



UAE INSURANCE INDUSTRY PERFORMANCE FOR LISTED COMPANIES FOR THE FIRST THREE MONTHS ENDED MARCH 2022

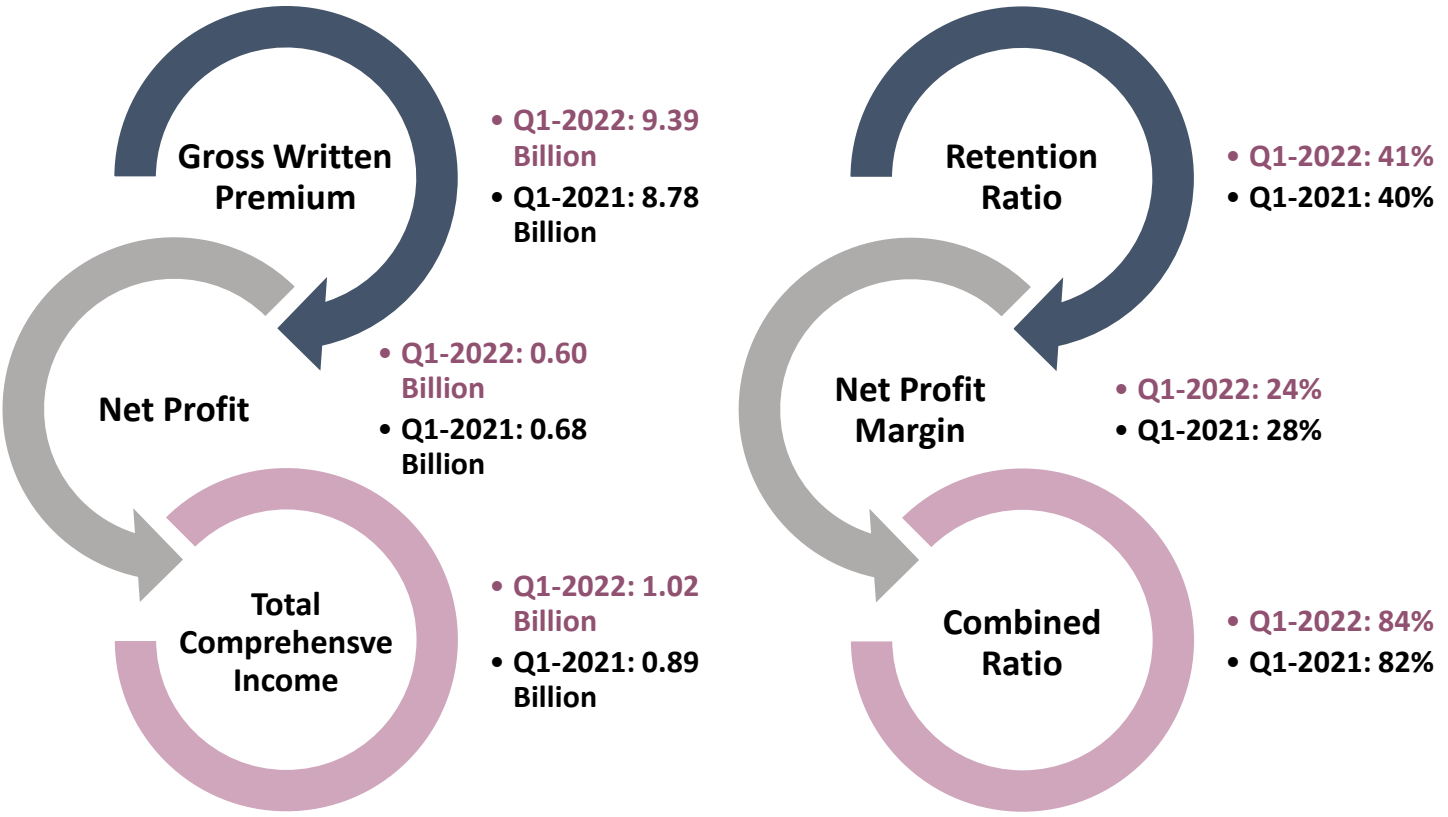




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INDUSTRY HIGHLIGHTS

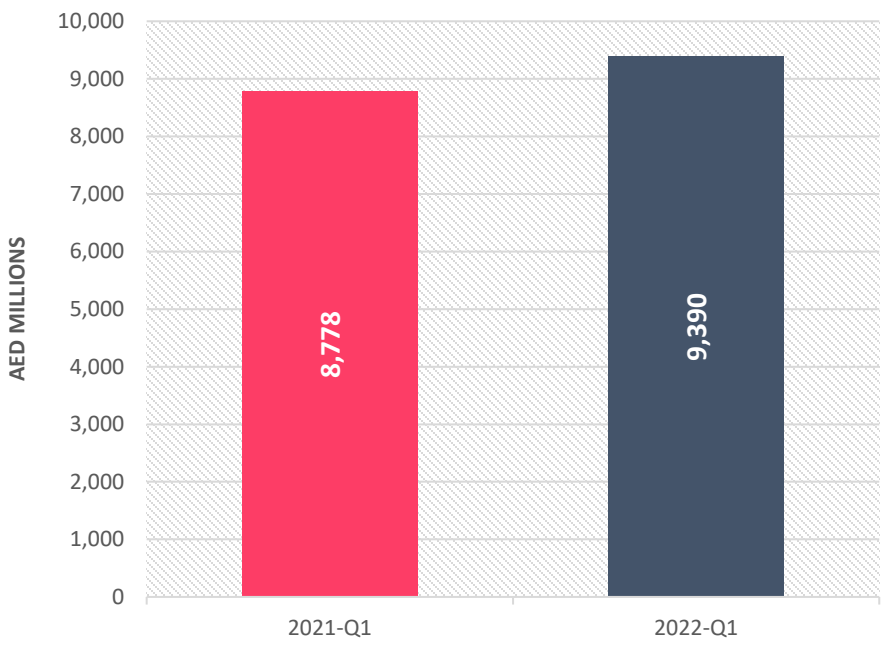




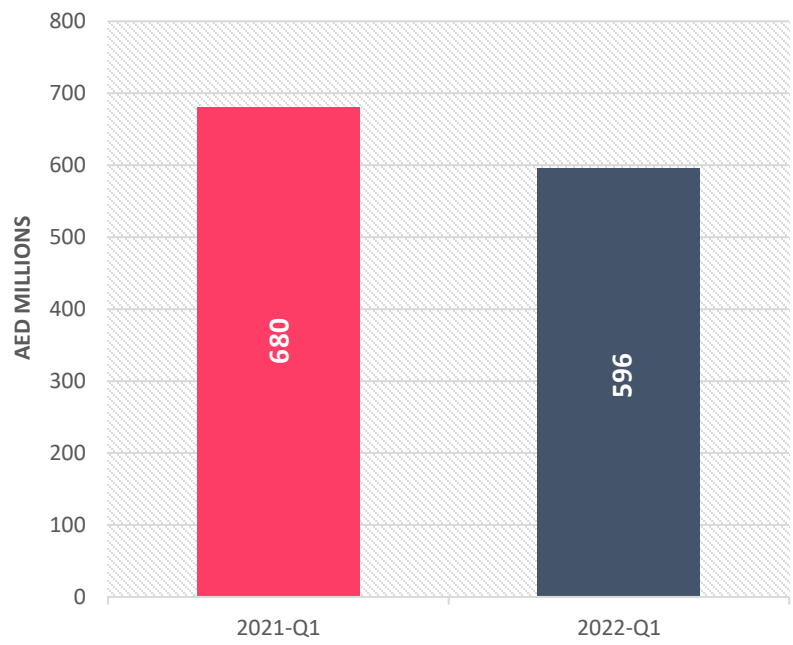
MARKET SUMMARY & HIGH-LEVEL PERFORMANCE INDICATORS

