



Damaan Islamic Insurance Company – Beema (Q.P.S.C.)

FY 2023 Financial Results Presentation

FY 2023 key financial performance highlights

Significantly enhanced shareholder value and nearly debt free capital structure

- 1 Increase in gross written contributions**

Increase in gross written contributions from QAR 392.6m in FY 2022 to QAR 401.3m in FY 2023, driven by a 6.4% increase in motor insurance underwriting
- 2 Increased shareholders' profit**

Strong increase in shareholders' net profit during FY 2023 of 24.1% compared to the same period in 2022, reaching QAR 70.3 million in FY 2023, and corresponding to Earnings Per Share ("EPS") of QAR 0.35
- 3 Significant reduction in financial liabilities**

Prudent financial and risk management, resulting in a significant reduction of total Murabaha financing from QAR 240.2 million in FY 2022 to QAR 1.0 million in FY 2023
- 4 Increase in net investment income**

Strong growth of 30.6% in FY 2023 net investment income from QAR 24.2 million as of FY 2022 to QAR 31.6 million as of FY 2023, due to reduced leverage and reinvestment in higher yielding securities ⁽¹⁾
- 5 Increase in total income to shareholders**

Increase of 18.5% in FY 2023's total income of shareholders from QAR 103.6 million in FY 2022 to QAR 122.7 million in FY 2023

(1) Total Policyholders' and Shareholders' net investment income

Beema at a glance

One of Qatar's largest and most innovative providers of Takaful insurance



Who we are



One of Qatar's leading Islamic takaful providers, **established in 2009** with a **share capital of QAR 200m**



Operating under the **Hybrid Takaful model, encompassing both the Wakala and Mudaraba approaches**. The Company receives a Wakala fee for managing insurance operations and a Mudarib fee for managing policyholders' investments



Offering a wide range of **innovative and convenient** takaful solutions suitable for retail and institutional clients



Diversified distribution network, extensive bancassurance distribution, and **exclusivity contracts** in place



Implementing strict **investment risk safeguards**, internal **capital adequacy requirements**, and minimum credit rating requirements for reinsurance partners



Listed on the Qatar Stock Exchange Main Market in January 2023, trading under the Ticker **(BEMA)**

Key figures

A-

AM Best Financial Strength Rating¹



A3

2022 Moody's IFSR credit rating²

MOODY'S

401m

GWCs (QAR)
as of FY 2023

223m

Takaful & Health GWCs (QAR)
as of FY 2023

115m

Motor GWC (QAR) as of FY 2023

14.7%

FY 2020 – FY 2023 CAGR in total
income to shareholders

Notes: 1) Awarded in April 2023, 2) Effective since March 2021

Beema's key investment highlights

Strong operational and financial performance – Well positioned to capitalize on the increasing demand in Islamic insurance solutions and growth opportunities in Qatar and the region



- 1 Leading position within the Islamic insurance sector**
Beema has been one of the largest Takaful players in the State of Qatar since 2014 in terms of gross written contributions
- 2 Robust organic growth with potential for acceleration from initiatives**
Highly innovative, multi-channel distribution strategy and the recent introduction of mandatory medical insurance for visitors to Qatar and International Underwriting expected to facilitate the continued organic growth
- 3 Consistent profitability and track record of delivering strong financial results**
Strong financial profile supported by an IFRS Rating of A3 from Moody's, and a long term FSR rating of A- from AM Best
- 4 High customer retention rates, underpinned by outstanding service levels**
Lean and highly efficient operating model
- 5 Leader in digital transformation**
Successful history of introducing a broad range of highly demanded Takaful offerings using innovative distribution channels
- 6 Highly experienced management team, facilitating business growth**
Management team led by industry experts with a focus on creating additional shareholder value




Beema's comprehensive service offerings

Wide variety of insurance coverage offered through multiple distribution channels



