Investor Presentation Q3 2022 Saudi Reinsurance Company

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Scaling the Heights

Our saga to date tells of a historic journey of exponential growth and diversification. At inception, we focused on building capacity while setting a tone and an ethos. Very rapidly, we were making inroads regionally and building scale. And last year, Saudi Re recorded phenomenal growth and achieved industry-leading excellence regionally. In the years ahead, we have set our sights on scaling the heights in the international sphere, embracing greater diversification as we go.









9m 2022 Results Main Highlights



Growth:

- Resilient Top line, as GWP (SR 1,198M) figures have exceeded last year's same period by 7.5% and Total 2021 figures by 7.4%.
- IDI premium have contributed 29% to the GWP of 9m of 2022.
- A growth in net earned premiums by 6% compared to same period last year.

Technical performance:

- A strong technical performance resulting in a Technical ratio of 83.7% and growth in reinsurance operations of 114% as compared to last year same period.
- Despite of CAT loss events, the reported claims ratio is within the expected range

Solvency:

 Strong Solvency and Asset growth as SAMA solvency margin is at 269% and Total Assets reached SAR 4.1 BLN.

Local development Main Highlights



IDI

 IDI premium (SR 343M) has grown substantially and have contributed 29% to the GWP of 9m of 2022.

Local Cession

Implementation of Reinsurance Cession to the Local Reinsurance Market by SAMA:

During the negotiation of concluding reinsurance treaty (proportional and non-proportional) for all classes of business, Insurance Companies are required to offer a percentage of their reinsurance treaties to the local reinsurance market, either directly or through reinsurance brokerage companies, as specified below:

- 1. Twenty percent (20%) at least commencing on 01/01/2023 and thereafter.
- 2. Twenty five percent (25%) at least commencing on 01/01/2024 and thereafter.
- 3. Thirty percent (30%) at least commencing on 01/01/2025 and thereafter.

Capital Increase - 2022

Recommended Rights Issue boosts capital by 50% to Support Growth and Strengthen Financial Position

