2021-Q3

OMANI LISTED INSURANCE COMPANIES PERFORMANCE ANALYSIS

21 DECEMBER 2021

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8th MIDDLE EAST
INSURANCE INDUSTRY AWARDS 2021

STRATEGIC PARTNER OF THE INDUSTRY

BADRI MANAGEMENT CONSULTANCY

STRATEGIC PARTNER OF THE INDUSTRY
MIDDLE EAST INSURANCE INDUSTRY AWARDS
2021 WINNER

Badri Management Consultancy is proud to have won the Strategic Partner of the Industry at the 8th Middle East Insurance Industry Awards 2021 conducted by Middle East Insurance Review.

MIIA have held a predominant position by inspiring initiatives towards Product Innovation, Corporate Social Responsibility & Long-Term Sustainability. The fact that we won this award a second time around bring fruits to the efforts we are putting in. These awards are the reflection of the trust and loyalty of our esteemed clients, and the hard work and dedication of all our people at Badri.

We have started many new trends like regular research reports and industry workshops and training with the intention of raising the level of transparency and technical expertise within the industry. We consider ourselves as solution architects strengthening our partners to optimize performance and winning this prestigious award means we are going in the right direction.

Thank you, Middle East Insurance Review and the judges, for acknowledging all the efforts put in behind the scenes.

ABOUT BADRI MANAGEMENT CONSULTANCY

Badri Management Consultancy is the fastest growing Actuarial Consulting Firm in the Middle East, recognized for its collaborative approach to working with its clients as Profit Optimizing Partners. We are serving as Appointed Actuary for over 20 companies in the GCC. In addition, we are providing other services including IFRS17 Implementations, Development of ERM Framework, Specialized services for Medical Insurance and TPAs, Business Intelligence solutions and End of Service Benefits Valuations.

Vision

Solution architects strengthening our partners to optimize performance

MISSION

We help our clients be the best version of themselves by fostering partnerships, challenging norms and providing cutting edge solutions. We inspire our people to constantly evolve and chase excellence with integrity in a diverse, exciting and growth-oriented culture.

Core Values

Integrity

We uphold the highest standards of integrity in all of our actions by being professional, transparent and independent.

Chasing Excellence

Through our empowered teams, we raise the bar by challenging norms to provide cutting edge solutions to our partners.

Fostering Partnerships

We foster partnerships with all our stakeholders through collaboration, empathy and adaptability.

Breeding Excitement

We value our people and create an exciting environment for them to develop.

Growth-Centric

We believe in creating a vibrant culture through continuous personal and professional growth of our people, while also growing the business.

