation and presentation of these interim condensed financial statements in accordance with International Accounting Standard 34, "Interim Financial Reporting" and Saudi Arabian Monetary Authority ("SAMA") guidance on accounting for zakat and tax. Our responsibility is to express a conclusion on these interim condensed financial statements based on our review.

#### Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" that is endorsed in the Kingdom of Saudi Arabia. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing that are endorsed in the Kingdom of Saudi Arabia and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

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Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed financial statements are not prepared, in all material respects, in accordance with International Accounting Standard 34, "Interim Financial Reporting" and SAMA guidance on accounting for zakat and tax

for KPMG Al Fozan & Partners **Certified Public Accountants** 

Ebrahim Oboud Baeshen Certified Public Accountant Licence No. 382

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Jeddah, Kingdom of Saudi Arabia 2 Safar 1439H Corresponding to 22 October 2017



# INTERIM STATEMENT OF FINANCIAL POSITION As at 30 September 2017

		30 September 2017 SR'000	31 December 2016 SR'000
	Notes	(Unaudited)	(Audited)
INSURANCE OPERATIONS' ASSETS			
Cash and cash equivalents	4	17,952	132,030
Murabaha deposits	5	2,728,190	3,057,816
Investments	6	667,332	544,090
Premiums receivable - net	7	1,898,204	980,543
Reinsurer's share of unearned premiums		7,177	1,356
Reinsurer's share of outstanding claims	9	1,030	1,720
Prepayments and other assets		127,444	131,546
Deferred policy acquisition costs		72,344	72,281
Total insurance operations' assets		5,519,673	4,921,382
SHAREHOLDERS' ASSETS		=======================================	
Cash and cash equivalents	4	213,752	93,800
Murabaha deposits	5	725,672	987,494
Investments	6	1,220,680	714,330
Other receivables		15,605	17,445
Furniture, fixtures and equipment - net		122,887	90,945
Due from insurance operations			148,477
Goodwill		98,000	98,000
Accrued interest on statutory deposit	8	4,736	3,585
Statutory deposit	8	80,000	80,000
Total shareholders' assets		2,481,332	2,234,076
TOTAL ASSETS		8,001,005	7,155,458

Chairman

Director and Chief Executive Officer

Chief in a sid Officer

### INTERIM STATEMENT OF FINANCIAL POSITION (continued)

As at 30 September 2017

INSURANCE OPERATIONS' LIABILITIES AND SURPLUS	Notes	30 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
Insurance operations' liabilities Unearned premiums Outstanding claims Reinsurance balances payable Accrued expenses and other liabilities Due to shareholders' operations	9	3,943,032 1,177,592 62,194 179,490	3,094,990 1,321,622 15,117 171,292 148,477
Total insurance operations' liabilities		5,362,308	4,751,498
Insurance operations' surplus Policyholders' share of accumulated surplus from insurance operations Fair value reserve for available for sale investments  Total insurance operations' liabilities and surplus		155,534 1,831 5,519,673	4,921,382
SHAREHOLDERS' LIABILITIES AND EQUITY			
Shareholders' liabilities Accrued expenses and other liabilities Accrued Zakat and income tax Accrued interest on statutory deposit Amounts due to related parties  Total shareholders' liabilities	12 8 11	72,319 135,322 4,736 26,556 ——————————————————————————————————	62,140 116,953 3,585 24,344 207,022
Shareholders' equity Share capital Statutory reserve Fair value reserve for available for sale investments Share based payment Shares held under employees share scheme Retained earnings	13 14 15 15	800,000 403,902 (1,754) 16,455 (28,915) 1,052,711	800,000 403,902 16,931 (23,404) 829,625
Total shareholders' equity		2,242,399	2,027,054
Total shareholders' liabilities and equity		2,481,332	2,234,076
TOTAL LIABILITIES, INSURANCE OPERATIONS' SURPLUS AND SHAREHOLDERS' EQUITY		8,001,005	7,155,458

Chairman

Director and Chief Executive Officer

Chief Financial Officer

### INTERIM STATEMENT OF INSURANCE OPERATIONS AND ACCUMULATED SURPLUS (UNAUDITED)

For the three-month and nine-month periods ended 30 September 2017

		Three-month 30 Sep	period ended tember	Nine-month p 30 Sept	
	Notes	2017	2016	2017	2016 SR'000
REVENUE	Notes	SR'000	SR'000	SR'000	SK 000
Gross written premiums		2,522,625	2,578,657	6,623,173	6,852,407
Premiums ceded		(25,650)	(11,299)	(58,197)	(33,805)
Net written premiums		2,496,975	2,567,358	6,564,976	6,818,602
Net movement in unearned premiums		(560,015)	(628,657)	(842,220)	(1,133,705)
Net earned premiums		1,936,960	1,938,701	5,722,756	5,684,897
CLAIMS					
Claims paid		1,535,731	1,332,580	4,819,227	4,334,440
Claims recovered		(9,283)		(9,283)	
Net claims paid		1,526,448	1,332,580	4,809,944	4,334,440
Net movement in outstanding claims	9	(51,109)	66,069	(143,340)	179,383
Net claims incurred		1,475,339	1,398,649	4,666,604	4,513,823
Net underwriting result		461,621	540,052	1,056,152	1,171,074
EXPENSES					
Selling and marketing		(159,980)	(201,519)	(454,424)	(481,344)
General and administration		(94,301)	(68,089)	(271,520)	(265,268)
Investment and commission income	10	22,028	19,754	74,546	50,924
Other income		24	3	24	81
SURPLUS FROM INSURANCE OPERATIONS		229,392	290,201	404,778	475,467
Shareholders' share of surplus from insurance operations	2(b)	(20( 452)	(261 101)	(264 200)	(427.020)
insurance operations	2(0)	(206,453)	(261,181)	(364,300)	(427,920)
Policyholders' share of surplus from insurance operations		22,939	29,020	40,478	47,547
Policyholders' share of surplus from					
insurance operations at the					154 200
beginning of the period		133,832	166,146	169,884	154,299
Distribution of surplus during the perio	d	(1,237)	(12,516)	(54,828)	(19,196)
Policyholders' share of accumulated	-4				
surplus from insurance operations the end of the period	at	155,534	182,650	155,534	182,650
F			102,030	=====	

Chairman

Director and Chief Executive Office

Chief Financial Officer

The accompanying notes 1 to 20 form an integral part of these interim condensed financial statements.