Takaful insurance key features

FY 2023 Gross written contributions




Takaful & Health

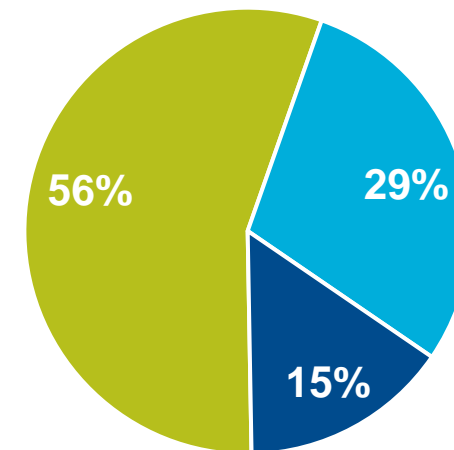
-  - **Group Credit Life**, Providing banks and other financial institutions protection against loan nonrepayment in the event of the borrower's death, disability or other causes
-  - **Group Medical**, Beema offers corporate clients comprehensive group health insurance with a wide coverage
-  - **Group Life**, Offering employer and/or dependents financial compensation in the event of death or illness. Available as small-scale family takaful insurance for non-corporate clients as well

Personal

-  - **Motor**, 3rd party liability meeting the minimum legal requirements, comprehensive car insurance offering a wider range of benefits
-  - **Travel**, Providing clients coverage of unexpected medical expenses, delays, cancellations, or loss of baggage

Property & Casualty

-  - **Property**, Coverage of corporate client's fixed assets, including building & machinery, operational inventory, and office equipment
-  - **3rd Party liability**, Professional indemnity insurance for businesses involved in professional services
-  - **Engineering**, Contractor's insurance with varying coverage, including any sudden or unforeseen physical loss or damage



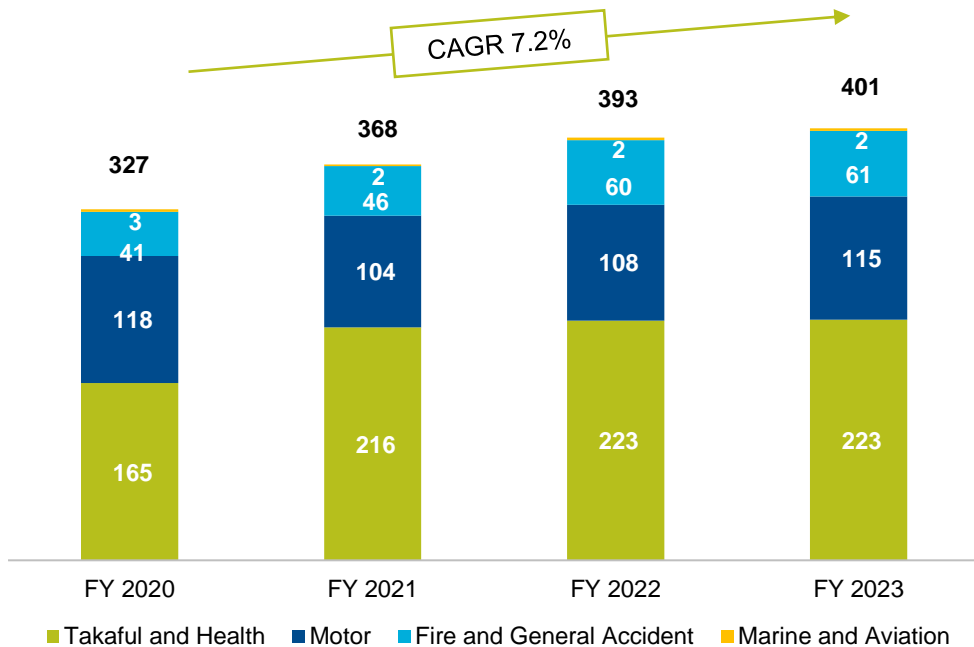
- Takaful and Health
- Motor, Marine and Aviation
- Fire and General Accident

In FY 2023, Beema commenced international underwriting on a facultative basis across the GCC in selective lines of businesses

Financial performance highlights (1/4)