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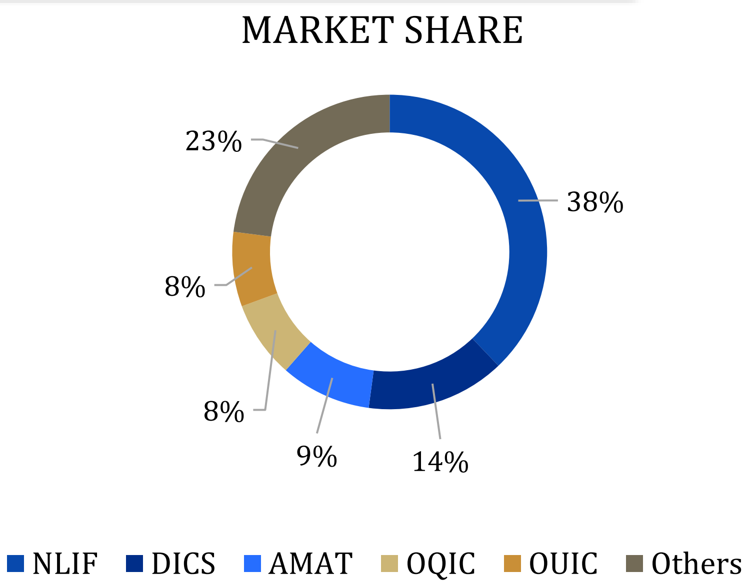
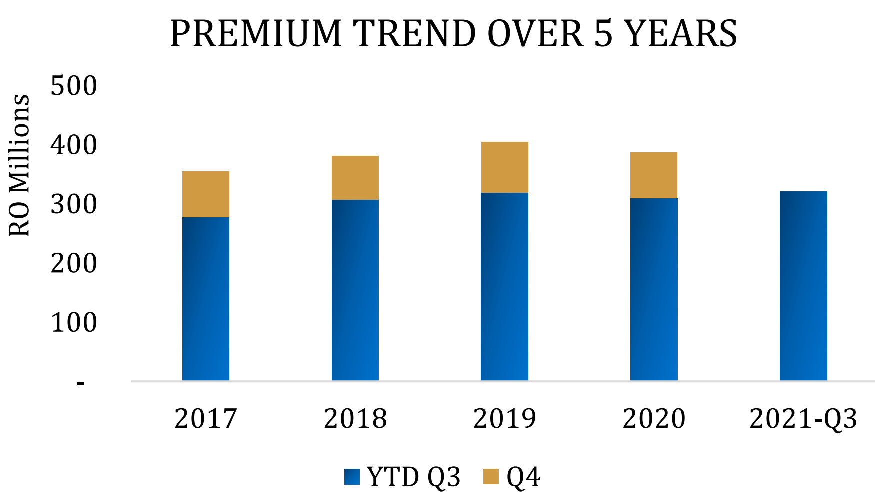
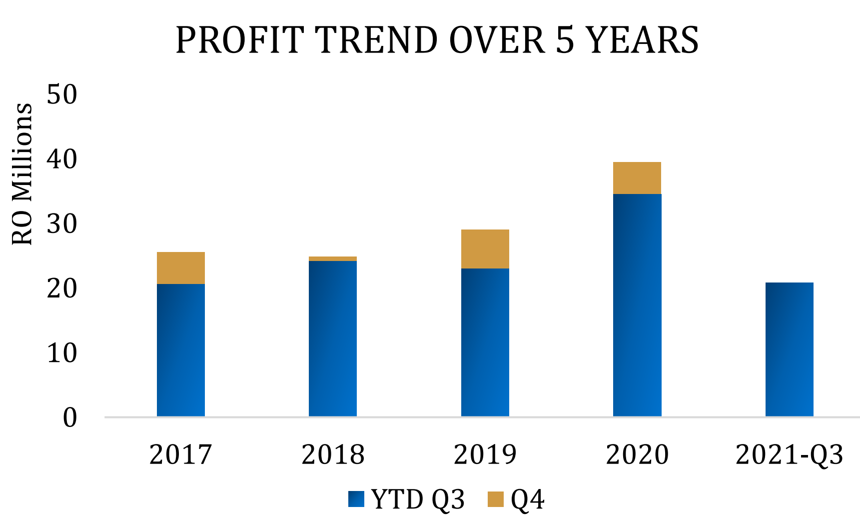






BUSINESS WRITTEN
RO 321 million
(RO 309 million in 2020-Q3)

RETENTION RATIO
54%
(57% in 2020-Q3)

PROFIT GROWTH
-40%
(52% in 2020-Q3)

NET TECHNICAL RESERVES
RO 225 million
(RO 211 million in 2020-Q3)

NET LOSS RATIO
69%
(60% in 2020-Q3)

COMBINED RATIO
98%
(87% in 2020-Q3)

RETURN ON EQUITY
10%
(16% in 2020-Q3)

INSURANCE RECEIVABLE
39%
(35% in 2020-Q3)

Earning Per Share

Company	EPS 2020-Q3	EPS 2021-Q3
VISN	0.149	0.147
MCTI	0.001	0.040
AINS	0.033	0.038
OQIC	0.012	0.028
NLIF	0.053	0.027
OUIC	0.035	0.025
DICS	0.032	0.023
AMAT	0.016	0.016
AFIC	0.009	0.010
TAOI	0.016	0.007

The listed insurance market experienced an overall decrease in earnings in 2021

The values of EPS for all companies (except MCTI 2021-Q3) are taken from the recent published financials. For MCTI, EPS is taken from a publicly accessible online source.