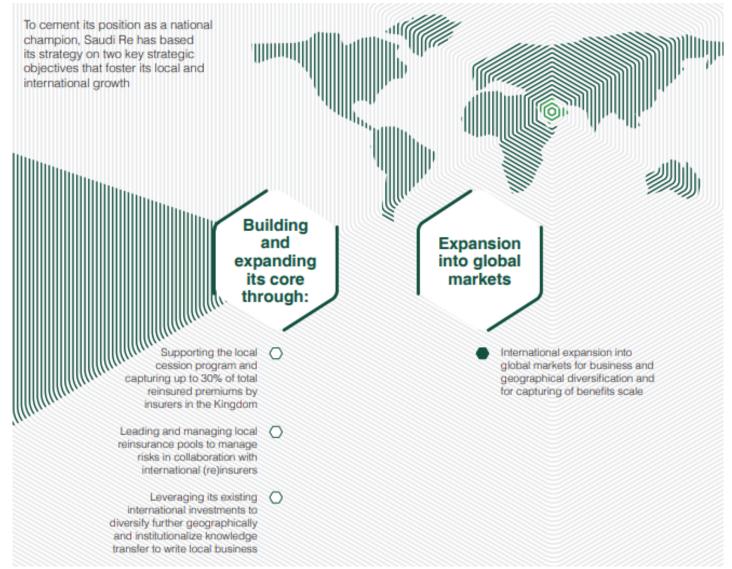


1		Improve Capacity	√	Local Cession	 Reinforcement of 30% compulsory cession, Privileged competitive position as the only local reinsurer
	建筑 湖	to Capitalize on Unique Local	✓	IDI	 Cater for Inherent Defect Insurance implementation Exclusive Reinsurer of IDI program
		Growth Opportunities	✓	Growing RI Market	 Saudi Reinsurance Market grew to SAR 7.4 B in 2021 14% Avg Annual Growth 2018-2021 Strengthening Macro outlook in KSA
2		Sustain	√	Strong Foothold in MENA & Asia	 Presence in 40+ markets in MENA, Asia and Lloyds Ranked #1 In 2021 among MENA reinsurers Balanced portfolio with 52% international Business
		International Diversification	√	Lloyds Market	 49.9% Ownership in Probitas Holding Ranked among the top 3 best performing syndicates
			√	Acquisition Opportunities	■ Potential to acquire companies
3		Support Credit Rating	✓ A3 Moody's		 Current Rating: A3 by Moody's, stable outlook Moody's: "Capital Increase is Credit Positive"
	A		✓	Improved Profitability	 Capital Increase paves the way for possible credit rating upgrade which brings new opportunities for profitable growth

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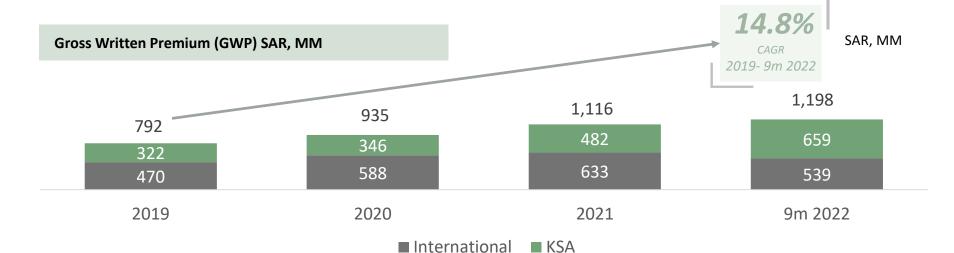
Strategic Direction



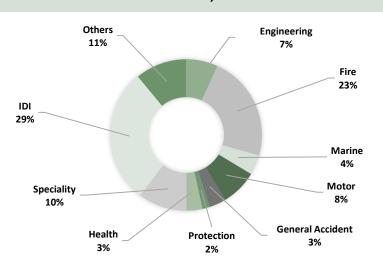


Underwriting Portfolio Overview Diversified Growth

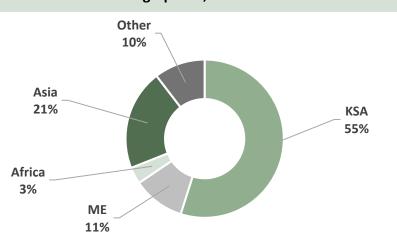




Portfolio Mix - Line of Business, 9m 2022



Portfolio Mix – Geographical, 9m 2022



Financial YOY Comparison

Sustainable profitability



Items / Periods		SAR'000					
items / Perious	30-Sep-22	31-Dec-21	31-Dec-20	31-Dec-19			
Gross premiums written	1,197,864	1,115,879	935,114	792,848			
Net premiums written	808,196	958,968	772,639	646,605			
Net premiums earned	670,506	854,730	647,121	642,535			
Net Claims Incurred	(417,665)	(565,312)	(391,980)	(417,070)			
Premium Deficiency reserve	-	-	-	-			
Net Acquisition Costs	(143,380)	(217,792)	(185,992)	(158,221)			
Net underwriting results	109,460	71,626	69,149	67,244			
Policyholder net investment income	(3,444)	3,976	3,674	9,139			
Other income	418	730	228	-			
Underwriting - General and administrative expenses	(60,420)	(50,620)	(38,729)	(41,203)			
Net surplus/(deficit) from reinsurance operations	46,014	25,712	34,322	35,179			
Shareholder net investment income	21,548	42,969	33,765	36,341			
Other income	1	379	6,485	1,000.00			
Shareholders' - General and administrative expenses	(13,278)	(13,174)	(10,447)	(9,684)			
Net income/(Loss) for the period	54,285	55,886	64,124	62,836			
Zakat & Tax Provision	(10,380)	(15,005)	(14,774)	(13,873)			
Other comprehensive loss	(12,505)	(2,124)	2,191	(3,021)			
Policyholder surplus transfer	(4,601)	(2,571)	(3,432)	(3,518)			
Total comprehensive (Loss)/Income - Shareholders	26,799	36,186	48,109	42,423			