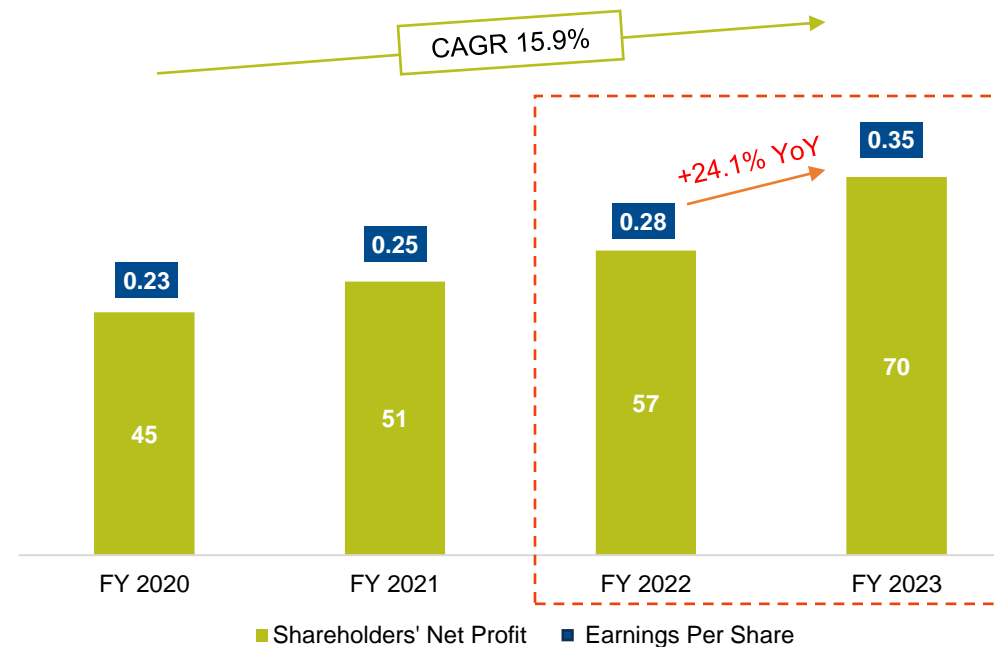
Strong results, with Gross Written Contributions growth and a significant 24.1% increase in Shareholders' Net Profit during FY 2023

FY's Gross written contributions (QARm)



- Despite challenging market conditions, Beema achieved an increase in Gross Written Contributions from QAR 392.6m in FY 2022 to QAR 401.3m in FY 2023
- YoY increase in FY 2023 was mainly driven by a 6.4% increase in Beema's motor insurance underwriting, whilst maintaining consistent underwriting performance across its other product lines

FY's Shareholder's net profit (QARm) and earnings per share

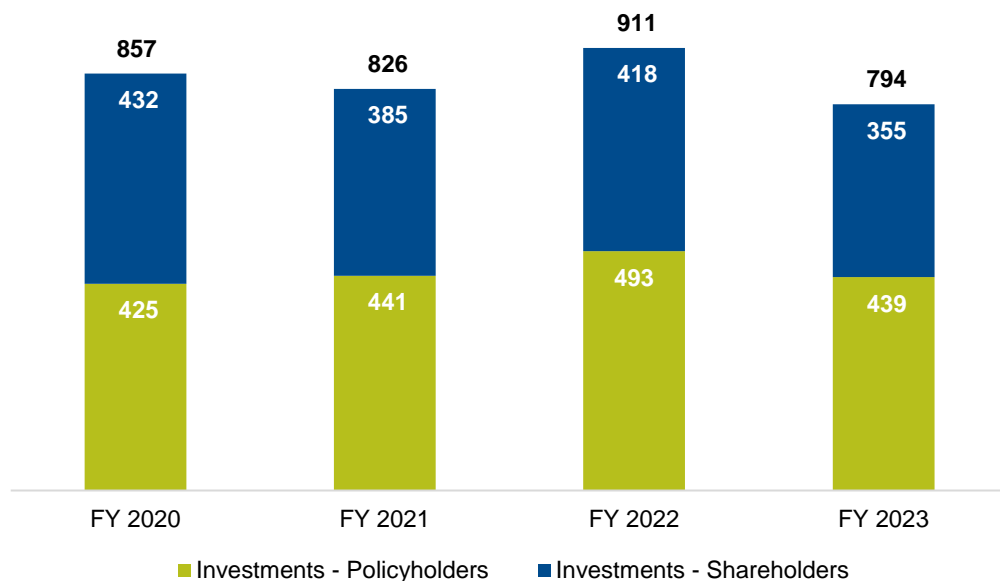


- QAR 70.3m Shareholders' Net Profit achieved during FY 2023, reflecting 24.1% growth as compared to QAR 56.6m achieved in FY 2022
- Corresponding significant increase in diluted EPS from QAR 0.28 to QAR 0.35 over the same period
- Beema maintained its historical Shareholders' Net Profit growth pattern, achieving a CAGR of 15.9% between FY 2020 and FY 2023

Financial performance highlights (2/4)