MARKET TREND

GROSS WRITTEN PREMIUM MOVEMENT



NET PROFIT MOVEMENT

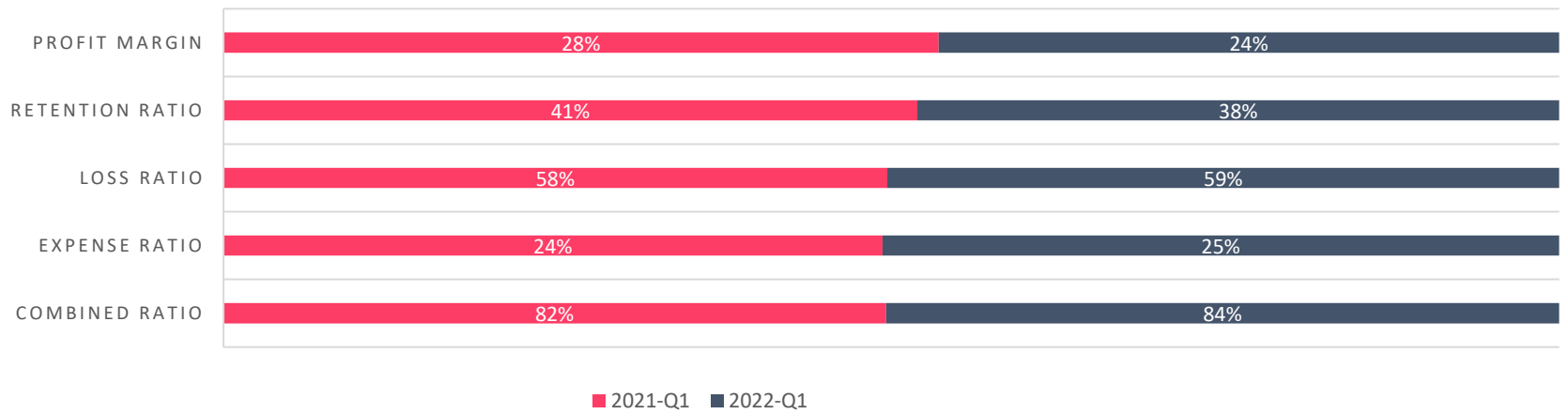
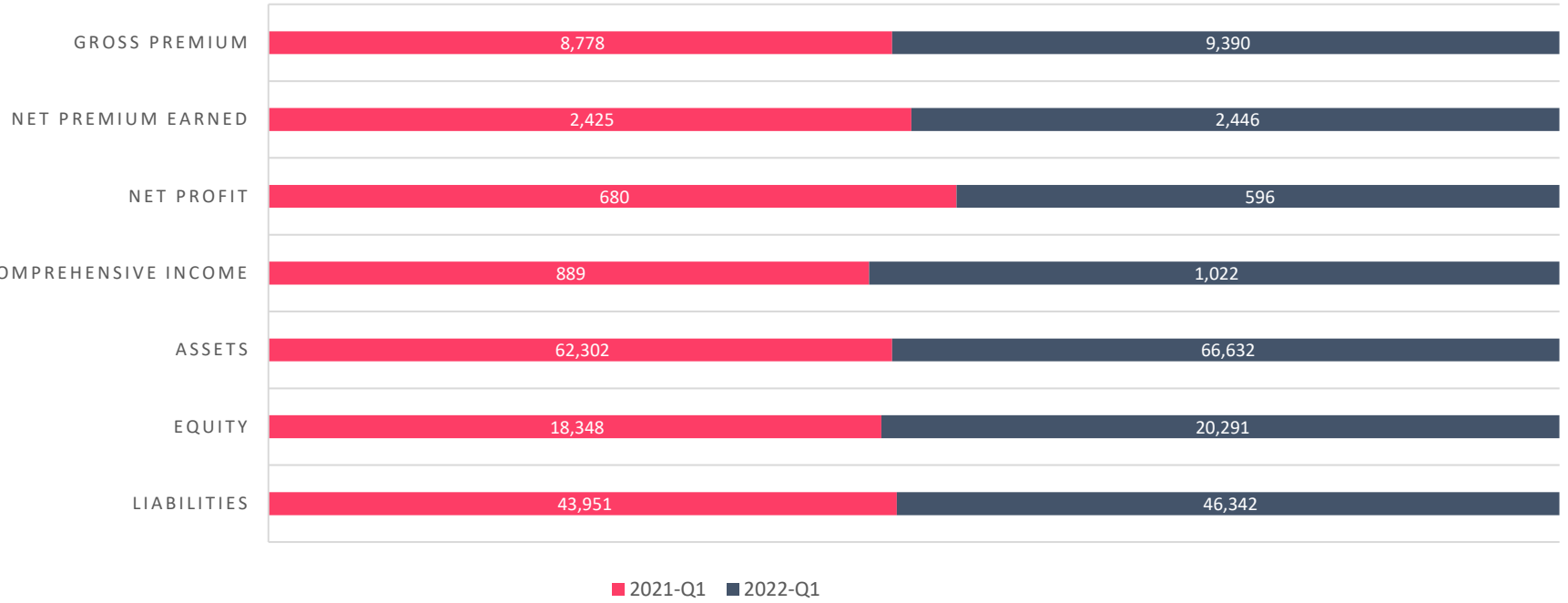


- The total gross written premium for UAE Insurance Industry Listed Companies stood at AED 9.39 Billion for Q1 -2022 as compared to AED 8.78 Billion for Q1-2021. This depicts a top line growth of 6.97% mainly driven by Orient, ADNIC and OIC which grew by 15% for the respective period.
- On the other hand, the bottom line for the listed UAE insurance companies amounted to AED 596 Million in Q1 -2022, observing a decline of 12.34% from AED 680 Million in Q1-2021. The decline is attributed to fall in net profits of ADNIC by AED 48.95 Million and ASNIC by AED 28.16 Million.