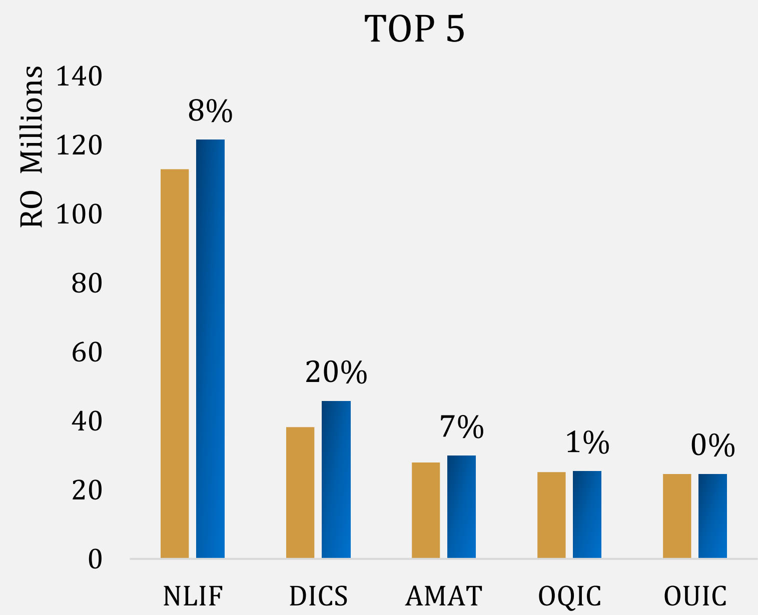
Gross Written Premiums

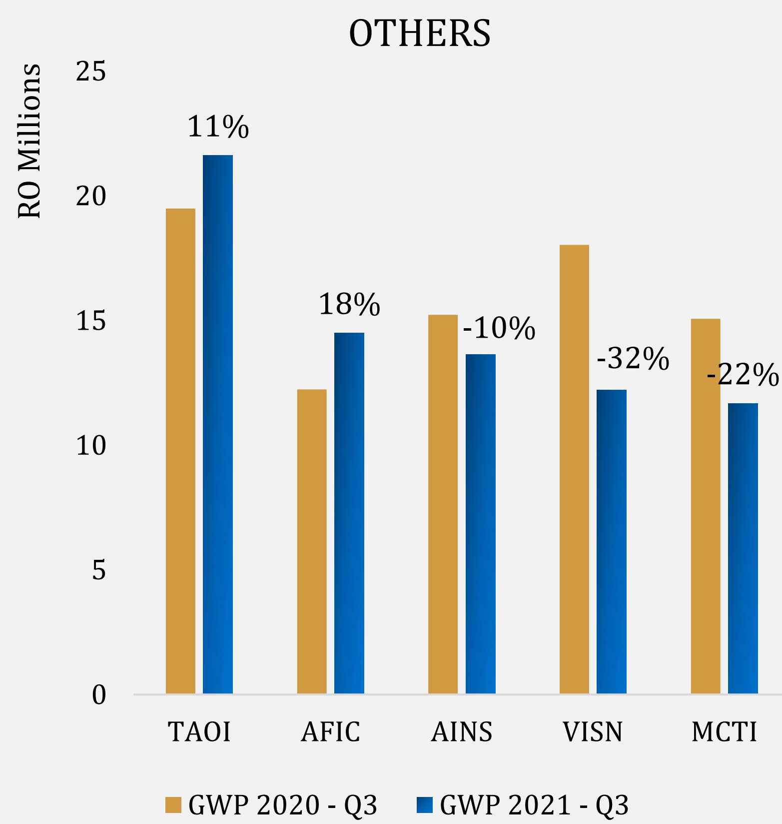
In the first nine months of 2021, the insurance companies in the Sultanate saw an increase of 4% in written business as compared to the corresponding period in 2020. The gross written premium for the period stands at RO 321 million (2020-Q3: RO 309 million). The business written during the first few months of 2020 was significantly low as the sector was impacted by COVID-19; however, by 2020-Q3, businesses started reverting to normal. The growth in overall premium can also be attributed to implementation of mandatory health insurance in mid 2020. However, a few companies (AINS, VISN and MCTI) observed a decrease in premiums when compared to last year.