INTERIM STATEMENT OF INSURANCE OPERATIONS COMPREHENSIVE INCOME (UNAUDITED)

For the three-month and nine-month periods ended 30 September 2017

	Three-month p 30 Septe		Nine-month period ended		
	2017 SR'000	2016 SR'000	2017 SR'000	2016 SR'000	
Net income for the period	22,939	29,020	40,478	47,547	
Other comprehensive income					
Items to be reclassified subsequently to the statement of insurance operations and accumulated surplus					
Unrealised gains on available for sale investments	398		1,831		
Total comprehensive income for the period	23,337	29,020	42,309	47,547	

Chairman

Director and Chief Executive Officer

### INTERIM STATEMENT OF SHAREHOLDERS'OPERATIONS (UNAUDITED)

For the three-month and nine-month periods ended 30 September 2017

		Three-month period ended 30 September		Nine-month per 30 Septen	
	Notes	2017 SR'000	2016 SR'000	2017 SR'000	2016 SR'000
REVENUE Shareholders' share of surplus from insurance operations	2(b)	206,453	261,181	364,300	427,920
EXPENSE General and administration		(2,043)	(2,127)	(5,917)	(7,327)
		204,410	259,054	358,383	420,593
Investment and commission income	10	13,004	1,424	41,497	16,747
Other loss		(433)	(124)	(433)	(124)
Net income for the period		216,981	260,354	399,447	437,216
Weighted average number of ordinary shares outstanding (in thousands)		79,753	79,808	79,793	79,832
Basic and diluted earnings per share (in Saudi Arabian Riyals)	18	2.72	3.26	5.01	5.48

Chairman

Director and Chief Executive Officer

Chief Financial Officer

# INTERIM STATEMENT OF SHAREHOLDERS' COMPREHENSIVE INCOME (UNAUDITED)

For the three-month and nine-month periods ended 30 September 2017

	Three-month p 30 Septe		Nine-month period ended 30 September		
	2017 SR'000	2016 SR'000	2017 SR'000	2016 SR'000	
Net income for the period	216,981	260,534	399,447	437,216	
Other comprehensive income					
Items to be reclassified subsequently to the statement of shareholders' operations					
Unrealised losses on available for sale investments	(1,442)	#X-1	(1,754)		
Total comprehensive income for the period	215,539	260,534	397,693	437,216	

Chairman

Director and Chief Executive Officer

Chief Files and Officer

### INTERIM STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

For the nine-month period ended 30 September 2017

Balance at 31 December 2016 (Audited)	Notes	Share capital SR 9000	Statutory reserve SR '000	Fair value reserve for available for sale investments SR'000	Share based payment SR'000	Shares held under employees share scheme SR'000	Retained earnings SR'000	Total share-holders' equity SR'000
Total comprehensive income								
Net income for the period Unrealised fair value losses on				 /4 == 4)			399,447	399,447
available for sale investments		S <del>55</del> 0		(1,754)	STE			(1,754)
Transactions with owners of the Company Provision for Zakat for the period Provision for income tax for the period	12 12	_				177	(32,021) (24,340)	(32,021) (24,340)
Dividend Purchase of shares under	17	-					(120,000)	(120,000)
LTIP Provision for LTIP	15 15				(476)	(5,511)		(5,511) (476)
Balance at 30 September 2017 (Unaudited)		800,000	403,902	(1,754)	16,455	(28,915)	1,052,711	2,242,399
	Notes	Share capital SR'000	Statutory reserve SR'000	Fair value reserve for available for sale investments SR'000	Share based payment SR'000	Shares held under employees share scheme SR'000	Retained earnings SR'000	Total share- holders' equity SR'000
Balance at 31 December 2015 (Audited)		800,000	277,761		9,600	(13,101)	592,280	1,666,540
Total comprehensive income								
Net income for the period Unrealised fair value gains on				(. <del>200</del> ),	(55)		437,216	437,216
available for sale investments				222				(44)
Transactions with owners of the Company Provision for Zakat for the period Provision for income tax for the period Dividend Income tax recovered from non-Saudi shareholders Purchase of shares under	17	-		  		   	(14,781) (34,405) (160,000) 31,304	(14,781) (34,405) (160,000) 31,304
LTIP Provision for LTIP	15 15	**			5,483	(10,303)		(10,303) 5,483
Balance at 30 September 2016 (Unaudited)	_	800,000	277,761		15,083	(23,404)	851,614	1,921,054

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Director and Chief Executive Office

The accompanying notes 1 to 20 form an integral part of these interim condensed financial statements.

### INTERIM STATEMENT OF INSURANCE OPERATIONS' CASH FLOWS (UNAUDITED)

For the nine-month period ended 30 September 2017

Tot the fine month period ended 50 September 2017		Nine-month period ended 30 Septembe	
	Notes	2017 SR'000	2016 SR'000
OPERATING ACTIVITIES	5		
Policyholders' share of surplus for the period		40,478	47,547
Adjustments for:			
Distribution of surplus		(54,828)	(19,196)
Depreciation		12,314	10,548
Allowance for doubtful premiums receivable, net		67,697	72,794
Investment income earned during the period, net		**	(1,583)
Realised (gain) / loss on investments		(1,676)	614
Unrealised gain on investments		(3,503)	(1,318)
Unearned premiums		848,042	1,134,078
Reinsurer's share of unearned premiums		(5,821)	(373)
Deferred policy acquisition costs		(63)	12,626
		902,640	1,255,737
Changes in operating assets and liabilities:			
Premiums receivable		(985,358)	(1,802,667)
Prepayments and other assets		4,102	(66,048)
Outstanding claims		(144,030)	178,091
Reinsurer's share of outstanding claims		690	1,292
Due from shareholders' operations		(160,791)	(10,548)
Reinsurance balances payable		47,077	17,297
Accrued expenses and other liabilities		8,198	(81,138)
Net cash used in operating activities		(327,472)	(507,984)
INVESTING ACTIVITIES			
Purchase of investments		(680,386)	(30,000)
Proceeds from disposal of investments		564,154	45,668
Placement in murabaha deposits		(2,567,487)	(3,020,182)
Proceeds from murabaha deposits matured during the period		2,897,113	3,375,292
Net cash generated from investing activities		213,394	370,778
Net decrease in cash and cash equivalents		(114,078)	(137,206)
Cash and cash equivalents at beginning of the period		132,030	205,565
Cash and cash equivalents at end of the period		17,952	68,359
Non-cash information	,		
Unrealised gain on available for sale investments	6(a)	1,831	===
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**Birector and Chief Executive Officer** 