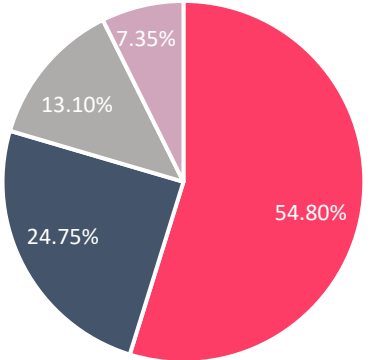
MARKET SUMMARY

AED MILLIONS

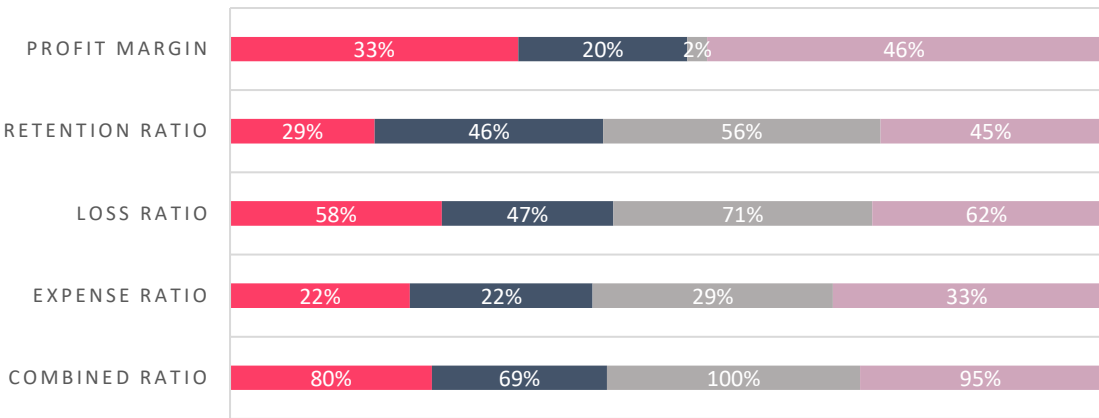


ANALYSIS BY COMPANIES CATEGORIZATION

GROSS WRITTEN PREMIUM

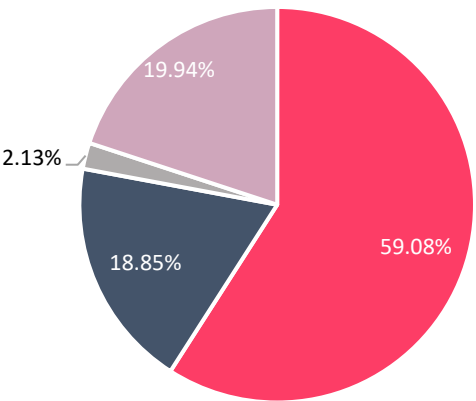


■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Tier 4



■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Tier 4

NET PROFIT



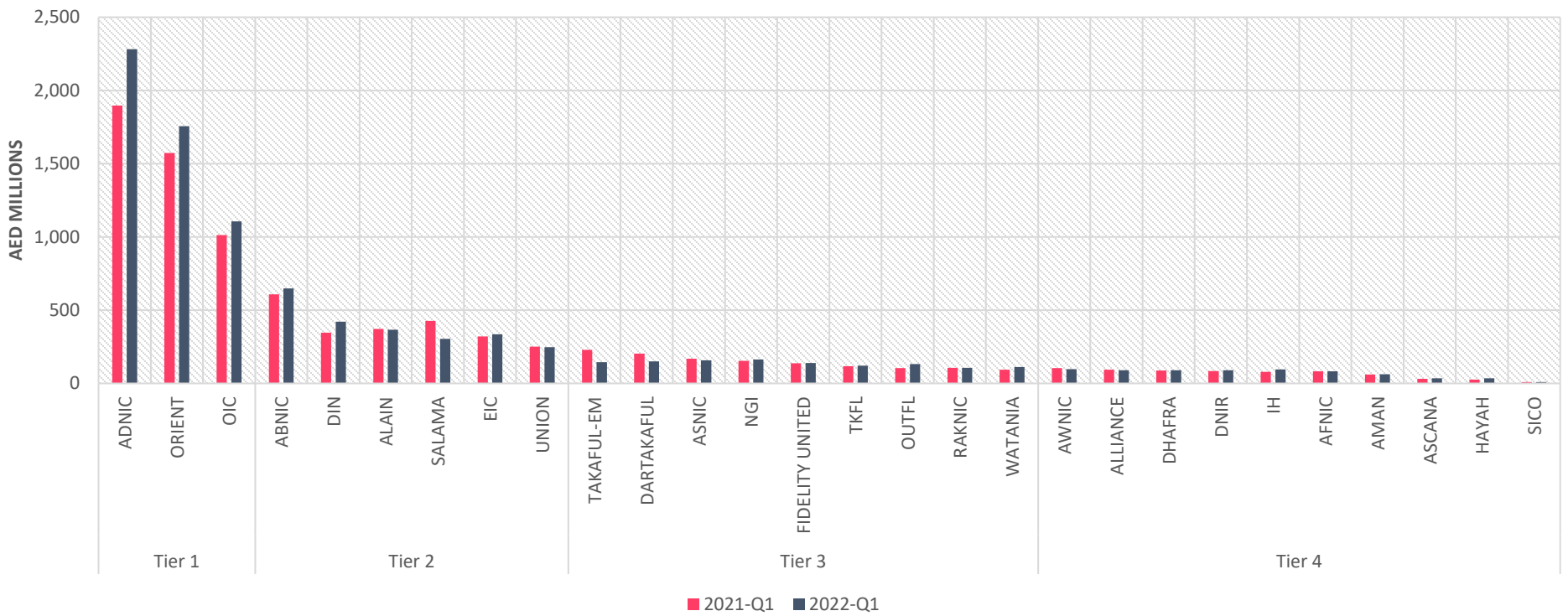
■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Tier 4

COMPANY CATEGORIZATION BASED ON GWP	
0 -400 Mn	Tier 4
400 Mn - 800Mn	Tier 3
800 Mn - 3 Bn	Tier 2
3 Bn - Above	Tier 1

**The ranges have been pro-rated for three months for the purpose of this report*



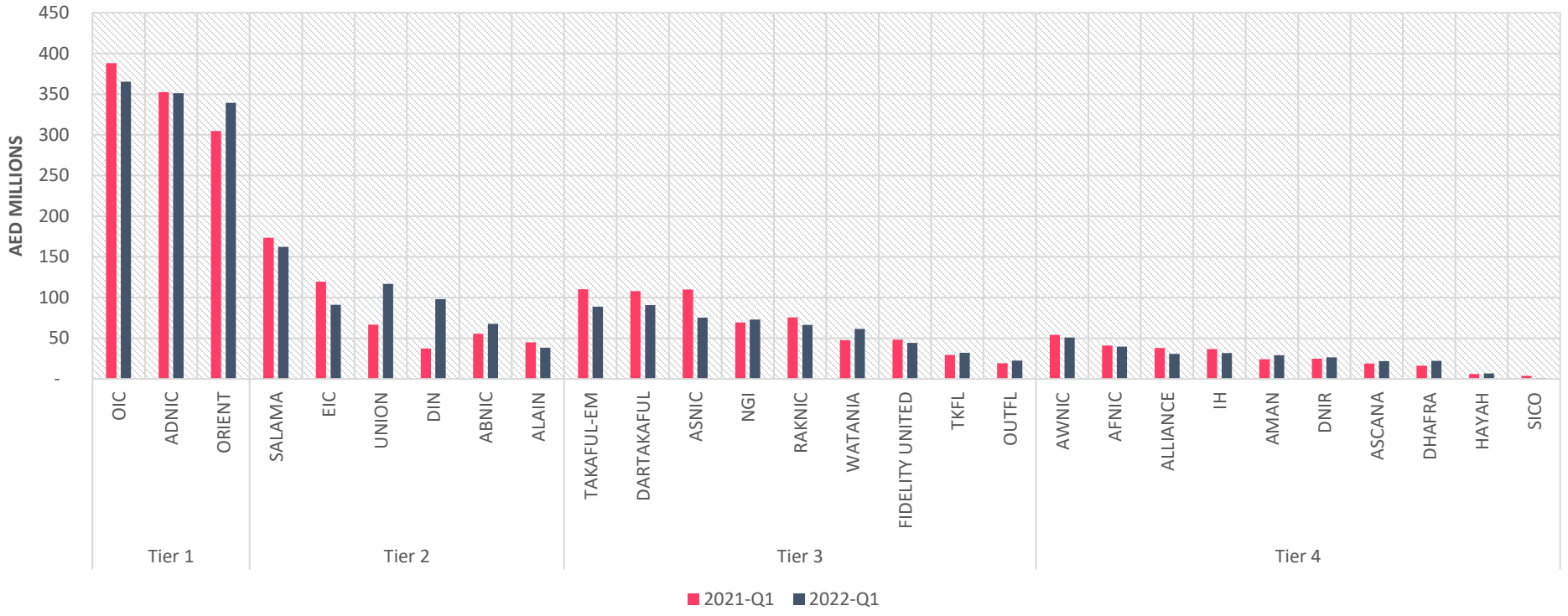
GROSS WRITTEN PREMIUM



- The Gross Written Premium for Q1-2022 amounted to 9.39 Billion for the listed companies in the UAE as compared to 8.78 Billion for Q1-2021 depicting a growth of **6.97%**.