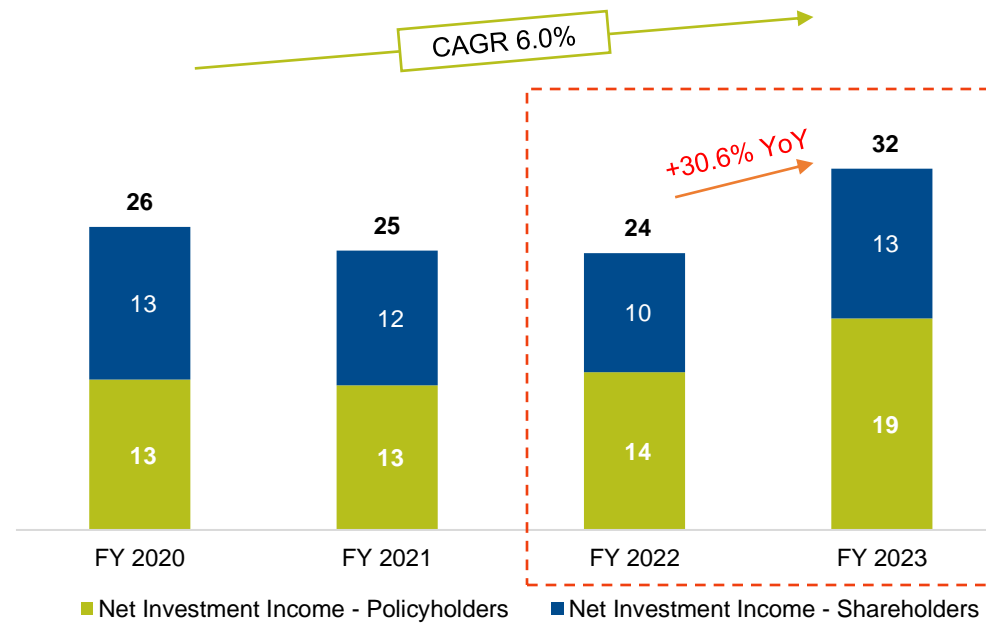
Increase in net investment income due to timely and correct investment strategy

Investments at fair value (QARm)



- In FY 2023, in accordance with the investment strategy, maturity proceeds of some investments utilized to repay debt. This resulted in a decline in investments held at fair value
- Due to inversion of the yield curve since last year, correctly timed reduction of leverage resulted in sharp increase in net investment income

Net investment income (QARm)

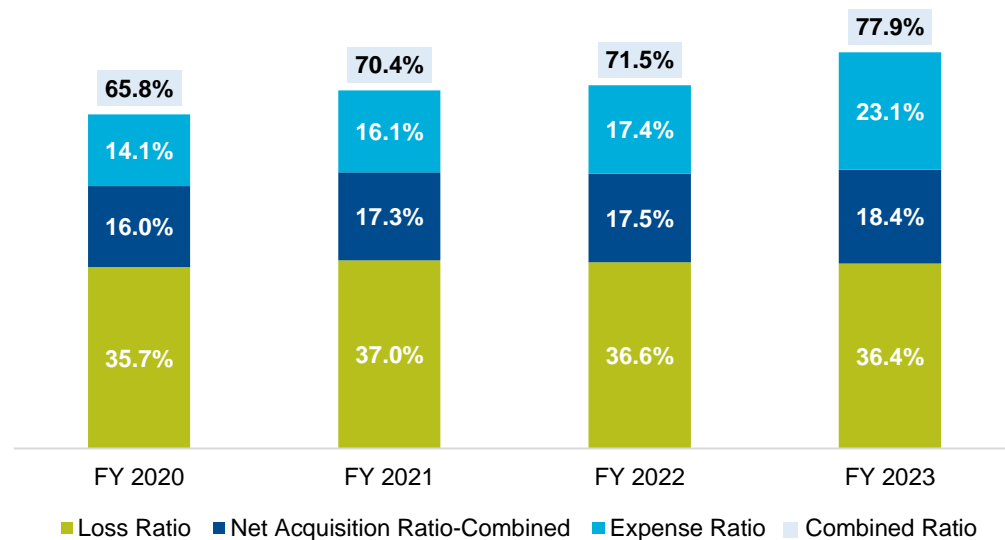


- Strong 30.6% YoY growth in net investment income in FY 2023 compared to FY 2022 due to reduced leverage and reinvestment in higher-yielding securities, including money market placements
- Consistent net investment income growth pattern, with a 6.0% CAGR achieved between FY 2020 and FY 2023