Analysis of Net Comprehensive Income



	As Sep-2022	As June-2022			
Items / Amount	SAR'000				
Profits from operations	50,016.2	22,481.3			
Investment income from core portfolio	19,108.7	10,827.0			
Investment income from Probitas	19,353.9	9,657.2			
Sub-Total	88,478.9	43,366.9			
Zakat & Surplus	-14,981.5	-8,705.5			
Operating Income Net of Zakat & Surplus	73,497.3	34,661.4			
<u>Unrealize</u>	d Losses due to Currency and Investment flu	uctuations			
Loss from equity investments	-133.2	-1,427.8			
Loss from fixed income	-20,225.8	-17,050.3			
Loss from FX rates - on financial assets	-13,835.8	-8,963.8 -6,337.6			
Translation losses of Probitas - Saudi Re Share	-12,504.7				
Total	-46,699.5	-33,779.5			
Net Comprehensive Income after Zakat	26,797.8	881.9			

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Key Operational Ratios Sustainable Performance



	2022	2021	2020	2019
	30-Sep-22	31-Dec-21	31-Dec-20	31-Dec-19
Premium Growth	7.0%	19%	18%	10%
Retention Ratio	67.0%	85.9%	83%	82%
Net Claims Ratio	62.3%	66.1%	61%	65%
Net Acquisition cost ratio	21.4%	25.5%	29%	25%
Technical Ratio	83.7%	91.6%	89%	90%
G&A Expense Ratio	11.0%	7.46%	8%	8%
Combined Ratio	94.7%	99.1%	97%	97%

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Financials 9m 2022 Balanced profitability across geographical segment



For the nine month periods ended 30 September 2022 (Unaudited)	Kingdom of Saudi Arabia SR	Other Middle Eastern Countries SR	Africa SR	Asia SR	Other territories SR	Total SR
<u>REVENUES</u>						
Gross written premiums	657,691,375	127,631,039	41,007,689	246,815,279	124,718,292	1,197,863,674
Retroceded premiums	(366,693,940)	23,034	1,788	1,397,890		(365,271,228)
Excess of loss expenses	(12,120,158)	(3,323,173)	(1,942,671)	(7,000,945)	(9,837)	(24,396,784)
Net written premiums	278,877,277	124,330,900	39,066,806	241,212,224	124,708,455	808,195,662
Changes in unearned premiums, net	(27,337,045)	(34,447,293)	(7,725,923)	(26,383,923)	(41,795,853)	(137,690,037)
Net earned premiums	251,540,232	89,883,607	31,340,883	214,828,301	82,912,602	670,505,625
Retrocession commissions	8,317,197	(867)	(14)	736,682		9,052,998
TOTAL REVENUES	259,857,429	89,882,740	31,340,869	215,564,983	82,912,602	679,558,623
UNDERWRITING COSTS AND EXPENSES						
Gross claims paid	(153,158,639)	(47,038,892)	(17,574,385)	(130,297,208)	(31,903,706)	(379,972,830)
Retroceded share of claims paid	61,537,179	610,712	180	10,120,480		72,268,551
Net claims paid	(91,621,460)	(46,428,180)	(17,574,205)	(120,176,728)	(31,903,706)	(307,704,279)
Changes in outstanding claims, net	3,429,377	11,301,793	3,510,043	(15,574,015)	917,336	3,584,534
Changes in Incurred but not reported claims, net	(76,593,234)	(11,303,302)	(7,025,851)	(1,802,653)	(16,820,359)	(113,545,399)
Net claims incurred	(164,785,317)	(46,429,689)	(21,090,013)	(137,553,396)	(47,806,729)	(417,665,144)
Policy acquisition costs and profit commissions	(46,576,026)	(22,331,439)	(8,997,094)	(55,075,917)	(15,757,923)	(148,738,399)
Other underwriting expenses	(1,549,152)	(472,092)	(165,752)	(1,126,093)	(381,650)	(3,694,739)
TOTAL UNDERWRITING COSTS AND EXPENSES	(212,910,495)	(69,233,220)	(30,252,859)	(193,755,406)	(63,946,302)	(570,098,282)
NET UNDERWRITING INCOME / (LOSS)	46,946,934	20,649,520	1,088,010	21,809,577	18,966,300	109,460,341