TOP 3	BOTTOM 3
ADNIC - 2.3 BN	ASCANA - 35.8 MN
ORIENT - 1.8 BN	HAYAH - 35.4 MN
OIC - 1.1 BN	SICO - 10.0 MN

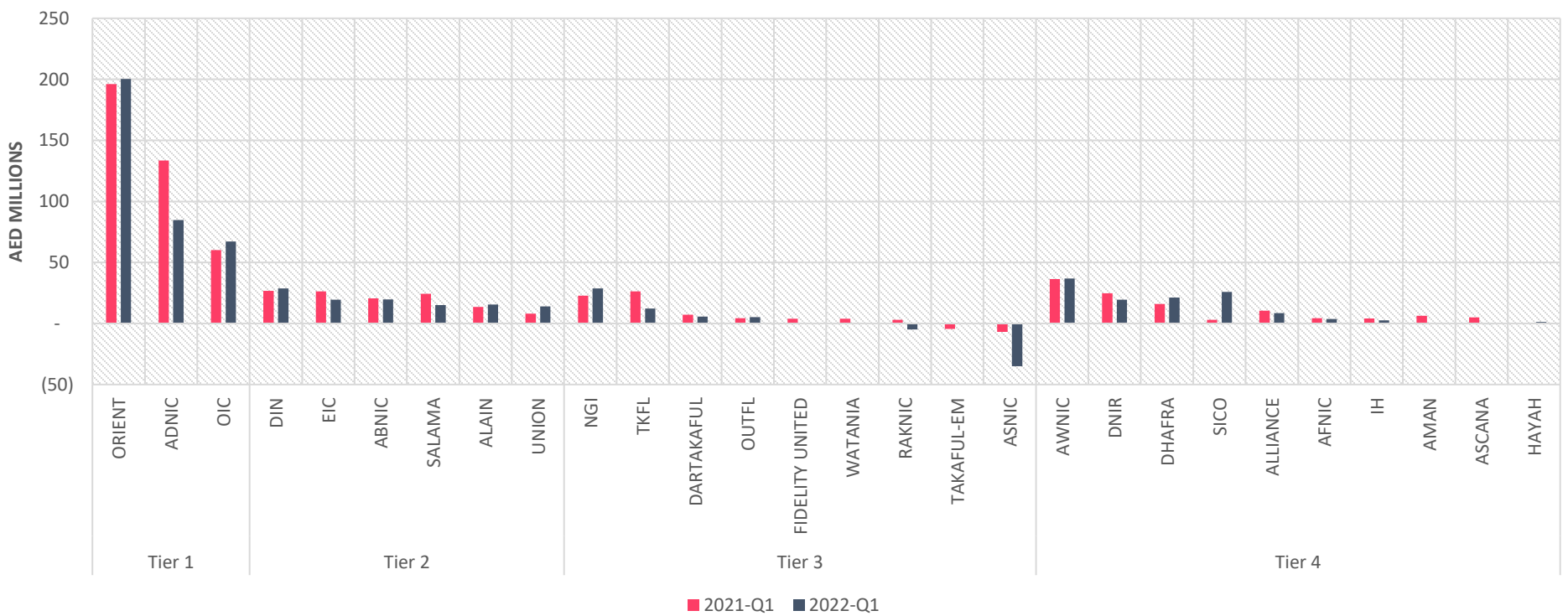
NET EARNED PREMIUM



- The Net Earned Premium for Q1-2022 amounted to 2.45 Billion for the listed companies in the UAE as compared to 2.43 Billion for Q1-2021 depicting a growth of **0.85%**.

TOP 3	BOTTOM 3
OIC - 365.3 MN	ASCANA - 22.0 MN
ADNIC - 351.3 MN	HAYAH - 6.7 MN
ORIENT - 339.4 MN	SICO - 1.0 MN

NET PROFIT

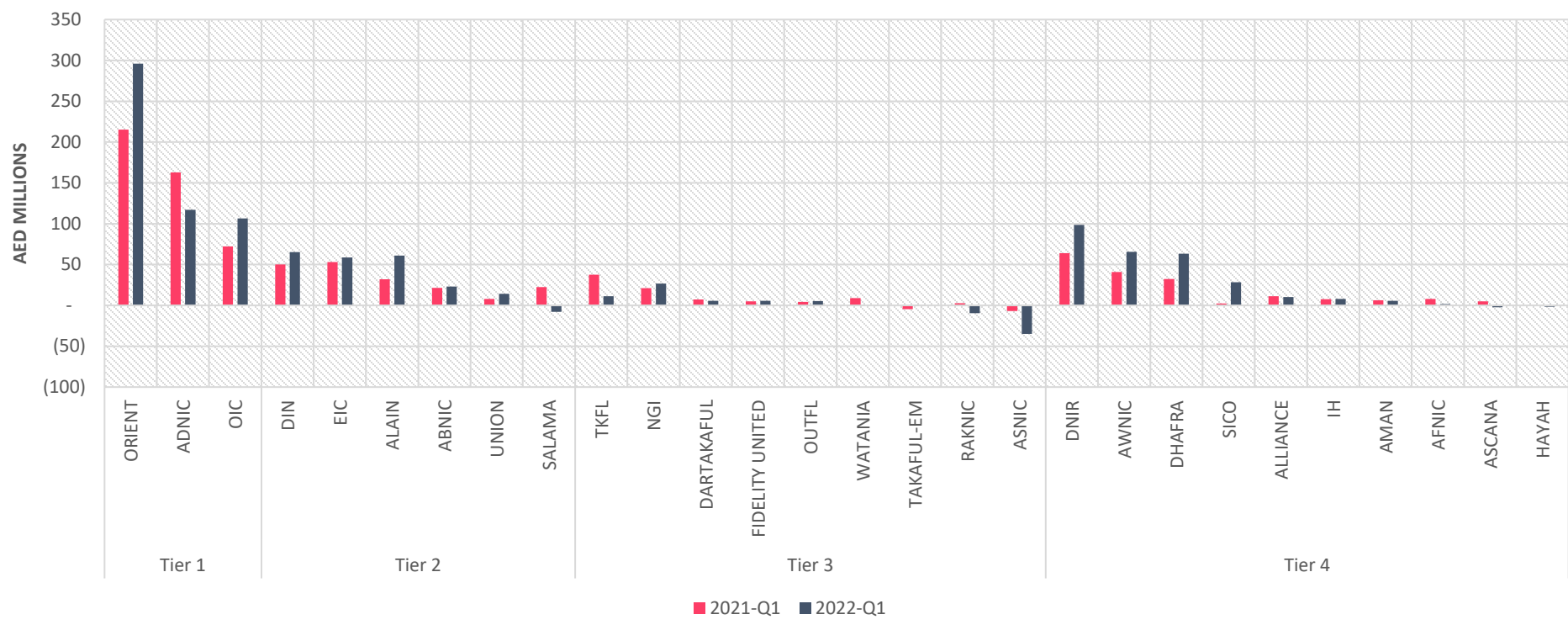


- The Net Profit for Q1-2022 amounted to 596 Million for the listed companies in the UAE as compared to 680 Million for Q1-2021 depicting a decline of **12.34%**.

TOP 3	BOTTOM 3
ORIENT - 200.4 MN	ASCANA - (0.7) MN
ADNIC - 84.7 MN	RAKNIC - (4.8) MN
OIC - 67.0 MN	ASNIC - (35.0) MN



TOTAL COMPREHENSIVE INCOME



- The Total Comprehensive Income for Q1-2022 amounted to 1.02 Billion for the listed companies in the UAE as compared to 0.89 Billion for Q1-2021 depicting a growth of **14.94%**.