Financial performance highlights (3/4)

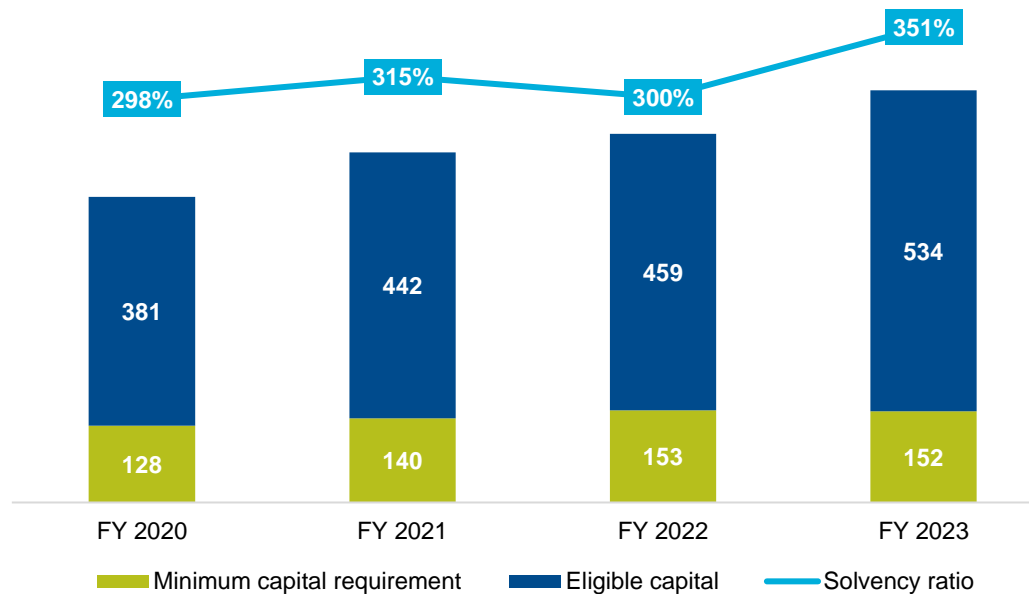
Continued healthy Solvency Ratio of 351%

Loss, net acquisition and expense ratio



- The company demonstrated stability by maintaining a consistent Loss Ratio from FY 2022 to FY 2023
- The increase in the Combined Ratio from 71.5% in FY 2022 to 77.9% in FY 2023 is mainly due to an increase in net acquisition costs (net commissions)

Capital requirements and solvency ratio (QARm)