Financials 9m 2022

Balanced profitability across lines Of Business



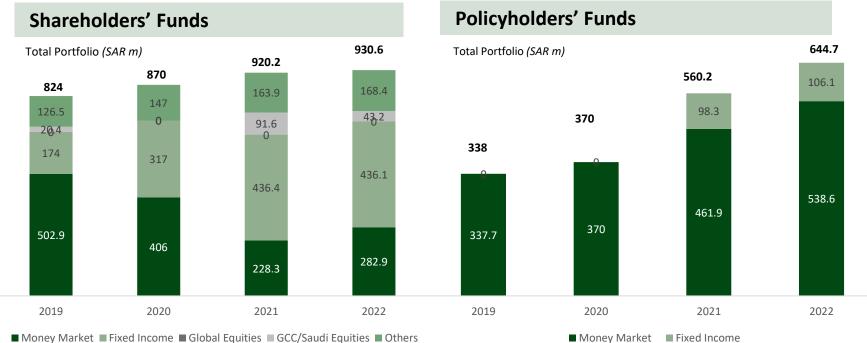
For the nine-month period ended 30 September 2022 (Unaudited)	Engineering SR	Fire SR	Marine SR	Motor SR	General Accident SR	Protection SR	Health SR	Speciality SR	Inherent Defects Insurance SR	Others SR	Total SR
<u>REVENUES</u>											
Gross written premiums	80,934,170	270,739,271	51,007,854	93,264,921	42,696,205	18,852,372	40,868,143	124,630,946	343,165,520	131,704,272	1,197,863,674
Retroceded premiums	(10,281,007)	(18,572,166)	1,304		(3,460,244)				(332,085,303)	(873,812)	(365,271,228)
Excess of loss expenses	(4,393,386)	(11,200,867)	(1,056,123)	(3,964)	(229,163)	(401,955)				(7,111,326)	(24,396,784)
Net written premiums	66,259,777	240,966,238	49,953,035	93,260,957	39,006,798	18,450,417	40,868,143	124,630,946	11,080,217	123,719,134	808,195,662
Changes in unearned premiums, net	(10,471,400)	(55,772,051)	(9,116,540)	(14,569,376)	(10,088,599)	(908,288)	43,545,075	(41,840,016)	(11,080,173)	(27,388,669)	(137,690,037)
Net earned premiums	55,788,377	185,194,187	40,836,495	78,691,581	28,918,199	17,542,129	84,413,218	82,790,930	44	96,330,465	670,505,625
Retrocession commissions	1,152,350	3,132,606	233,759		963,302	(13,953)			674,900	2,910,034	9,052,998
TOTAL REVENUES	56,940,727	188,326,793	41,070,254	78,691,581	29,881,501	17,528,176	84,413,218	82,790,930	674,944	99,240,499	679,558,623
UNDERWRITING COSTS AND EXPENSES											
Gross claims paid	(25,525,327)	(75,312,299)	(63,954,465)	(34,506,137)	(24,980,230)	(36,566,454)	(25,949,861)	(31,418,660)		(61,759,397)	(379,972,830)
Retroceded share of claims paid	729,628	1,145,203	37,002,784		10,272,826	20,521				23,097,589	72,268,551
Net claims paid	(24,795,699)	(74,167,096)	(26,951,681)	(34,506,137)	(14,707,404)	(36,545,933)	(25,949,861)	(31,418,660)		(38,661,808)	(307,704,279)
Changes in outstanding claims, net	5,325,587	(20,245,144)	811,481	4,355,189	(2,832,641)	12,224,561	(2,927,507)			6,873,008	3,584,534
Changes in Incurred but not reported claims, net	(2,356,102)	(13,317,500)	(1,871,749)	(26,000,955)	1,056,966	7,397,061	(47,248,060)	(16,795,574)	(5,788)	(14,403,698)	(113,545,399)
Net claims incurred	(21,826,214)	(107,729,740)	(28,011,949)	(56,151,903)	(16,483,079)	(16,924,311)	(76,125,428)	(48,214,234)		(46,192,498)	(417,665,144)
Policy acquisition costs and profit commissions	(20,099,105)	(57,480,364)	(9,198,241)	(8,913,772)	(10,098,816)	(2,366,540)	(2,828,236)	(15,741,692)	(502 526)	(21,428,107)	(148,738,399)
Other underwriting expenses	(314,909)	(1,058,475)	(248,345)	(393,478)	(199,671)	(89,704)	(422,066)	(380,993)	7,280	(594,377)	(3,694,739)
TOTAL UNDERWRITING COSTS AND EXPENSES	(42,240,228)	(166,268,579)	(37,458,536)	(65,459,153)	(26,781,566)	(19,380,555)	(79,375,730)	(64,336,919)	(582,034)	(68,214,982)	(570,098,282)
NET UNDERWRITING INCOME / (LOSS)	14,700,499	22,058,214	3,611,718	13,232,428	3,099,935	(1,852,379)	5,037,488	18,454,011	92,910	31,025,517	109,460,341