TOP 3	BOTTOM 3
ORIENT - 296.0 MN	SALAMA - (7.9) MN
ADNIC - 117.1 MN	RAKNIC - (9.7) MN
OIC - 106.5 MN	ASNIC - (35.0) MN

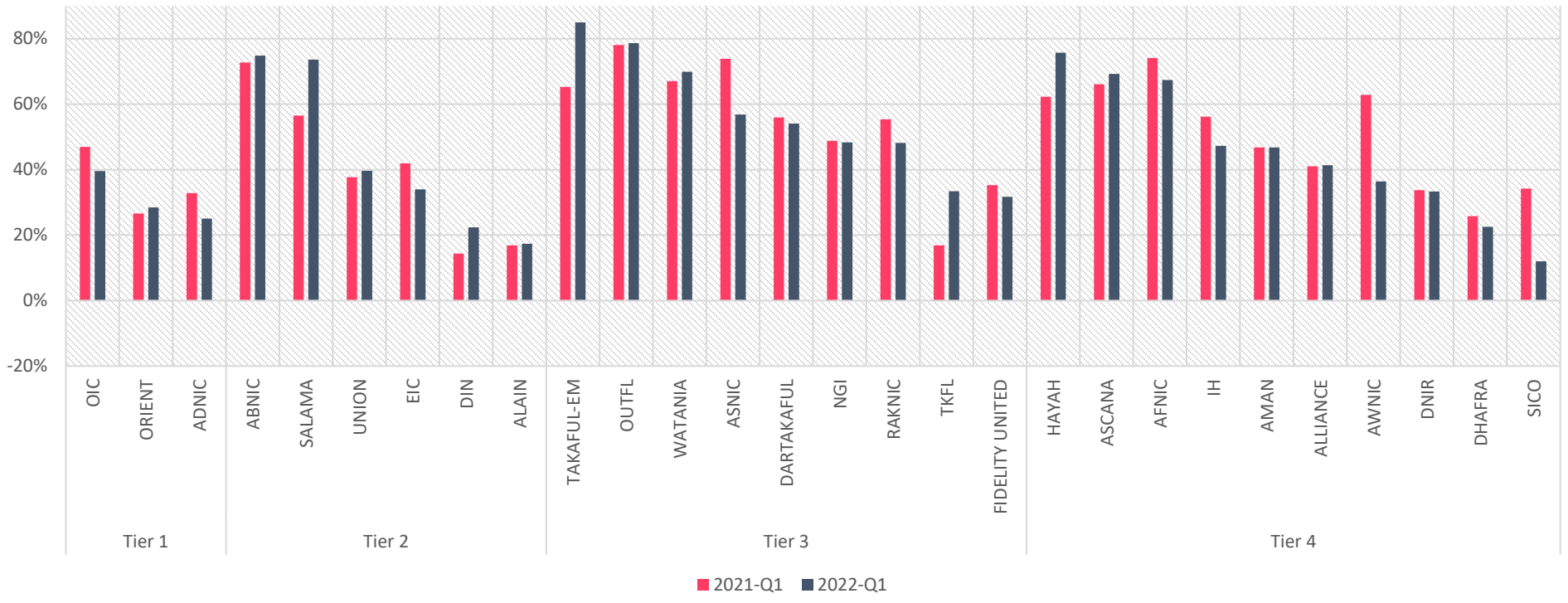
RANKING BY GWP & NET PROFIT

COMPANY	RANK - GWP			GWP (AED MN)		RANK - NET PROFIT			NET PROFIT (AED MN)	
	Q1-2022	Q1-2021		Q1-2022	Q1-2021	Q1-2022	Q1-2021		Q1-2022	Q1-2021
ADNIC	1	1	🟡	2,282	1,898	2	2	🟡	85	134
ORIENT	2	2	🟡	1,757	1,573	1	1	🟡	200	196
OIC	3	3	🟡	1,107	1,013	3	3	🟡	67	60
ABNIC	4	4	🟡	649	608	9	11	🟢	20	21
DIN	5	7	🟢	421	346	5	5	🟡	29	27
ALAIN	6	6	🟡	367	373	12	13	🟢	15	14
EIC	7	8	🟢	336	320	11	7	🔴	19	26
SALAMA	8	5	🔴	305	428	13	9	🔴	15	24
UNION	9	9	🟡	247	250	14	15	🟢	14	8
NGI	10	13	🟢	164	154	6	10	🟢	29	23
ASNIC	11	12	🟢	158	168	28	28	🟡	(35)	(7)
DARTAKAFUL	12	11	🔴	151	203	17	16	🔴	6	7
TAKAFUL-EM	13	10	🔴	145	230	23	27	🟢	1	(5)
FIDELITY UNITED	14	14	🟡	139	137	22	23	🟢	1	4
OUTFL	15	17	🟢	132	104	18	20	🟢	5	4
TKFL	16	15	🔴	121	117	15	6	🔴	12	26
WATANIA	17	20	🟢	113	93	25	22	🔴	(0)	4
RAKNIC	18	16	🔴	107	106	27	24	🔴	(5)	3
AWNIC	19	18	🔴	97	104	4	4	🟡	37	36
IH	20	24	🟢	96	78	20	21	🟢	3	4
DNIR	21	22	🟢	90	85	10	8	🔴	20	25
ALLIANCE	22	19	🔴	90	94	16	14	🔴	9	10
DHAFRA	23	21	🔴	90	89	8	12	🟢	21	16
AFNIC	24	23	🔴	83	82	19	19	🟡	4	4
AMAN	25	25	🟡	63	60	24	17	🔴	0	6
ASCANA	26	26	🟡	36	31	26	18	🔴	(1)	5
HAYAH	27	27	🟡	35	25	21	26	🟢	1	0
SICO	28	28	🟡	10	10	7	25	🟢	26	3
GRAND TOTAL				9,390	8,778				596	680

A nighttime photograph of a city skyline, likely Dubai, with numerous skyscrapers illuminated. A semi-transparent dark blue rectangular overlay is positioned in the center, containing the title text in white. The city lights are reflected in the water in the foreground.

ANALYSIS OF PERFORMANCE RATIOS FOR LISTED COMPANIES

RETENTION RATIO

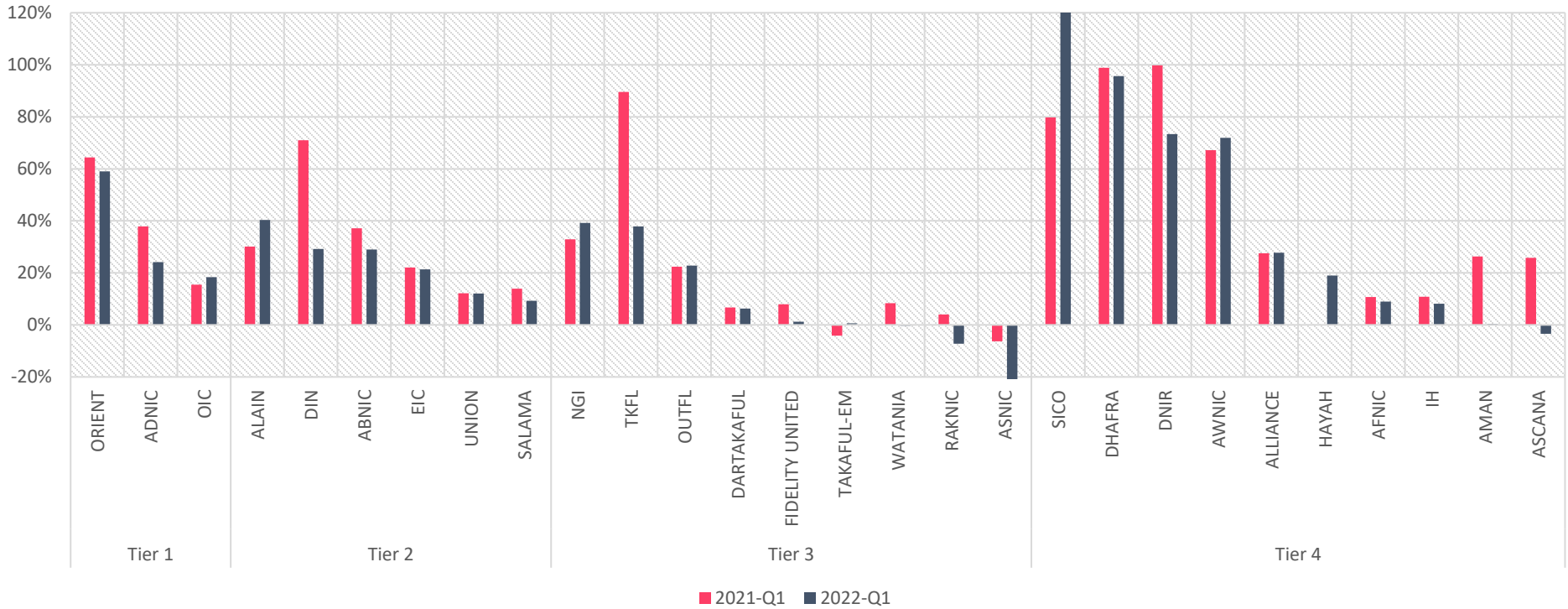


- The Retention Ratio for Q1-2022 stands at **38%** for the listed companies in the UAE as compared to **41%** for Q1-2021.