Chief Financial Officer

### INTERIM STATEMENT OF SHAREHOLDERS' CASH FLOWS (UNAUDITED)

For the nine-month period ended 30 September 2017

		Nine-month period end	led 30 September
	37	2017	2016
	Notes	SR'000	SR'000
OPERATING ACTIVITIES			
Net income for the period		399,447	437,216
Adjustment for:			
Share based payment expense		(476)	5,483
Investment income earned during the period – net		(2.202)	(3,447)
Realised (gain) / loss on investments Unrealised (gain) / loss on FVIS investments		(2,392) (6,769)	1,264 8,589
Employees end of services benefit expense		9,357	10,334
Loss on disposal of fixture, furniture and equipment		433	124
		200 (00	450.560
Changes in operating assets and liabilities:		399,600	459,563
Other receivables		1,840	3,290
Accrued expenses and other liabilities		3,602	(14,710)
Amounts due to related parties		2,212	10,548
Due to insurance operations		160,791	(12,182)
		568,045	446,509
Employee end of service benefits paid		(2,780)	(1,654)
Zakat and income tax paid	12	(37,992)	(53,855)
Net cash generated from operating activities		527,273	391,000
INVESTING ACTIVITIES		-	
Purchase of furniture, fixtures and equipment		(44,697)	(20,506)
Proceeds from disposal of furniture, fixtures and equipment		8	35
Purchase of investments		(1,355,923)	(52,482)
Proceeds from disposal of investments		856,980	65,820
Placement in murabaha deposits		(555,672)	(1,860,196)
Proceeds from murabaha deposits matured during the period		817,494	1,165,648
Purchase of shares held under LTIP		(5,511)	(10,303)
Net cash used in investing activities		(287,321)	(711,984)
DINIANCING ACTIVITUDE		37	
FINANCING ACTIVITIES Dividends paid		(120,000)	(160,000)
Income tax recovered from non-Saudi shareholders		(120,000)	31,304
meetine tax recovered from non-status statements			
Net cash used in financing activities		(120,000)	(128,696)
Net increase / (decrease) in cash and cash equivalents		119,952	(449,680)
Cash and cash equivalents at beginning of the period		93,800	593,297
Cash and cash equivalents at end of the period		213,752	143,617
Non each information			
Non-cash information Zakat and income tax credited to retained earnings	12	56,361	49,186
Unrealised loss on available for sale investments	6(b)	(1,754)	T/,100
	3(0)		

Chairman

Director and Chief Executive Officer

Chief Pinancial Officer

The accompanying notes 1 to 20 form an integral part of these interim condensed financial statements.

### NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS At 30 September 2017

#### 1 ORGANIZATION AND PRINCIPAL ACTIVITIES

Bupa Arabia For Cooperative Insurance Company (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 138/K dated 24 Rabi Thani 1429H (corresponding to 1 May 2008). The Commercial Registration number of the Company is 4030178881 dated 5 Jumad Awwal 1429H (corresponding to 11 May 2008). The Registered Office of the Company is situated at:

Al-Khalediyah District, Prince Saud Al Fasial Street, Front of Saudi Airlines Building, P.O. Box 23807, Jeddah 21436, Kingdom of Saudi Arabia.

The Company is licensed to conduct insurance business in the Kingdom of Saudi Arabia under cooperative principles in accordance with Royal Decree No. M/74 dated 29 Shabaan 1428H (corresponding to 11 September 2007) pursuant to the Council of Ministers' Resolution No 279 dated 28 Shabaan 1428H (corresponding to 10 September 2007).

The objective of the Company is to transact cooperative insurance operations and related activities in the Kingdom of Saudi Arabia in accordance with its articles of association, and applicable regulations in the Kingdom of Saudi Arabia. The Company underwrites medical insurance only.

#### 2 BASIS OF PREPARATION

#### a. Basis of measurement

The interim condensed financial statements are prepared under the going concern basis and the historical cost convention except for the measurement at fair value of fair value through income statement (FVIS) investments and available for sale investments (AFS). The Company presents its interim statement of financial position broadly in order of liquidity. All financial assets and liabilities, except for the statutory deposit, and the associated return on investment/accrued return on investment in the statutory deposit and obligation under LTIP, are expected to be recovered and settled respectively within twelve months after the reporting date. Held to maturity investments are expected to be settled after twelve months of the reporting date.

### b. Statement of compliance

During 2017 Saudi Arabian Monetary Authority ("SAMA") issued a Circular no. 381000074519 dated 11 April 2017 and subsequent amendments through certain clarifications relating to the accounting for zakat and tax. The new guidance requires zakat and tax to be accrued on a quarterly basis and recognized in interim statement of shareholders' equity with a corresponding liability recognized in the interim statement of financial position.

Applying the above framework, the interim condensed financial statements of the Company as at and for the nine month period ended 30 September 2017 have been prepared in accordance with International Accounting Standard (IAS) 34 – Interim Financial Reporting and SAMA guidance on accounting for zakat and tax. As the Company's accounting policy for the zakat and tax has always been consistent with the SAMA's new guidance, the adoption of the guidance has not resulted in any changes in the accounting policies, accounting treatment or amounts reported in current or prior years/periods.

These interim condensed financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's audited financial statements for the year ended 31 December 2016.

### NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 2 BASIS OF PREPARATION (continued)

#### b. Statement of compliance (continued)

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. The physical custody of all assets related to the Insurance Operations and Shareholders' Operations are held by the Company. Revenues and expenses clearly attributable to either activity are recorded in the respective books of account. The basis of allocation of expenses from joint operations is determined by the management and the Board of Directors. In accordance with the by-laws of the Company, the surplus arising from the Insurance Operations is distributed as follows:

Shareholders	90%
Policyholders	10%
	100%

In case of deficit in insurance operations result, the entire deficit is borne by the shareholders' operations.

In accordance with Article 70 of the 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.

The Company's interim results may not be indicative of its annual results.

#### c. Critical accounting judgements, estimates and assumptions

The preparation of interim condensed financial statements in conformity with IFRS and SAMA guidance for zakat and tax requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities, if any, at the date of the interim condensed financial statements and the reported amounts of revenues and expenses during the interim reported period. 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. In the opinion of the management, the interim condensed financial statements reflect all adjustments (which include normal recurring adjustments) necessary to present fairly the results of operations for the interim periods presented.

The estimates and judgements used by management in the preparation of the interim condensed financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended 31 December 2016. Following are the accounting judgments and estimates that were critical in preparation of these interim condensed financial statements:

#### (i) Provision for outstanding claims

Judgement by management is required in the estimation of amounts due to policyholders and third parties arising from claims made under insurance contracts. Such estimates are necessarily based on assumptions about several factors involving varying degrees of judgement and uncertainty and actual results may differ from management's estimates resulting in future changes in estimated liabilities. The Company estimates its claims based on its previous experience of its insurance portfolio. Claims requiring court or arbitration decisions, if any, are estimated individually. Management reviews its provisions for claims incurred, and claims incurred but not reported, on a monthly basis. Any difference between the provisions at the statement of financial position date and settlements and provisions in the following period is included in the statement of insurance operations and accumulated surplus for that period. The provision for outstanding claims, as at 30 September 2017 and 31 December 2016, are also verified by an independent actuary.

#### (ii) Deferred acquisition costs

Certain acquisition costs related to the sale of new policies are recorded as deferred acquisition costs and are amortised in the statement of insurance operations and accumulated surplus over the related period of policy coverage. If the assumptions relating to future profitability of these policies are not realised, the amortisation of these costs could be accelerated and this may also require additional impairment in the statement of insurance operations and accumulated surplus.

### NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 2 BASIS OF PREPARATION (continued)

### c. Critical accounting judgements, estimates and assumptions (continued)

#### (iii) Fair values of financial instruments

The fair value for financial instruments traded in active markets at the reporting date is based on their quoted market price. Where the fair values of financial assets and financial liabilities recorded on the statement of financial position cannot be derived from active markets, they are determined using a variety of valuation techniques that include the use of mathematical models. The inputs to these models are derived from observable market data where possible, but if this is not available, judgement is required to establish fair values.

#### (iv) Premium deficiency reserve

Estimation of the premium deficiency for medical business is highly sensitive to a number of assumptions as to the 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, considers the claims and premiums relationship which is expected to apply in future.

#### (v) Allowance for doubtful premiums receivable

A provision for impairment of premiums receivable 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 and default or delinquency in payments are considered indicators that the premiums receivable is impaired.

### (vi) Impairment of available for sale investments

The Company exercises judgment to consider impairment on the available for sale investments at each reporting date. This includes determination of a significant or prolonged decline in the fair value of equity securities below cost. The determination of what is 'significant' or 'prolonged' requires judgment. In making this judgment, the Company evaluates among other factors, the normal volatility in share prices. In addition, the Company considers impairment to be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, changes in technology, and operational and financing cash flows.

The Company considers 30% or more, as a reasonable measure for significant decline below its cost, irrespective of the duration of the decline, and is recognized in the statement of income as impairment charge on investments. Prolonged decline represents decline below cost that persists for 1 year or longer irrespective of the amount and is, thus, recognized in the statement of insurance operations and accumulated surplus or statement of shareholders' operations accordingly as an impairment charge on investments. The previously recognized impairment loss in respect of equity investments cannot be reversed through the statement of insurance operations and accumulated surplus or statement of shareholders' operations accordingly. The Company reviews its debt securities classified as available for sale at each reporting date to assess whether they are impaired.

#### (vii) 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.

#### (viii) Impairment of Goodwill

Goodwill is initially measured at cost being the excess of the net 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. Impairment losses relating to goodwill cannot be reversed in future periods. The recoverable amount is the greater of its value in use or fair value less cost to sell. In assessing the value in use, the estimated future cash flows are discounted to their present value using a pretax discount rate that reflects current market assessments of the time value of money and the risk specific to the asset.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 2 BASIS OF PREPARATION (continued)

#### d. Functional and presentation currency

The interim condensed financial statements are expressed in Saudi Arabian Riyals, being the functional currency of the Company and have been rounded off to the nearest thousand, unless otherwise specified.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these interim condensed financial statements are consistent with the Company's audited financial statements for the year ended 31 December 2016, with the exception of additions / amendments in following accounting policies. Also certain comparative amounts have been reclassified to conform with current period's presentation

#### a. Investments

#### (i) Available for sale investments

Available for sale investments are non-derivative investments that are designated as available for sale or not classified as another category of financial assets, and are intended to be held for an unspecified period of time, which may be sold in response to needs for liquidity or changes in special commission rates, exchange rates or equity prices.

Investments which are classified as available for sale are initially recognised at fair value including direct and incremental transaction costs and subsequently measured at fair value except for unquoted equity securities whose fair value cannot be reliably measured are carried at cost. Any unrealised gains or losses arising from changes in fair value are recognized through the statement of insurance operations comprehensive income or statement of shareholders' comprehensive income until the investments are derecognized or impaired whereupon any cumulative gains or losses previously recognized in equity are reclassified to statement of insurance operations and accumulated surplus or statement of shareholders' operations for the period and are disclosed as gains/(losses) on non-trading investments.

#### (ii) Held to maturity investments

Investments having fixed or determinable payments and fixed maturity that the Company's has the 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 allowance for impairment in their value. Amortised cost is calculated by taking into account any discount or premium on acquisition using the effective yield method. Any gain or loss on such investments is recognized in the statement of insurance operations and accumulated surplus or statement of shareholders' operations when the investment is derecognized or impaired.

Investments classified as held to maturity cannot ordinarily be sold or reclassified without impacting the Company's ability to use this classification and cannot be designated as a hedged item with respect to special commission rate or repayment risk, reflecting the intention to hold them to maturity.

#### b. Policy acquisition costs

Commission to sales staff and incremental direct costs incurred in relation to the acquisition and renewal of insurance contracts are deferred. The deferred acquisition costs are subsequently deferred and amortised over the terms of the insurance contract as premiums are earned and reported under selling and marketing expense in the statement of insurance operations and accumulated surplus. 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. If the assumptions relating to 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 insurance operations and accumulated surplus. Deferred policy acquisition costs are also considered in the liability adequacy test for each reporting period.

During the three month period 30 September 2017, certain costs have been properly reclassified as part of policy acquisition costs. The change has been done prospectively and the net amount of SR 3.14 million has been recorded in the current period.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### c. New IFRS, IFRIC 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). The adoption of the amendments to existing standards mentioned below had no financial impact on the interim condensed financial statements of the Company.

Standard/ <u>Amendments</u>	<u>Description</u>
Amendments to IAS 7	IAS 7 - Statement of Cash Flows: The amendments require entities to provide disclosures about changes in their liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes (such as foreign exchange gains or losses). The amendments are intended to provide information to help investors better understand changes in an entity's debt.
IFRS 12	The amendments clarify that the disclosure requirements in IFRS 12 apply to an entity's interest in a subsidiary, a joint venture or an associate (or a portion of its interest in a joint venture or an associate) that is classified (or included in a disposal group that is classified) as held for sale or distribution. These amendments apply retrospectively.

#### d. New IFRS, IFRIC and amendments thereof, issued but not yet effective

Standards issued but not yet effective up to the date of issuance of these interim condensed 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 and amendments, where applicable, when they become effective.

Standard/ Interpretation	<u>Description</u>	Effective from periods beginning on or after the <u>following date</u>
IFRS 15	Revenue from Contracts with Customers	1 January 2018
IFRS 2	Amendments to IFRS 2 Classification and Measurement of share-based Payment transactions.	1 January 2018
IFRIC 22	Foreign Currency Transactions and Advance consideration.	1 January 2018
IFRS 1 and IAS 28	Annual Improvements 2016 to IFRS 2014- 2016 cycle.	1 January 2018
IFRS 16	Leases	1 January 2019

The implementation of IFRS 9 is expected to result in a significant portion of a company's financial assets classified as available-for-sale being re-classified as at fair value through profit or loss or fair value through other comprehensive income (OCI). Credit allowances for financial assets carried at amortized cost and debt securities measured at fair value, with changes in fair value recognized in OCI, are expected to increase due to the introduction of the expected credit loss methodology. Upon implementation of IFRS 17 'Insurance Contracts', more assets may be classified as at fair value through profit or loss under the fair value option. IFRS 17 also introduces a temporary exemption for the implementation of IFRS 9 for reporting entities whose activities predominantly relate to insurance. The Company is currently assessing the implications and application date and expects that it will be eligible for this temporary exemption and will consider deferring the implementation of IFRS 9 until a later date, but no later than 1 January 2021.