The TOP 5 insurers in terms of GWP amounted to RO 247 million, hence contributing to 77% of the overall market.

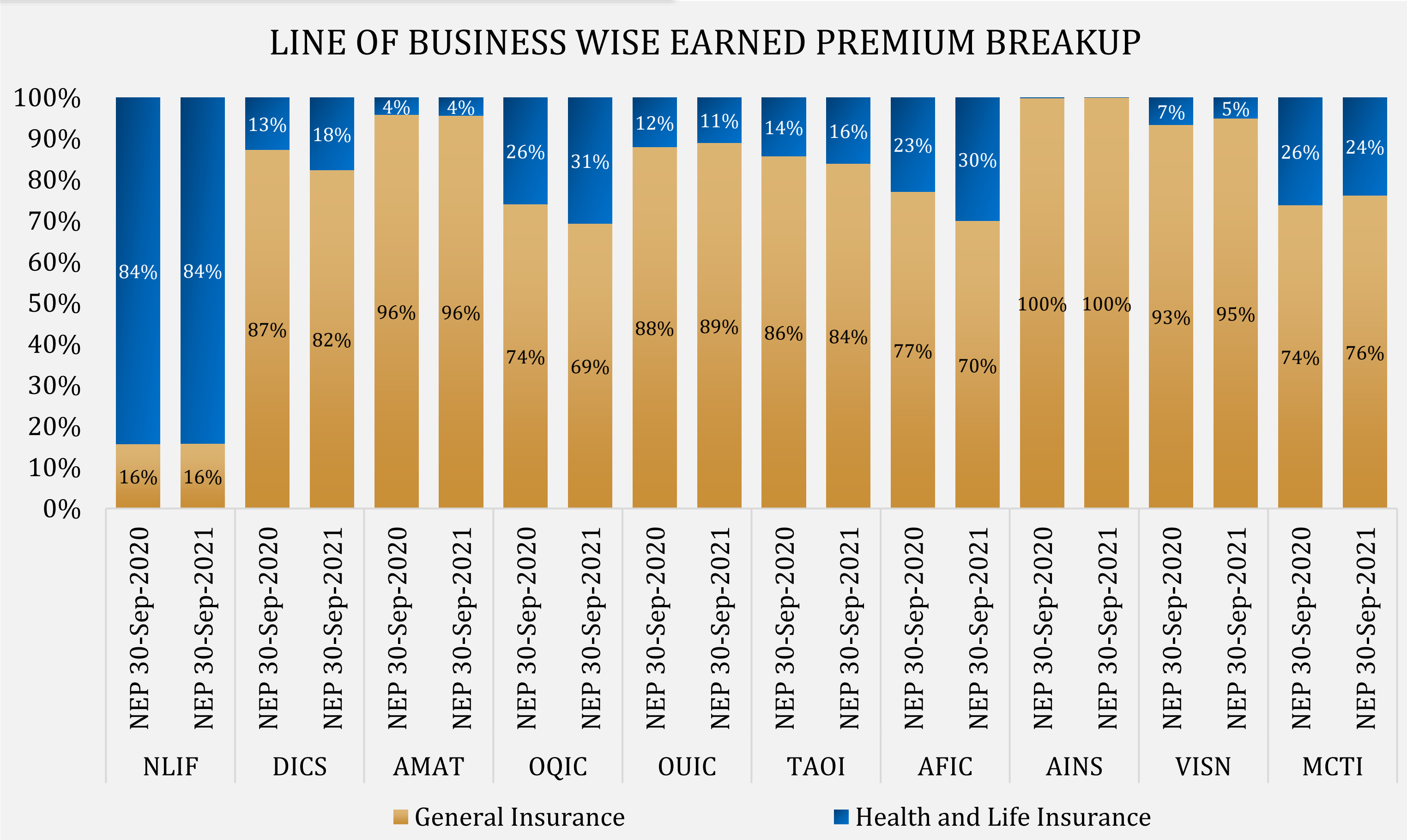
NLIF being the market leader in Health and Life Insurance contributed 38% share in insurance sector for the first three quarters of 2021. NLIF's premium of RO 122 million includes RO 64 million from overseas subsidiaries which is about 52% of their total business. However, as the consolidated numbers are reported, we have used the consolidated financial statements.