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Investments 9m 2022







Return 3Q 2022	3Q SAR(000')	YTD SAR (000')	YTD %
Probitas	9,698	19,354	13.11
RE	965	-1,349	-5.56
Saudi Equity	-25	1,232	1.62
Global FI	-1,888	-6,657	-12.5
Fixed Income	3,669	9,106	2.72
Money Market	2,117	5,145	1.98
Total	14,536	26,831	3.96

Return 3Q 2022	3Q SAR(000')	YTD SAR (000')	YTD %
Fixed Income	304	657	2.63
Global FI	-2,341	-13,152	-12.5
Money Market	3,698	8,172	1.80
Total	1,662	-4,323	-0.85

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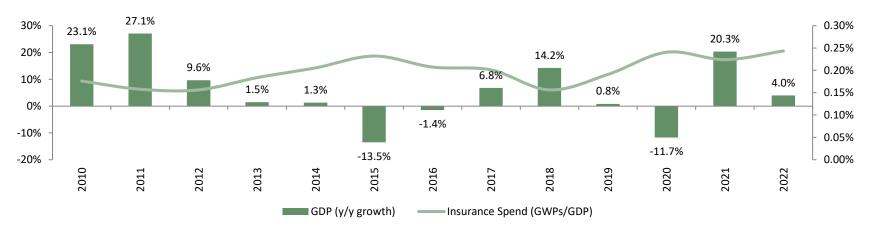
Capital Increase - 2022

Proposed rights issue boosts capital by 50% ahead of peak GWP growth and valuations





Promising Growth Opportunities



^{*} Source: Argaam Capital Research

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IFRS 17 Awareness



Financials "Note # 3" Overview



- This standard has been published on May 18, 2017, it establishes the principles for the recognition, measurement, presentation and disclosure of insurance contracts and supersedes IFRS 4 – Insurance contracts.
- The new standard applies to insurance contracts issued, to all reinsurance contracts and to investment contracts with discretionary participating features provided the entity also issues insurance contracts. It requires to separate the following components from insurance contracts:
 - i) embedded derivatives, if they meet certain specified criteria;
 - ii) distinct investment components; and
 - iii) any promise to transfer distinct goods or noninsurance services.

- These components should be accounted for separately in accordance with the related standards (IFRS 9 and IFRS 15).
- IFRS 17 is a new accounting standard for (re)insurers that will be applicable to financial reporting periods beginning 1 January 2023.
- IFRS 17 is a significant development in accounting that will have a fundamental impact on the methodology, process, systems and results.
- The new accounting standard will require a new approach to the measurement, reporting and disclosure of profitability for insurance and reinsurance contracts.