HIGHEST 3	LOWEST 3
TAKAFUL -EM - 85%	DIN - 22%
OUTFL - 75%	ALAIN - 17%
HAYAH - 76%	SICO - 12%



NET PROFIT MARGIN

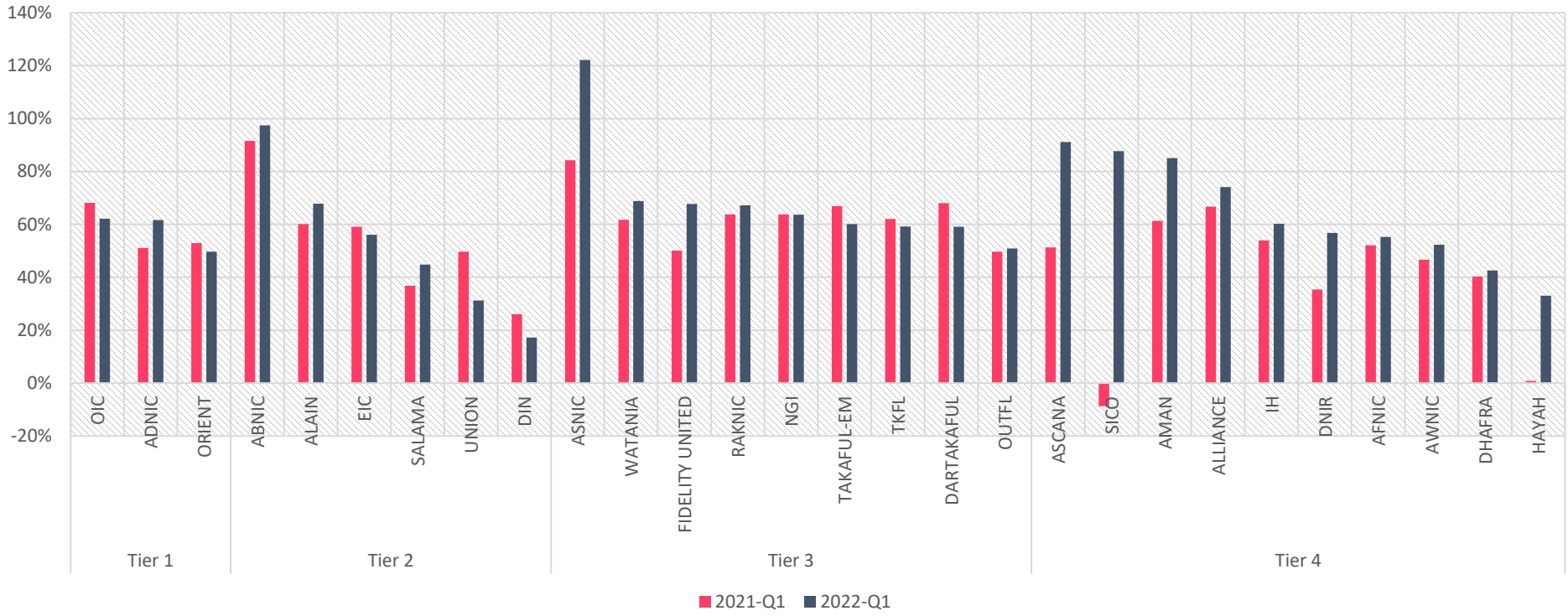


- The Net Profit Margin for Q1-2022 stands at **24%** for the listed companies in the UAE as compared to **28%** for Q1-2021.
- SICO has not been included in this graph due to an exorbitant profit margin of 2599% for Q1-2022. In Q1-2021 the profit margin stood at 63%. This abnormal profit margin in Q1-2022 is due to high investment income, but small insurance business written by the Company for Q1-2022, as per the financials.

TOP 3	BOTTOM 3
DHAFRA - 96%	ASCANA - (3%)
DNIR - 73%	RAKNIC - (7%)
AWNIC - 72%	ASNIC - (47%)



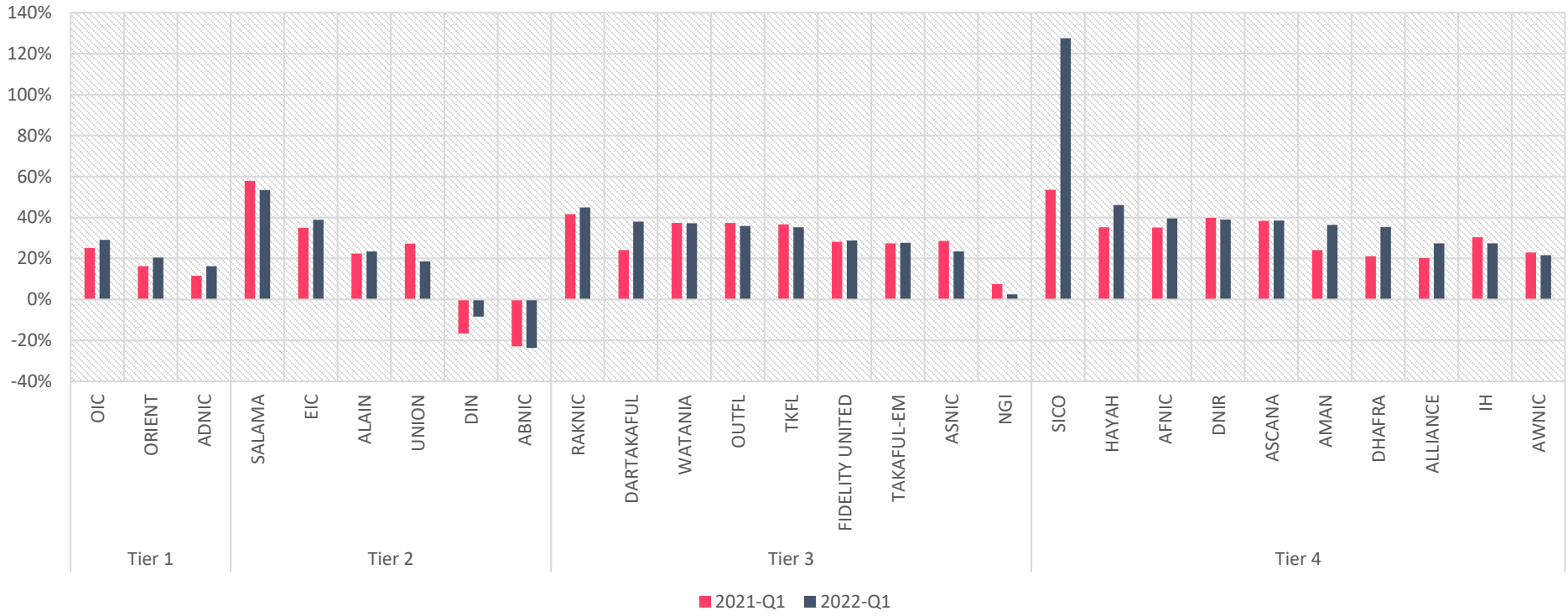
LOSS RATIO



- The Loss Ratio for Q1-2022 stands at **59%** for the listed companies in the UAE as compared to **58%** for Q1-2021.
- The loss ratio for SICO for Q1-2021 is negative. This is due to a greater reinsurance share of claims paid than the gross, as per the financials.