The Company is currently assessing the implications of the above mentioned standards, amendments or interpretations on the Company's financial statements on adoption.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 4 CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprised the following:

4	30 September 2017	31 December 2016
	SR'000	SR'000
	(Unaudited)	(Audited)
Insurance Operations		
Cash in banks	17,952	132,030
Shareholders' Operations		
Cash in banks	213,752	93,800

At 30 September 2017, the Company issued performance guarantees to customers against margin deposits amounting to SR 29.9 million (31 December 2016: SR 15.7 million) placed with the banks. This restricted deposit has been included under prepayments and other assets.

#### 5 MURABAHA DEPOSITS

The Murabaha deposits are held with commercial banks in the Kingdom of Saudi Arabia. These deposits are predominately in Murabaha deposits with small allocation in Mudaraba. They are denominated in Saudi Arabian Riyals and have an original maturity from more than three months to more than one year and yield financial income at rates ranging from 2.10% to 4% per annum. The movements in Murabaha Deposits during the period/year ended 30 September 2017 and 31 December 2016 respectively are as follows:

• •	30 September	31 December
	2017	2016
	SR'000	SR'000
	(Unaudited)	(Audited)
Insurance Operations		
Balance at beginning of the period/year	3,057,816	3,047,529
Matured during the period/year	(2,897,113)	(4,709,070)
Placed during the period/year	2,567,487	4,719,357
Balance at end of the period/year	2,728,190	3,057,816
•	<del></del> _	
	30 September	31 December
	2017	2016
	SR'000	SR'000
	(Unaudited)	(Audited)
Shareholders' Operations	(3)	(
Balance at beginning of the period/year	987,494	500,000
Matured during the period/year	(817,494)	(1,670,104)
Placed during the period/year	555,672	2,157,598
Balance at end of the period/year	725,672	987,494

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 6 INVESTMENTS

a) Insurance operations
 Investments as at 30 September 2017 and 31 December 2016 comprise of the following:

	0 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
FVIS investments (refer note (i) below) Available for sale investments (refer note (ii) below) Held to maturity investments (refer note (iii) below)	291,637 338,150 37,545	544,090  
	667,332	544,090

During the period, the Company reclassified some of its Sukuk investments, previously held under FVIS to available for sale and held to maturity categories reflecting the change in business model and management intentions to carry on these investments until maturity. The change has been effected from 1 January 2017 and accordingly the fair value of the reclassification date has been used as cost for these reclassified investments.

The following table summarizes the carrying value at the date of such reclassification:

Type of investment	Previous Classification	New Classification	Amount SR'000
Sukuks Sukuks	FVIS investments FVIS investments	Available for sale investments Held to maturity investments	171,379 37,468
			208,847

#### i) FVIS investments

FVIS investments of insurance operations are designated as such upon initial recognition and are comprised of the following:

<b>SR'000</b> SR	016 2000
	000
	000
(Unaudited) (Audi	ted)
Mutual funds 259,612 300	437
Sukuks 32,025 243	653
<b>291,637</b> 544	090

FVIS investments in sukuks comprise of the following:

	30 September 2	30 September 2017 (Unaudited)	
	<u>Cost</u> SR'000	Carrying Value SR'000	
Floating Rate Sukuks Fixed Rate Sukuks	25,025 7,000	25,025 7,000	
	32,025	32,025	

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 6 INVESTMENTS (continued)

- a) Insurance operations (continued)
- ii) Available for sale investmentsAvailable for sale investments comprise of the following:

	30 September	31 December
	2017	2016
	SR'000	SR'000
	(Unaudited)	(Audited)
Mutual funds	37,425	
Sukuks	300,725	
	220 150	
	338,150	

Available for sale investments in sukuks comprise of the following:

	_30 September 2	30 September 2017 (Unaudited)	
	Cost	Carrying Value	
	SR'000	SR'000	
Floating Rate Sukuks	106,393	106,385	
Fixed Rate Sukuks	192,552	194,340	
	298,945	300,725	

### iii) Held to maturity investmentsHeld to maturity investments in sukuks comprise of the following:

	30 September 2	30 September 2017 (Unaudited)	
	<u>Cost</u> SR'000	Carrying Value SR'000	
Floating Rate Sukuks Fixed Rate Sukuks	37,468	37,545	
	37,468	37,545	

The movements in the investments during the period/year ended 30 September 2017 and 31 December 2016 are as follows:

Tonows.	30 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
Insurance operations		
Balance at beginning of the period/year	544,090	185,143
Purchased during the period/year	680,386	504,582
Disposed during the period/year	(564,154)	(149,638)
Income earned during the period/year, net		2,379
Realised gains/(losses) during the period/year	1,676	(614)
Unrealised gains during the period/year	5,334	2,238
Balance at end of the period/year	667,332	544,090

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 6 INVESTMENTS (continued)

#### b) Shareholders' operations:

Investments as at 30 September 2017 and 31 December 2016 comprises of the following:

	30 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
FVIS investments (refer note (i) below) Available for sale investments (refer note (ii) below) Held to maturity investments (refer note (iii) below)	801,197 306,848 112,635	714,330
	1,220,680	714,330

During the period, the Company reclassified its Sukuk investments, previously held under FVIS to available for sale and held to maturity categories reflecting the change in investments business model and management intentions to carry on these investments until maturity. The change has been effected from 1 January 2017 and accordingly the fair value of the said date has been used as cost for these reclassified investments.

The following table summarizes the carrying value at the date of such reclassification:

Type of investment	Previous Classification	New Classification	Amount SR'000
Sukuks Sukuks	FVIS investments FVIS investments	Available for sale investments Held to maturity investments	143,525 112,404
			255,929

#### i) FVIS investments

FVIS investments of shareholders' operations are designated as such upon initial recognition and comprised the following:

	30 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
Investments in discretionary portfolio Mutual funds Sukuks	101,860 604,258 95,079	100,370 251,887 362,073
	801,197	714,330

The discretionary portfolio of shareholders' operations is invested in following type of securities and investments at the period/yearend.