DICS exhibited the highest GWP growth rate of 20%, while VISN observed the largest decline of 32%.





Net Earned Premiums



NLIF, which is the market leader and has the largest business volume, concentrates its business in Health and Life Insurance.

Excluding NLIF, the companies operating in Oman concentrate predominantly in Non-Life Insurance Business. 87% of the NEP excluding NLIF is attributable to Non-Life Insurance, while as a percentage of the overall market including NLIF, this works out to 49% for nine months ended 2021-Q3. The ratios have remained consistent with the corresponding period of the previous year.

AFIC has shown a significant change in business composition. There has been an increase of RO 0.5 million in their total NEP, majority of which is due to Health and Life Insurance.

The overall Oman Insurance Industry exhibited a 1% decline in NEP when compared to the corresponding nine-month period of 2020. The driving factor of this decline is the Non-Life segment which has experienced a 4% decrease whereas the Life segment increased by 2%.

For AINS, segmental information was previously not available however starting 2021-Q3, the information is provided and has been incorporated in the analysis.

The above graph is sorted with respect to net earned premium in descending order.

Retention Ratio

The retention ratios have been calculated as a ratio of net earned premiums to gross earned premiums. The graphs are sorted in descending order of total gross earned premium.

The weighted average retention ratio for the companies in the Sultanate for the nine-month period ended 2020-Q3 stood at 57% and has declined to 54% in the corresponding period of 2021. NLIF and AINS reflect the highest retention among the listed companies while OQIC depicts the lowest retention of 18%.

Although there may be exceptions, retention ratios are generally reflective of lines of business being underwritten; Motor and Medical generally tend to have high retention ratios while commercial lines such as Aviation, Engineering and Fire tend to have lower retention.

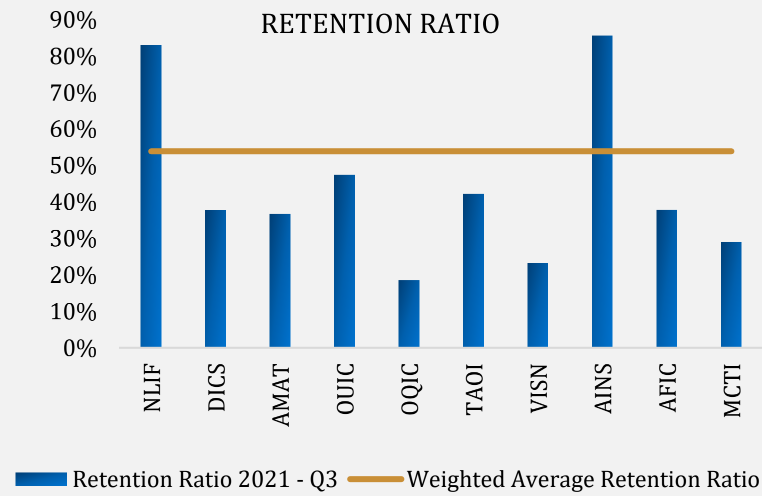
Life business shows higher retention levels than Non-Life business.