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IFRS 17 Awareness



Measurement Models

There are three measurement models under IFRS 17:

- **1. General model (GM):** Default model for all (re)insurance contracts
- **2. Premium allocation approach (PAA):** optional for short term contract with little variability.
- **3. Variable fee approach:** to deal with business where the payment to insured are linked to the underling items, e.g. assets.

Definitions

- Risk adjustment: reflects the compensation that Saudi Re requires for non-financial risks that are present in the contracts sold,
- Discounting: adjusts the estimates of future cash flows to reflect the time value of money and the financial risks related to those cash flows, to the extent that the financial risks are not included in the estimates of cash flows.
- Expected value of future cash flows: An entity estimates future cash flows for insurance contracts based on the expected value of the full range of possible outcomes.
- Contractual service margin: Represents the unearned profit under the contract, i.e. the amount the entity expects to be compensated for providing insurance service.

IFRS 17 Awareness Measurement Model for Non Life (Re)insurers



	Current IFRS	New IFRS (17)				
		General Model	PAA			
		Risk adjustment	Risk adjustment			
Expired Risk		Discounting	Discounting			
	Claim Reserve	Expected value of future cash flows	Expected value of future cash flows			
		Contractual service margin				
Unexpired Risk	Unearned Premuim Reserve less Deferred Acquisition Cost	Risk adjustment Discounting Expected value of future	Premium (less acquisition costs) unearned			
		Expected value of future cash flows				

IFRS 17 Awareness



Transition

- Retrospective Approach: IFRS 17 is applied retrospectively to all contracts in-force at the transition date unless it is impracticable to do so. In this case either of the below approaches can be adopted:
 - Modified retrospective Approach: it is a modifications to full retrospective application.
 - Fair value approach: uses the fair value of the contracts at the date of transition to determine a value for the contractual service margin ('CSM').

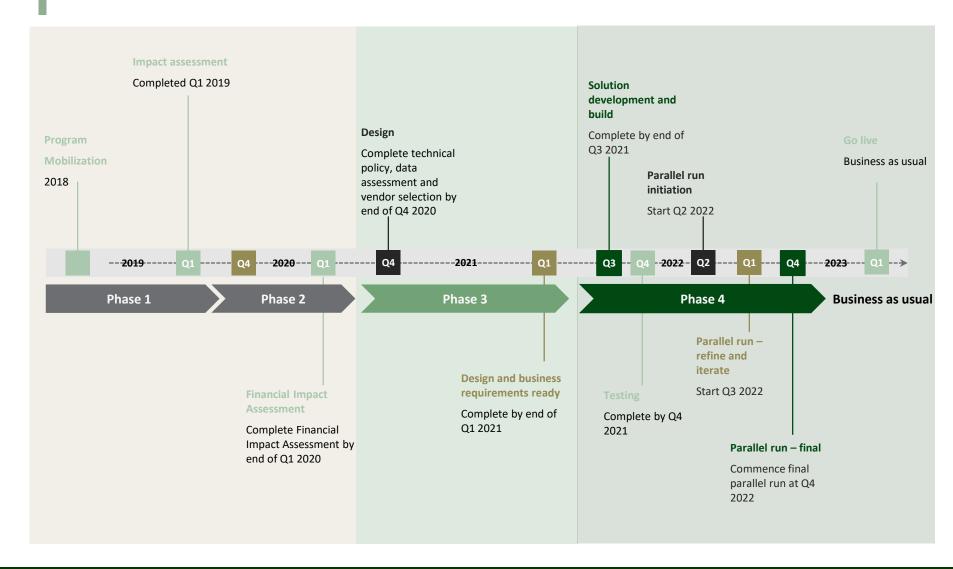
Comparative

 IFRSs require an entity to present one year of comparative information., therefore, 2022 financial will be presented as a comparative information.

 IAS 8 requires entities to provide disclosures about the effect of applying IFRS 17 in the periods before IFRS 17's mandatory effective date. Therefore, Saudi Re discloses in its financial statement the effect of applying IFRS 17.