	30 September 2017 SR'000 (Unaudited)	31 December 2016 SR'000 (Audited)
Equities Other assets, net	98,273 3,587	92,277 8,093
	101,860	100,370

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 6 INVESTMENTS (continued)

- b) Shareholders' operations (continued):
- i) FVIS investments (continued)

FVIS investments in sukuks comprise of the following:

The second state of the se		
	30 September 20	017 (Unaudited)
	Cost	Carrying Value
	SR 7000	SR'000
Floating Rate Sukuks	76,079	76,079
Fixed Rate Sukuks	19,000	19,000
	95,079	95,079
<ul> <li>ii) Available for sale investments</li> <li>Available for sale investments of shareholders' operations are designated as such of the following:</li> </ul>	upon initial recognit	tion and comprised
	30 September	31 December
	2017	2016
	SR'000	SR'000
	(Unaudited)	(Audited)
Mutual funds	16,385	
Sukuks	290,463	
	306,848	
Available for sale investments in sukuks comprise of following:		
	30 September 20	17 (Unaudited)
	<u>Cost</u>	Carrying Value
	SR'000	SR'000
Floating Rate Sukuks	197,489	197,440
Fixed Rate Sukuks	92,971	93,023
	290,460 ———	290,463
<ul><li>iii) Held to maturity investments</li><li>Held to maturity investments in sukuks comprise of the following:</li></ul>		
distribution in suitable comprise of the following.	30 September 20.	17 (Unaudited)
	Cost	Carrying Value
	SR '000	SR'000
Floating Rate Sukuks		
Fixed Rate Sukuks	112,404	112,635
	112,404	112,635

# NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 6 INVESTMENTS (continued)

### b) Shareholders' operations (continued):

The movements in the investments during the period/year ended 30 September 2017 and 31 December 2016 are as follows:

	30 September	31 December
	2017	2016
	SR'000	SR'000
Shareholders' operations	(Unaudited)	(Audited)
Balance at beginning of the period/year	714,330	439,785
Purchased during the period/year	1,355,923	865,827
Disposed during the period/year	(856,980)	(585,179)
Income earned during the period/year, net	·	3,750
Realised gain/(losses) during the period/year	2,392	(1,264)
Unrealised gains/(losses) during the period/year	5,015	(8,589)
Balance at end of the period/year	1,220,680	714,330

Amount payable to/receivable from shareholders' operations are settled by transfer of cash at each reporting date. During the nine-month period ended 30 September 2017, the insurance operations transferred cash of SR 110.5 million to the shareholders' operations (31 December 2016: SR 188.6 million).

All investments are denominated in Saudi Arabian Riyals and US Dollars.

#### 7 PREMIUMS RECEIVABLE – NET

	30 September	31 December
	2017	2016
	SR'000	SR'000
Insurance Operations	(Unaudited)	(Audited)
Gross premiums receivable	2,104,898	1,123,540
Allowance for doubtful premiums receivable	(206,694)	(142,997)
Premiums receivable – net	1,898,204	980,543

#### 8 STATUTORY DEPOSIT

As required by the SAMA Insurance Regulations, the Company deposited an amount equivalent to 10% of its paid up share capital, amounting to SR 80 million, in a bank designated by SAMA. Commission accruing on this deposit is payable to SAMA and this deposit cannot be withdrawn without approval from SAMA.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 9 NET MOVEMENT IN OUTSTANDING CLAIMS

Net movement in outstanding claims during the period ended 30 September is as follows:

	Three-month period ended 30 September		Nine-month period ended 30 September	
	2017 SR'000 (Unaudited)	2016 SR'000 (Unaudited)	2017 SR'000 (Unaudited)	2016 SR'000 (Unaudited)
Insurance Operations Gross outstanding claims at end of the period Gross outstanding claims at beginning of the period	1,177,592 (1,229,391)	1,232,460 (1,166,065)	1,177,592 (1,321,622)	1,232,460 (1,054,369)
	(51,799)	66,395	(144,030)	178,091
Reinsurer's share of outstanding claims at end of the period Reinsurer's share of outstanding claims at	(1,030)	(1,720)	(1,030)	(1,720)
beginning of the period	1,720	1,394	1,720	3,012
	690	(326)	690	1,292
Net movement in outstanding claims	(51,109)	66,069	(143,340)	179,383

### 10 INVESTMENT AND COMMISSION INCOME

	Three-month period ended 30 September		Nine-month period ended 30 September	
	2017 SR'000 (Unaudited)	2016 SR'000 (Unaudited)	2017 SR'000 (Unaudited)	2016 SR'000 (Unaudited)
Insurance Operations				
<ul> <li>Commission income</li> <li>Realised/unrealised gains on investments – net</li> </ul>	18,328 3,700	18,036 1,718	67,653 6,893	50,220 704
	22,028	19,754	74,546	50,924
Shareholder Operations				
- Commission income - Realised/unrealised gains/(losses) on investments	11,945	9,484	33,972	26,600
- net	1,059	(8,060)	7,525	(9,853)
	13,004	1,424	41,497	16,747

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 11 TRANSACTIONS WITH RELATED PARTIES

Related parties represent major shareholders, directors and key management personnel of the Company and entities controlled, jointly controlled or significantly influenced by such parties. All transactions with such related parties are conducted on normal terms and conditions and are approved by management.

The following are details of the related party transactions during the period ended 30 September and the related balances as at the 30 September 2017 and 31 December 2016:

Related party	Nature of transaction	ture of transaction Amount of transactions		Receivable/( balance	
		For the nine	For the nine		
		months period	months		2.1
		ended	period ended	30	31
		30 September	30 September	September	December
		2017	2016	2017	2016
		SR'000	SR'000	SR'000	SR'000
T		(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Insurance Operations					
Shareholders	Gross written premiums	27,950	26,852	3,203	2,156
Shareholders	Premium ceded	11,262	2,194	(11,240)	(3,844)
Shareholders	Claims paid	8,821	8,405	(779)	(763)
Shareholders	Medical costs charged				
	by providers	9,728	9,140	(90)	(779)
Shareholders	Expenses recharged to/from a related party-				
	net	284	1.695	284	
Shareholders	Tax equalisation - net		122	(1,169)	(1,169)
Bupa Middle East Holdings Two W.L.L.					
(Related party)	Trade mark fee	14,431	14,291	(14,431)	(19,331)
Board member					
(related party)	Sharia review services	113	113	22	(24)

#### a) Compensation to key management personnel:

The remuneration of the Board of Directors and other key management personnel during the period ended 30 September is as follows:

	2017 SR'000 (Unaudited)	2016 SR'000 (Unaudited)
Short-term benefits Long-term benefits	13,982 4,226	14,267 4,657
	18,208	18,924

Short-term benefits include salaries, allowances, commissions, annual bonuses and incentives whilst long-term benefits include employees' end of service benefits and the LTIP.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 12 ZAKAT AND INCOME TAX

The Zakat payable by the Company have been calculated in accordance with Saudi Arabian Fiscal regulations in Saudi Arabia.

Movements in the Zakat and income tax accrued during the period/year ended 30 September 2017 and 31 December 2016 respectively are as follows:

			Total	Total
	Zakat	Income tax	30 September	31 December
	payable	payable	2017	2016
	SR'000	SR'000	SR'000	SR '000
			(Unaudited)	(Audited)
Balance at beginning of the period/year	108,942	8,011	116,953	42,577
Provided during the period/year	32,021	24,340	56,361	137,354
Payments during the period/year	(12,356)	(25,636)	(37,992)	(62,978)
Balance at end of the period/year	128,607	6,715	135,322	116,953

#### Status of assessments

The Company has filed its Zakat and income tax returns for the financial years up to and including the year 2016 with the General Authority of Zakat and Tax (the "GAZT").