LOWEST 3	HIGHEST 3
HAYAH - 33%	ASNIC - 122%
UNION - 31%	ABNIC - 97%
DIN - 17%	ASCANA - 91%

EXPENSE RATIO

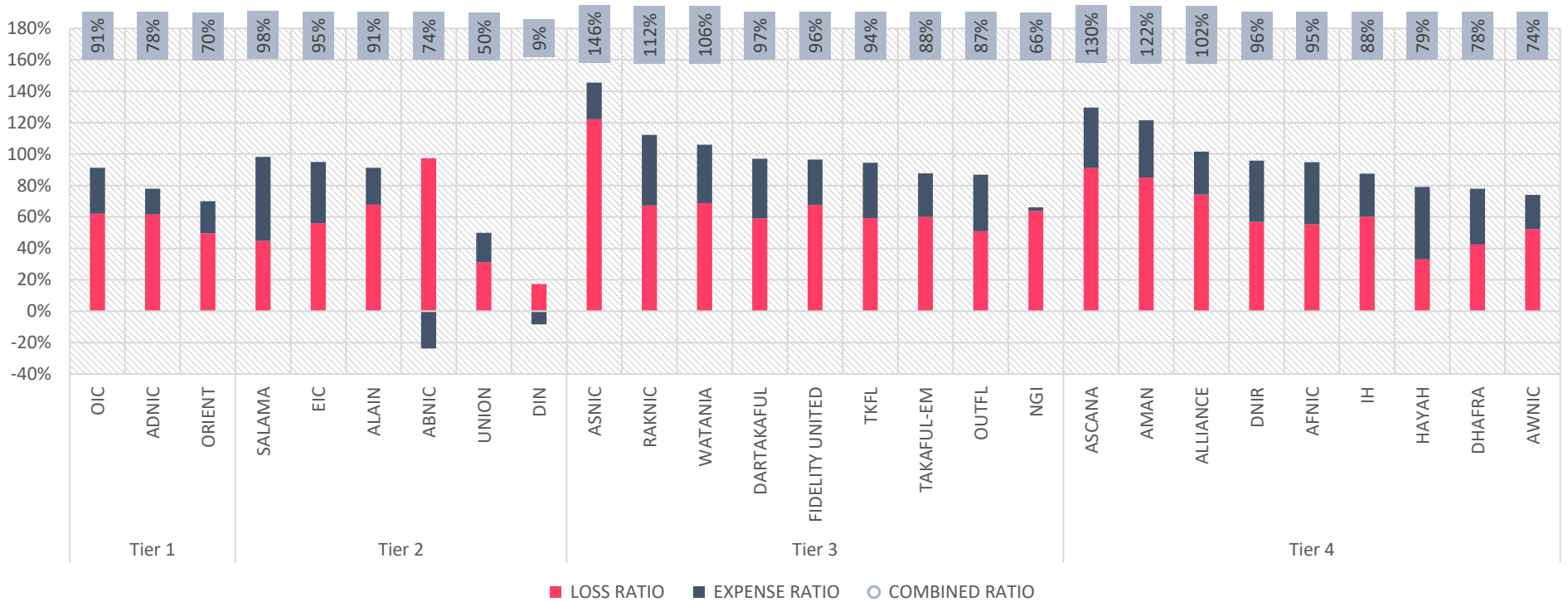


- The Expense Ratio for Q1-2022 stands at **25%** for the listed companies in the UAE as compared to **24%** for Q1-2021.
- *DIN* and *ABNIC* have high commission earned. Hence, the expense ratio is negative for both.

<p>LOWEST 3</p> <p>NGI - 2%</p> <p>DIN - (8%)</p> <p>ABNIC - (24%)</p>	<p>HIGHEST 3</p> <p>SICO - 128%</p> <p>SALAMA - 53%</p> <p>HAYAH - 46%</p>
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COMBINED RATIO

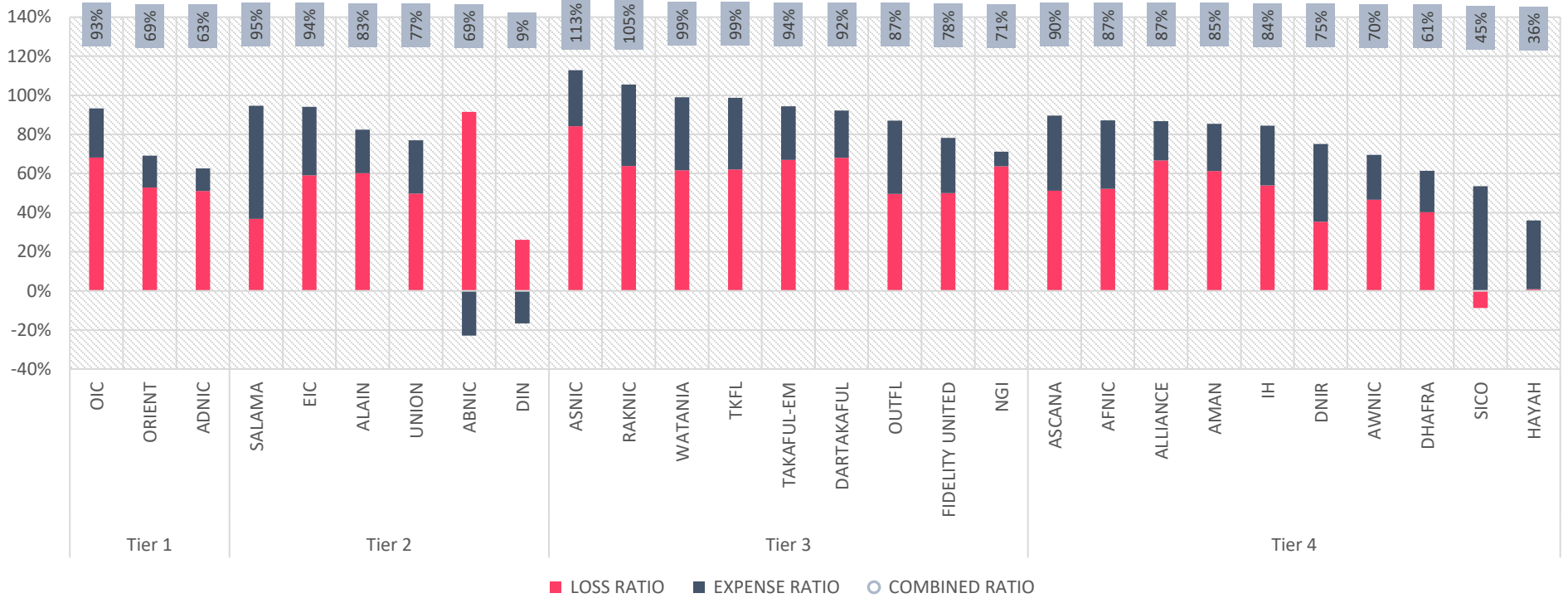
COMBINED RATIO AS AT Q1-2022



- The Combined Ratio for Q1-2022 stands at **84%** for the listed companies in the UAE.
- SICO has been excluded from the graph due to high ratio of 215%.

LOWEST 3	HIGHEST 3
NGI - 66%	SICO - 215%
UNION - 50%	ASNIC - 146%
DIN - 9%	ASCANA - 130%

COMBINED RATIO AS AT 2021-Q1



The Combined Ratio for Q1-2021 stands at **82%** for the listed companies in the UAE.

LOWEST 3	HIGHEST 3
SICO - 45%	ASNIC - 113%
HAYA - 36%	RAKNIC - 105%
DIN - 9%	WATANIA - 99%

LIMITATIONS & DISCLAIMER

1. The data used in the preparation of this report has been taken from financial reports of listed companies available on Abu Dhabi Security Exchange (ADX) and Dubai Financial Market (DFM).
2. General reliance has been made on the financial statements and its accuracy. Results in our analysis have been derived from the same. To our best knowledge, all financials used in this report are up to date till March 31, 2022.
3. This report is not meant to be a basis for any financial decision making. DD Consulting will accept no liability or loss directly or indirectly based on the results and usage of the report published. Before making any financial decision, professional advice should be sought.
4. Although all measures have been taken to ensure that this report is accurate and error-free, chances of human error are present. If any inaccuracy is observed, please contact DD Consulting, and seek our professional advice.