IFRS 17 Awareness Saudi Re's IFRS 17 Program Timeline







Profile and Strategic Direction



Saudi Re Profile



















Strategic Direction

Focus On Delivering Value To Stakeholders





Scale

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.

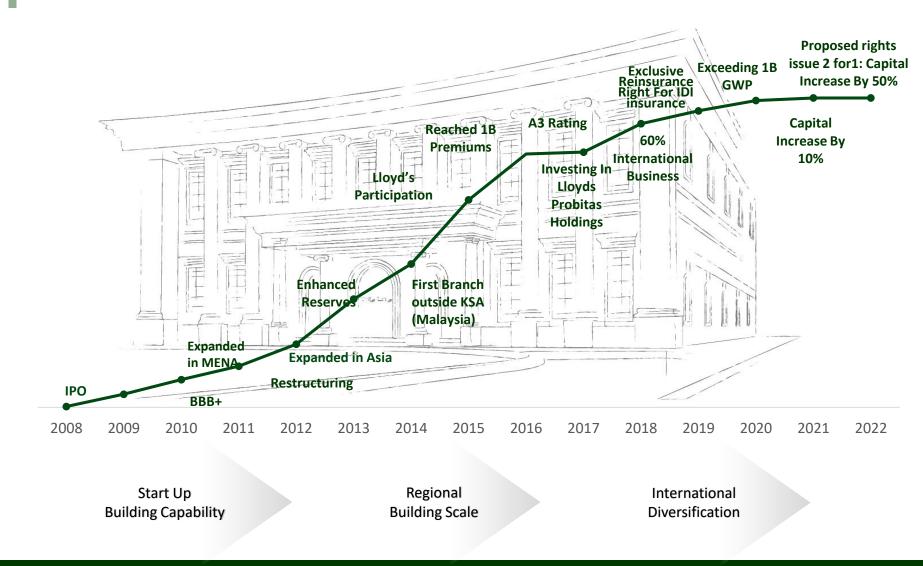


Financial soundness

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.

Strategic Milestones Steady Growth Trajectory

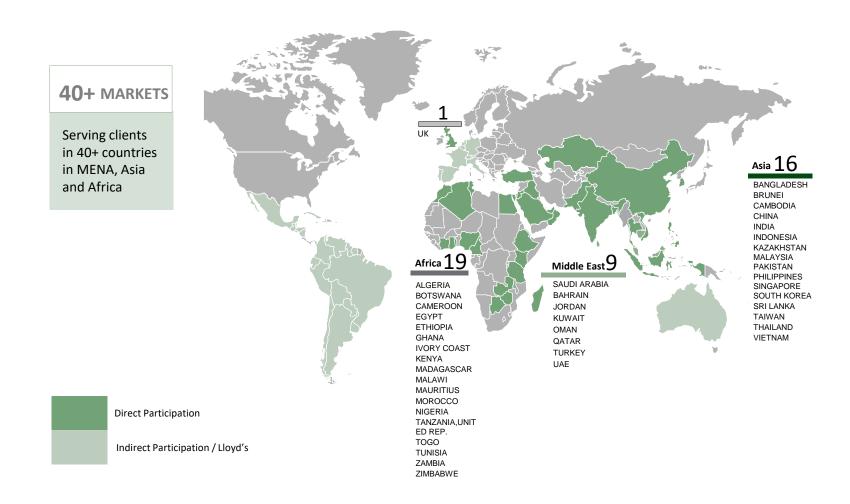




Saudi Re Geo Presence

International Expansion & Diversification







Rating & Certification



Financial Strength Rating

Reflecting Competitive Advantages and Solid Financial Position





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.

Moody's report on Saudi Re dated 19th June 2022.