The Company has received final assessments for the fiscal periods 2008 through 2012 and initial assessments for the periods 2013 and 2014 raising additional demands aggregating to SR 40 million, principally on account of disallowance of FVIS investments and statutory deposits from Zakat base. The Company has filed appeals against these assessments with the GAZT. For the years 2011 and 2012, the Company has received Preliminary Objection Committee's decisions in favour of the GAZT for the additional zakat liability of SR 17 million and has filed appeal with the Higher Appeal Committee. The Company's management strongly believes in their stance and expects the decision to be received in their favour but has also accrued additional contingent provision for Zakat.

In addition, the Company is also awaiting the GAZT decision on additional submissions of 2014 relating to the treatment of the statutory deposit and the cooperative distribution for the fiscal periods 2008 through 2013.

The GAZT has not yet raised any assessment for the years 2015 and 2016

#### 13 SHARE CAPITAL

The share capital of the Company is SR 800 million divided into 80 million shares of SR 10 each (2016: 80 million shares of SR 10 each).

	Percentage	2017	Percentage	2016
	holding	SR'000	holding	SR'000
Major shareholders	52.3%	418,640	52.5%	420,000
General public	47.7%	381,360	47.5%	380,000
	100.0%	800,000	100.0%	800,000

On 19 Ramadan1438, corresponding 14 June 2017, after having received the required approvals, Bupa Investments Overseas Limited purchased the Nazer Group's ASAS Healthcare Company 8.0% shareholding in Bupa Arabia. Bupa Investments Overseas Limited now owns 34.25% and the Nazer Group owns 18.08%.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 14 STATUTORY RESERVE

As required by Saudi Arabian Insurance Regulations, 20% of the shareholders' income shall be set aside from net income as a statutory reserve until this reserve amounts to 100% of the paid-up share capital. The Company makes this transfer on an annual basis at 31 December. As at 30 September 2017, SR 403.9 million (31 December 2016: SR 403.9 million) had been set aside as a statutory reserve, representing 50.4% (31 December 2016: 50.4%) of the paid-up share capital.

#### 15 SHARE BASED PAYMENT

The Company offers a Long-Term Incentive Plan (LTIP), to certain eligible executives and the purpose of the scheme is to incentivize the senior management team to achieve the Company's long term goals and to attract and retain top performers. The plan provides focus on both current and future performance and enables the participants to share in the Company's success, and is measured based on net profit growth and profit margin. The plan vests over a period of a three year performance cycle. The Company's actual performance is assessed at the end of each year during the vesting period.

The LTIP scheme is an entirely equity-settled share based scheme under which the approved participants will receive Bupa Arabia shares after the completion of each three year performance period, the achievement of the performance measures, the achievement of the participant's conditions, and the completion of the required approvals. The LTIP scheme is supervised by the Nomination and Remuneration Committee (N&RC) after the LTIP scheme has been approved by the Board of Directors.

The cost of the plan is recognized over the period in which the service condition is fulfilled, ending on the date on which the relevant employees become fully entitled to the plan ('the vesting date'). The expense, recognized for the plan at each reporting date until the vesting date, reflects the Company's best estimate of the number of equity instruments that will ultimately vest. The charge or credit to the statement of shareholders' operations for a year represents the movement in cumulative expense recognized as at the beginning and end of that year.

The total LTIP expense recognised for employees' services received is included in the 'salaries and employee related expenses' with a corresponding increase in the statement of changes in shareholders' equity, as per the requirements of International Financial Reporting Standard (IFRS) 2 'Share Based Payments'. Any dividend distributions on the award shares during the vesting period are accumulated and transferred to the participants upon vesting. The Company has a practice to reflect the grant date as the date of completion of the LTIP shares purchase and to retain the LTIP shares with an investment broker, currently NCB Capital.

The LTIP transaction details are provided below:

Number of shares delivered / (disposed) — net	The grant date fair value of the shares	Amount 30 September 2017 SR'000
32,110	277	8,901
18,993	221	4,200
51,103	¥	=
92,669	115	10,693
(2,814)	139	(390)
(34,346)	139	(4,761)
(6,825)	115	(788)
96,491	115	11,060
247,381		28,915
	32,110 18,993 51,103 92,669 (2,814) (34,346) (6,825) 96,491	32,110       277         18,993       221         51,103       -         92,669       115         (2,814)       139         (34,346)       139         (6,825)       115         96,491       115

<sup>\*</sup> During December 2015 the Company issued Bonus shares, one per each issued share, and as a result received an additional 51,103 LTIP shares

<sup>\*\*</sup> The LTIP Scheme, and the 2017-2019 LTIP cycle shares purchases, were formally approved by the shareholders in the Extraordinary General Assembly Meeting held on Monday 12 Shaban 1438, corresponding to 8 May 2017, in accordance with the new Saudi Arabia laws and regulation

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 16 SEASONALITY AND SEGMENT INFORMATION

#### a) SEASONALITY

Due to the seasonality of the operations, higher revenues and operating profits are expected in the second half of the year when compared to the first half of the year.

#### b) **SEGMENT INFORMATION**

The Company only issues short-term insurance contracts for providing health care services ('medical insurance'). All the insurance operations of the Company are carried out in the Kingdom of Saudi Arabia. For management reporting purposes, the operations are monitored in two customer categories, based on the number of members covered. Major customers represent large corporates members, and all others are considered as non-major. Operating segments are reported in a manner consistent with internal reporting provided to the Chief Executive Team, which is responsible for allocating resources and assessing the performance of operating segments in line with the strategic decisions.

Operating segments do not include shareholders' operations of the Company.

Segment results do not include investment and commission income, other income, selling and marketing expenses and general and administration expenses.

Segment assets do not include cash and cash equivalents, murabaha deposits, investments, and prepayments and other assets. Segment liabilities do not include reinsurance balance payable, accrued expenses and other liabilities, due to shareholders' operations share based payment and policyholders' share of surplus from insurance operations.