LIST OF COMPANIES INCLUDED IN OUR ANALYSIS

COMPANY	COMPANY NAME	MARKET	TYPE
ALAIN	AL AIN AHLIA INSURANCE COMPANY	ADX	CONVENTIONAL
ABNIC	AL BUHAIRA NATIONAL INSURANCE COMPANY	ADX	CONVENTIONAL
ADNIC	ABU DHABI NATIONAL INSURANCE COMPANY	ADX	CONVENTIONAL
AFNIC	AL FUJAIRAH NATIONAL INSURANCE COMPANY	ADX	CONVENTIONAL
AWNIC	AL WATHBA NATIONAL INSURANCE COMPANY	ADX	CONVENTIONAL
DHAFRA	AL DHAFRA INSURANCE COMPANY	ADX	CONVENTIONAL
EIC	EMIRATES INSURANCE COMPANY	ADX	CONVENTIONAL
FIDELITY UNITED	UNITED FIDELITY INSURANCE PSC	ADX	CONVENTIONAL
HAYAH	HAYAH INSURANCE COMPANY P.J.S.C	ADX	CONVENTIONAL
IH	INSURANCE HOUSE PSC	ADX	CONVENTIONAL
RAKNIC	RAS AL KHAIMAH NATIONAL INSURANCE COMPANY	ADX	CONVENTIONAL
SICO	SHARJAH INSURANCE COMPANY	ADX	CONVENTIONAL
TKFL	ABU DHABI NATIONAL TAKAFUL COMPANY	ADX	TAKAFUL
UNION	UNION INSURANCE COMPANY	ADX	CONVENTIONAL
WATANIA	NATIONAL TAKAFUL COMPANY	ADX	TAKAFUL
ALLIANCE	ALLIANCE INSURANCE	DFM	CONVENTIONAL
AMAN	DUBAI ISLAMIC INSURANCE AND REINSURANCE COMPANY	DFM	TAKAFUL
ASCANA	ARABIAN SCANDINAVIAN INSURANCE COMPANY	DFM	TAKAFUL
ASNIC	AL SAGR NATIONAL INSURANCE COMPANY	DFM	CONVENTIONAL
DARTAKAFUL	DAR AL TAKAFUL	DFM	TAKAFUL
DIN	DUBAI INSURANCE COMPANY	DFM	CONVENTIONAL
DNIR	DUBAI NATIONAL INSURANCE AND REINSURANCE COMPANY	DFM	CONVENTIONAL
NGI	NATIONAL GENERAL INSURANCE COMPANY	DFM	CONVENTIONAL
OIC	OMAN INSURANCE COMPANY	DFM	CONVENTIONAL
ORIENT	ORIENT INSURANCE PJSC	DFM	CONVENTIONAL
OUTFL	ORIENT UNB TAKAFUL PJSC	DFM	TAKAFUL
SALAMA	ISLAMIC ARAB INSURANCE COMPANY	DFM	TAKAFUL
TAKAFUL-EM	TAKAFUL EMARAT PSC	DFM	TAKAFUL

*Financials for METHAQ and ARIG were not available, hence they have not been included in our analysis

*AXAGCIC has been renamed to HAYAH Insurance Company.

GENERAL GUIDELINES

$$Retention = \frac{Net\ Written\ Premium}{Gross\ Written\ Premium}$$

$$Net\ Profit\ Margin = \frac{Net\ Profit}{Net\ Earned\ Premium}$$

$$Loss\ Ratio = \frac{Net\ Incurred\ Claims}{Net\ Earned\ Premium}$$

$$Expense\ Ratio = \frac{Expenses + Net\ Commissions}{Net\ Earned\ Premium}$$

$$Combined\ Ratio = Loss\ Ratio + Expense\ Ratio$$



A person wearing a light blue button-down shirt is sitting at a desk. They are holding a yellow highlighter in their right hand and writing in a dark blue notebook. On the desk, there is a silver laptop with a black keyboard, a tablet displaying a website, and a small potted plant in a white pot. The background is a plain white wall. A semi-transparent dark blue overlay covers the middle part of the image, with the text 'ABOUT US' in white.

ABOUT US

DD CONSULTING PHILOSOPHY & SERVICES

DD Consulting is one of the fastest growing actuarial consultancy firm in the MENA region. We specialize in providing actuarial consulting services to clients in the UAE, KSA, Pakistan, Malaysia and Jordan.

Our aim is to offer actuarial and analytics consulting services of the highest standards. We work with our clients as collaboration partners and help them offer innovative product solutions. We bring global expertise to local markets so our clients can benefit from international experience and our in-depth industry knowledge.

Appointed Actuary

We are working with several companies as Appointed Actuary having in-depth knowledge of regulatory framework and technical expertise.

Peer Review Actuary

We are working with clients in the GCC market currently as Peer Review Actuary providing independent opinion on Technical provisions, Solvency calculations and Financial Condition report.

Actuarial Expert for Audit Firms

We are working in Saudi market with auditors to provide independent opinion on technical provisions for over 10 companies.

Product Pricing for Individual Life products

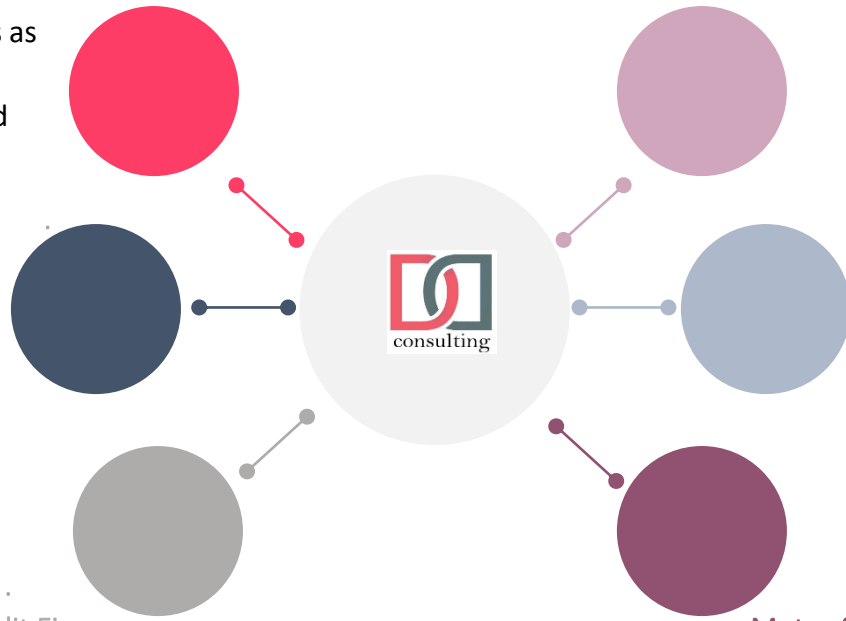
We are working with companies in the GCC market and providing product development support for individual life insurance products.

Business Planning & Financial projections

We work with some clients to provide support in Business Planning and financial projections. This also include Capital modelling & stress testing to work out capital at risk.

Motor & Medical Pricing

As per regulatory requirement, we are working with clients to carry out UW review and Pricing review for our clients in UAE market.



OUR TEAM

Prepared By:



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HUSAIN FEROZ ALI
FOUNDER & CEO



HASNAIN AZHAR
MANAGER



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SENIOR ACTUARIAL
ANALYST



SAROSH AHAD
ACTUARIAL
ANALYST



FEEDBACK

DD Consulting is pleased to present the UAE Industry Performance for Listed Companies for the first three months of 2022. We welcome your feedback and recommendations regarding this report and look forward to hearing from you. Please reach out to us at the following email address:

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