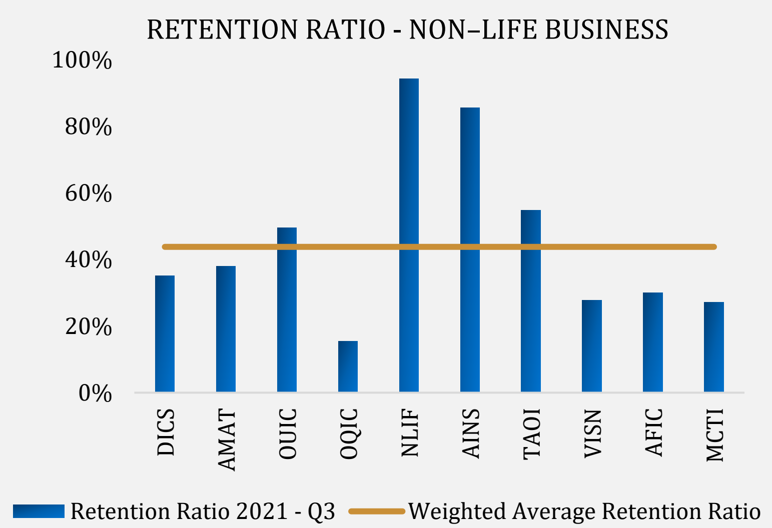
The weighted average retention ratio for Non-Life stands at 44% for the period in contrast with Life business retention ratio which is computed as 70%.

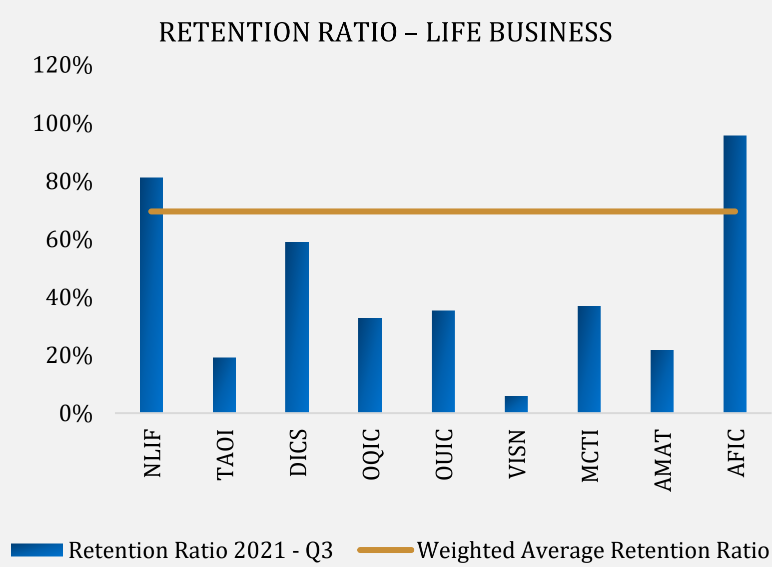
For OUIC, the segmental information was limited. Historical proportions of Life & Non-life segments were used to estimate the amounts. Moreover, it should be noted that the gross earned premiums for some of the companies are also estimates, as movement in gross UPR is not provided.

A further segmented analysis on a line of business is not performed due to limited information being available.

Life business also consist of Medical Portfolio.