Consistent with the Company's internal reporting process, operating segments have been approved by the management in respect of the Company's activities, assets and liabilities as stated below:

		For the thee-month period ended 30 September 2017 (Unaudited)		
	Major	Non-major	Total	
	SR'000	SR'000	SR'000	
Gross written premiums Premiums ceded	1,937,310	585,315	2,522,625	
	(15,639)	(10,011)	(25,650)	
Net written premiums  Movement in net unearned premiums	1,921,671	575,304	2,496,975	
	(732,492)	172,477	(560,015)	
Net earned premiums	1,189,179	747,781	1,936,960	
Claims paid	982,868	552,863	1,535,731	
Claims recovered	(5,941)	(3,342)	(9,283)	
Net claims paid Net movement in outstanding claims	976,927	549,521	1,526,448	
	(39,355)	(11,754)	(51,109)	
Net claims incurred	937,572	537,767	1,475,339	
Net underwriting result Unallocated income Unallocated expenses			461,621 22,052 (254,281)	
Surplus from insurance operations			229,392	

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 16 SEASONALITY AND SEGMENT INFORMATION (continued)

### b) SEGMENT INFORMATION (continued)

	For the three-month period ended 30 September 2016 (Unaudited)		
	Major SR'000	Non-major SR'000	Total SR'000
Gross written premiums Premiums ceded	1,964,902 (6,691)	613,755 (4,608)	2,578,657 (11,299)
Net written premiums  Movement in net unearned premiums	1,958,211 (766,531)	609,147 137,874	2,567,358 (628,657)
Net earned premiums	1,191,680	747,021	1,938,701
Claims paid Claims recovered	785,165 	547,415	1,332,580
Net claims paid Net movement in outstanding claims	785,165 38,928	547,415 27,141	1,332,580 66,069
Net claims incurred	824,093	574,556	1,398,649
Net underwriting result Unallocated income Unallocated expenses	<u> </u>	; <del></del>	540,052 19,757 (269,608)
Surplus from insurance operations			290,201

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 16 SEASONALITY AND SEGMENT INFORMATION (continued)

### b) SEGMENT INFORMATION (continued)

b) SEGMENT INFORMATION (continued)	For the nine-month period ended 30 September 2017 (Unaudited)		
	Major SR'000	Non-major SR'000	Total SR'000
Gross written premiums Premiums ceded	4,251,964 (37,192)	2,371,209 (21,005)	6,623,173 (58,197)
Net written premiums  Movement in net unearned premiums	4,214,772 (712,005)	2,350,204 (130,215)	6,564,976 (842,220)
Net earned premiums	3,502,767	2,219,989	5,722,756
Claims paid Claims recovered	3,093,221 (5,941)	1,726,006 (3,342)	4,819,227 (9,283)
Net claims paid Net movement in outstanding claims	3,087,280 (91,005)	1,722,664 (52,335)	4,809,944 (143,340)
Net claims incurred	2,996,275	1,670,329	4,666,604
Net underwriting result Unallocated income Unallocated expenses			1,056,152 74,570 (725,944)
Surplus from insurance operations			404,778
	For the nine-month period ended 30 September 2016 (Unaudited)		
	Major SR'000	Non-major SR'000	Total SR'000
Gross written premiums Premiums ceded	4,399,415 (19,843)	2,452,992 (13,962)	6,852,407 (33,805)
Net written premiums  Movement in net unearned premiums	4,379,572 (866,848)	2,439,030 (266,857)	6,818,602 (1,133,705)
Net earned premiums	3,512,724	2,172,173	5,684,897
Claims paid Claims recovered	2,701,731	1,632,709	4,334,440
Net claims paid Net movement in outstanding claims	2,701,731 110,506	1,632,709 68,877	4,334,440 179,383
Net claims incurred	2,812,237	1,701,586	4,513,823
Net underwriting result Unallocated income Unallocated expenses			1,171,074 51,005 (746,612)
Surplus from insurance operations			475,467

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

### 16 SEASONALITY AND SEGMENT INFORMATION (continued)

#### b) SEGMENT INFORMATION (continued)

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	As at 30 Sep	As at 30 September 2017 (Unaudited)		
	Major	Non-major	Total	
	SR'000	SR'000	SR'000	
Insurance operations' assets				
Premiums receivable – net	1,130,074	768,130	1,898,204	
Reinsurer's share of unearned premiums	· · · · · ·	7,177	7,177	
Reinsurer's share of outstanding claims	937	93	1,030	
Deferred policy acquisition costs	32,555	39,789	72,344	
Unallocated assets	,	,	3,540,918	
Total			5,519,673	
Insurance operations' liabilities and surplus				
Unearned premiums	1,532,317	2,410,715	3,943,032	
Outstanding claims	753,659	423,933	1,177,592	
Unallocated liabilities and surplus	700,000	120,500	399,049	
Total			5,519,673	
	Major	Non-major	Total	
	SR'000	SR'000	SR'000	
Insurance operations' assets				
Premiums receivable – net	615,851	364,692	980,543	
Reinsurer's share of unearned premiums		1,356	1,356	
Reinsurer's share of outstanding claims	1,560	160	1,720	
Deferred policy acquisition costs	57,173	15,108	72,281	
Unallocated assets			3,865,482	
Total			4,921,382	
Insurance operations' liabilities and surplus				
Unearned premiums	1,346,496	1,748,494	3,094,990	
Outstanding claims	837,479	484,143	1,321,622	
Unallocated liabilities and surplus	•	,	504,770	
Total			4,921,382	

#### 17 DIVIDENDS

On 14 Jumada Al-Akhirah 1438 (corresponding to 13 March 2017), the Company's Board of Directors proposed to pay a dividend, for the year ended 31 December 2016, of SR 1.5 per share totalling SR 120 million to its shareholders (2015: SR160 million). This dividend proposal was presented and approved by the shareholders in the Extraordinary General Assembly Meeting held on Monday 12 Shaban 1438, corresponding to 8 May 2017 and accordingly the dividend payment was completed on 25 Shaban 1438, corresponding to 21 May 2017.

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (continued) At 30 September 2017

#### 18 EARNINGS PER SHARE

The basic and diluted earnings per share have been calculated by dividing the net income for the period by the weighted average number of ordinary shares issued and outstanding at the period end.

Diluted earnings per share were not applicable to the Company.

#### 19 FAIR VALUE OF FINANCIAL INSTRUMENTS

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

The principal or the most advantageous market must be accessible to by the Company.

The Company's financial assets consist of cash and cash equivalents, murabaha deposits, premiums receivable, investments, re-insurance share of outstanding claims, statutory deposits and other receivables and its financial liabilities consist of outstanding claims, reinsurance balance payable, obligation under LTIP, due to shareholders' operations, amount due to related parties and other liabilities. The fair values of financial instruments are not materially different from their carrying values. At 30 September 2017 and 31 December 2016, apart from the FVIS and available for sale investments which are carried at fair value (note 6), there were no other financial instruments held by the Company that were measured at fair value.

- b) 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 instrument (i.e., without modification or repackaging);
  - 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.

As at 30 September 2017 and 31 December 2016, all financial instruments which are fair valued are Level 2 instruments. The Company determines level 2 fair value of FVIS and available for sale investments based on net asset value of investments at period end. There were no transfer between levels 1, 2 and 3 during the period.

#### 20 APPROVAL OF INTERIM CONDENSED FINANCIAL STATEMENTS

These interim condensed financial statements have been approved by the Board of Directors on 2 Safar 1439H, corresponding to 22 October 2017.