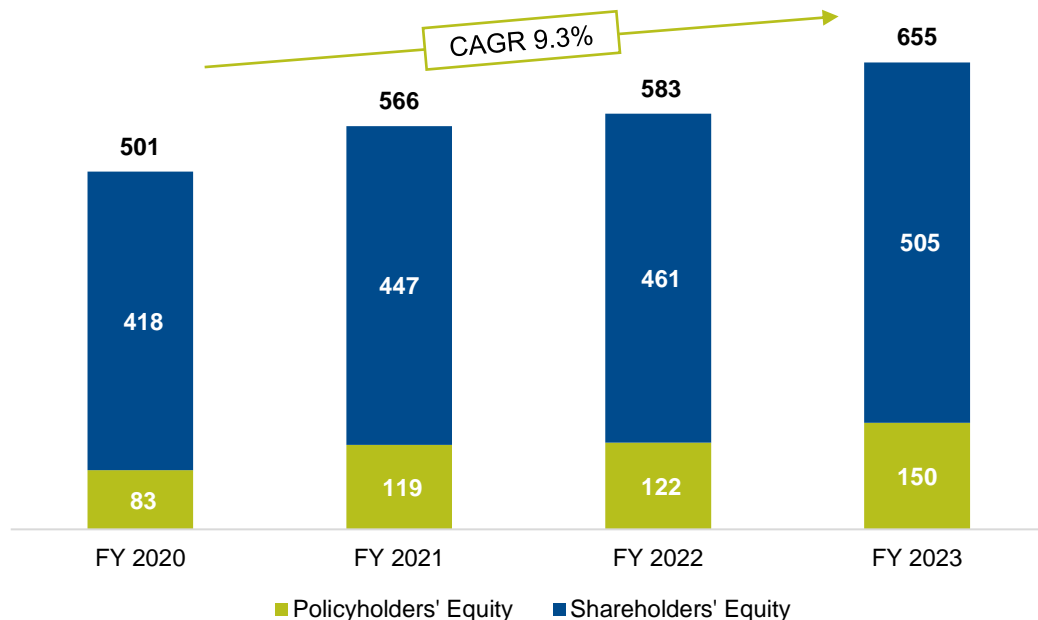


- Beema maintained a healthy solvency ratio of 351% as of FY 2023, with a steady increase in eligible capital contributing to the maintenance of strong solvency ratios over the FY 2020 – FY 2023 period

Financial performance highlights (4/4)

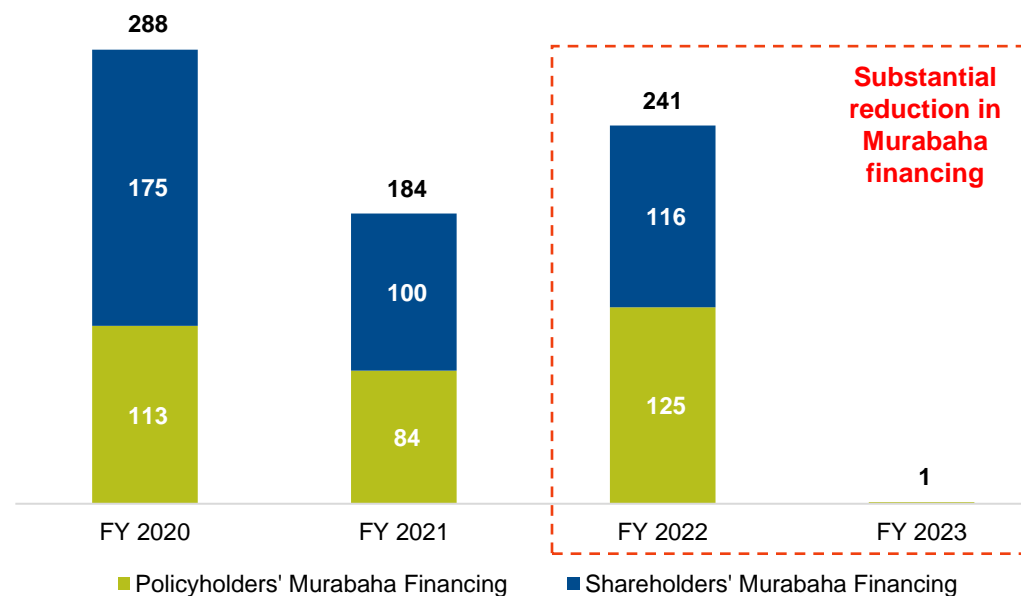
Increased Policyholders' and Shareholders' equity with a nearly debt free capital structure

Policyholders' and Shareholder's equity (QARm)



- Policyholders' Equity increased by approximately 22.9% in FY 2023 compared to FY 2022, while Shareholders' Equity increased by approximately 9.5% over the same period
- Combined Policyholders' and Shareholder's Equity grew at a combined CAGR of 9.3% between FY 2020 and FY 2023

Murabaha financing (QARm)



- Beema achieved significant deleveraging in FY 2023, adhering to stringent financial management principles, and effectively transitioning to a nearly debt-free capital structure
- The combined Murabaha Financing for Policyholders and Shareholders saw a substantial decrease of 99.6% in FY 2023 compared to FY 2022, resulting in zero Murabaha Financing attributable to Shareholders as of 31 December 2023

Beema historical financial performance details

Key financial information highlights



Selected Income Statement Items (QAR '000)

	For the financial year ended 31 December	
	2023	2022
Policyholder's Income Statement		
Gross contributions	401.3	392.6
Surplus from Takaful operations	131.1	122.7
Total surplus for the year (period)	27.0	44.6
Shareholder's Income Statement		
Income from shareholders' investments	13.9	11.7
Wakala fee	95.1	81.8
Mudarib share	12.1	8.3
Other income	1.6	1.8
Total income	122.7	103.6
Net profit to shareholders	70.3	56.6
Statement of Cashflows		
Operating cashflows	(130.7)	304.9
Investing cashflows	169.2	(217.7)
Financing cashflows	(276.6)	32.4
Cash & cash equivalents at the end of the period	40.7	278.8
Key ratios		
Loss ratio	36.4%	36.6%
Expense ratio	23.1%	17.4%
Acquisition ratio	18.4%	17.5%
Combined ratio	77.8%	71.5%