Link to the Announcement – Link To The Report

Shariyah Compliant Shariyah Review Bureau



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





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الحمدالله رب العالمين والصلاة والسلام على سيدنا محمد وعلى آله وصحبه أجمعين، وبعد

min

هذه الشهادة تشكل إعلانًا من قبل لجنة الرقابة الشرعية ("اللجنة") للشركة السعودية This certificate constitutes as a Pronouncement by The Shari'a Supervisory Committee (SSC) in its capacity as the SSC of Saudi Reinsurance Company "Company."

The Company's activities and operations were reviewed in order to obtain all information and explanations that we considered necessary to provide us with sufficient evidence to ensure the Company did not breach the SSC

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.

adherence with directed Shari'a policies and report any defective processes.

لا تعد صلاحية هذه الشهادة دائمة مدى الحياة، وبقاء صلاحيتها مشروط بإجراء عملية 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://shariyah.com/track-certificates/

Allah is the Guide to Success. Shariyah Review Bureau 31st August 2022

تمت عملية مراجعة أنشطة الشركة وعملياتها من أجل العصول على جميع المعلومات والتفسيرات التي اعتبرناها ضرورية لتزويدنا بأدلة تكفي لإعطاء تاكيد معقول بأن الشركة لم تخالف الضوابط والمعايير الشرعية.

بناء على عملية المراجعة المنفذة وبعد الأخذ بالاعتبار جميع الملاحظات والتوصيات التى أقرتها اللجنة في شهادة الاعتماد الشرعي الأساسية ("الشهادة الأساسية") والتي تحمل الرقم التسلسلي: 20-40-10-10-578-*، فإن الهوشرات الناتجة عن تحمل المراجعة تبين أن عمليات وأنشطة الشركة تمارس وفقاً للضوابط والمعايير الشرعية التي أقرتها اللجنة للشركة، تجدر الإشارة إلى أن هذه الشهادة هي جزء لا يتجزء من الشهادة الأساسية حيث يجب أن تقرأ معها بما تتضمنه من المعلومات

سوف تتولى دار المراجعة الشرعية بالنيابة عن اللجنة مسؤولية الرقابة والمراجعة على SRB will lead the supervision and monitoring of the company's transactions موف تتولى دار المراجعة عالى التدقيق الشرعية بالإضافة إلى التدقيق الشرعية من أجل تقييم from a Shan'a perspective on behalf of the SSC. It will also engage in the عمليات الشركة من الناحية الشرعية، بالإضافة إلى التدقيق الشرعي من أجل تقييم Shan'a Audit to investigate and evaluate the extent of the Company's أو الإبلاغ عن أي

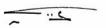
التدقيق الشرعي الدوري وإصدار تقرير منوي بتتانج تلك العُملية، وتَعَد الشُهادة منتهيّة الصلاحية في حال عدم صدور هذا التقرير

"يمكن الاطلاع على الشهادة الرئيسية عبر زيارة الموقع أدناه وإدخل رقم الاعتماد الشرعي للشهادة https://shariyah.com/track-certificates/

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فضيلة الشيخ د محمد علي القري Shaikh D. Muhammad Ali Elgari



فضيلة الشيخ درصلاح فهد الشلهوب Shaikh D. Salah Fahad Al Shalhoob

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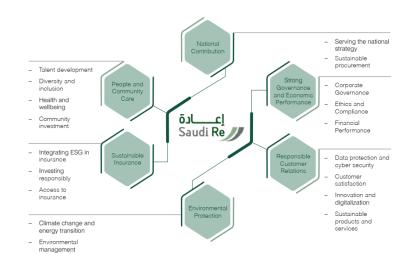
Certificate # SRE-1567-01-01-04-20-01

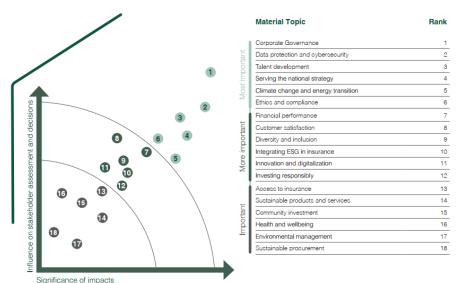
ESGFramework



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.





Thank you

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