Selected Balance Sheet Items (QAR '000)

	For the financial year ended 31 December	
	2023	2022
Policyholder's Balance Sheet		
Investments at fair value through equity	427.5	481.0
Investments at fair value through income statement	11.5	11.5
Total policyholders' assets	841.3	918.3
Distributable surplus payable	61.1	57.5
Total policyholders' surplus	149.5	121.6
Shareholder's Balance Sheet		
Investments at fair value through equity	335.8	398.8
Investments at fair value through income statement	19.5	19.4
Total shareholders' assets	580.3	852.9
Share capital	200.0	200.0
Legal reserve	200.0	200.0
Retained earnings	116.5	80.0
Total shareholders' equity	505.0	461.1
Total policyholders' surplus, total shareholders' equity, and liabilities	1,421.6	1,771.3

Beema listing and shareholding information

Beema's shares began trading on the Qatar Stock Exchange on 16 January 2023

General information

Company name	Damaan Islamic Insurance Company "Beema"
QSE Ticker	BEMA
Shares outstanding	200 million shares outstanding
Market cap as of 31 December 2023	QAR 798 million

Key investor relations contacts

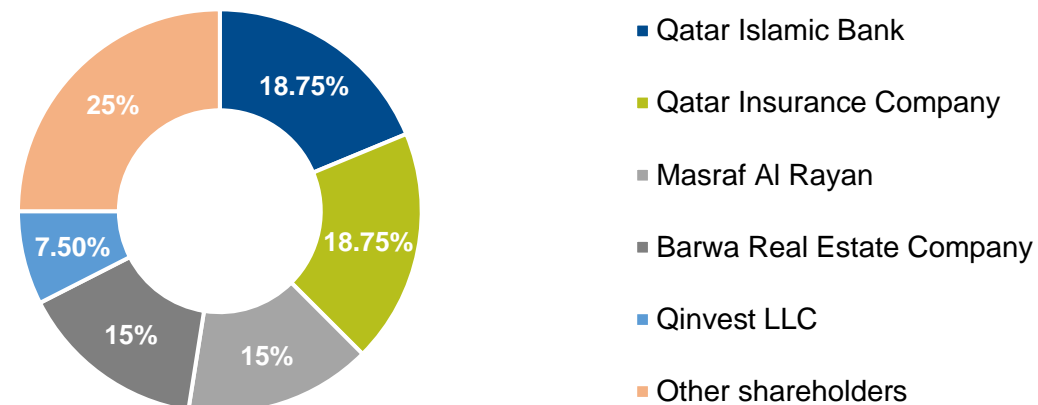
For all IR inquiries, please contact:

investorrelations@beema.com.qa

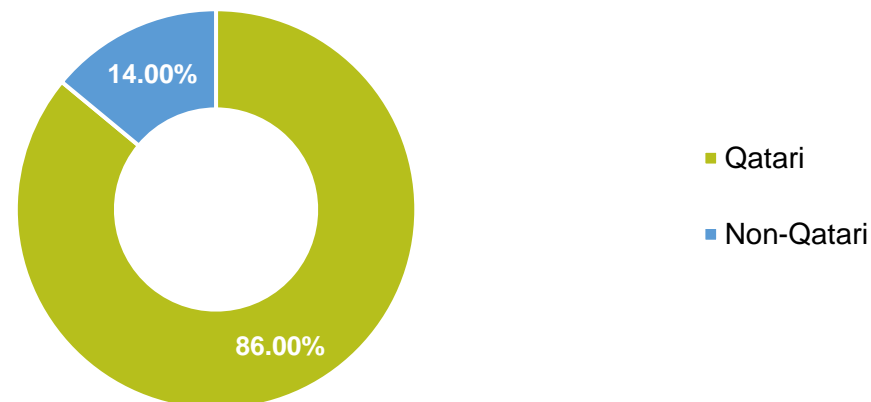
For more information, please visit our website:

www.beema.com.qa

Shareholding structure as of 31 December 2023



Breakdown of ownership by nationality (347 investors)



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