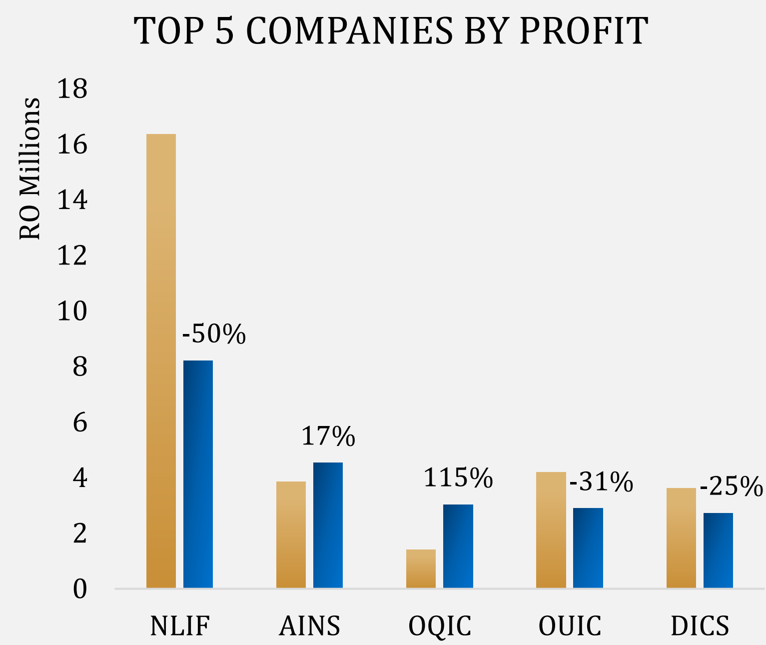
Profit Before Tax

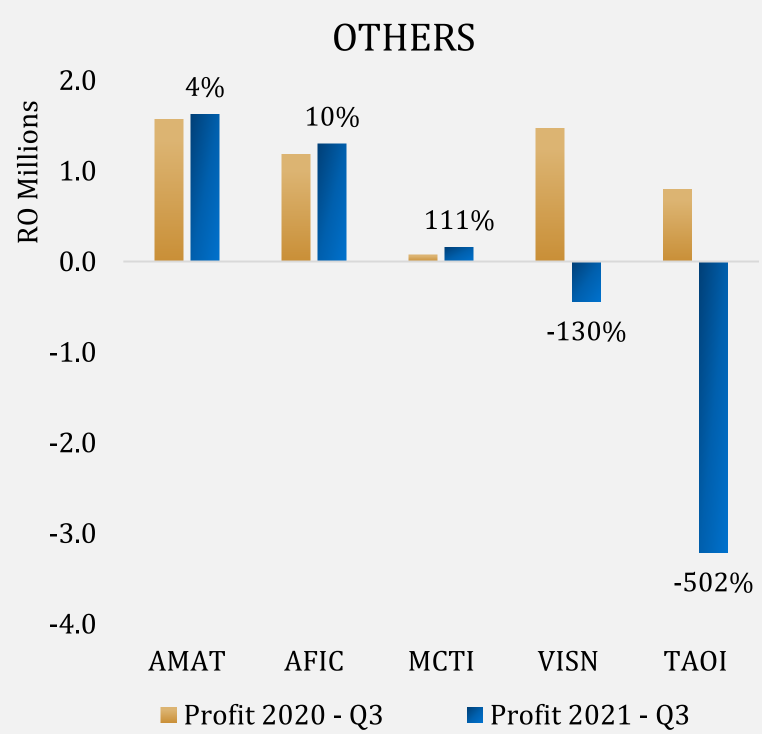
The Insurance companies in the Sultanate of Oman have shown a profit decline of 40%, where the total profit amounted to RO 21 million for the nine-months ended 2021-Q3 (2020-Q3: RO 35 million). If NLIF & TAOI are excluded from this analysis, the profit decline reduces to -9% (from -40%) for nine months ended 2021-Q3.

NLIF booked the highest profit amounting to RO 8.2 million. However, this is a decrease of 50% from the previous year (2020-Q3: RO 16.4 million). NLIF makes up 39% of the total profit of the companies in the Sultanate for the nine-months period ended 2021-Q3. It should also be noted that profits from business within Oman amount to RO 9.6 million (117% of their overall profits) while their overseas businesses have made a loss of RO 1.4 million. The drop in profits in NLIF is significant and attributed to losses in overseas business.

The highest profit growth was recorded by OQIC of about 115% while the largest decline of 502% for the period was recorded by TAOI.

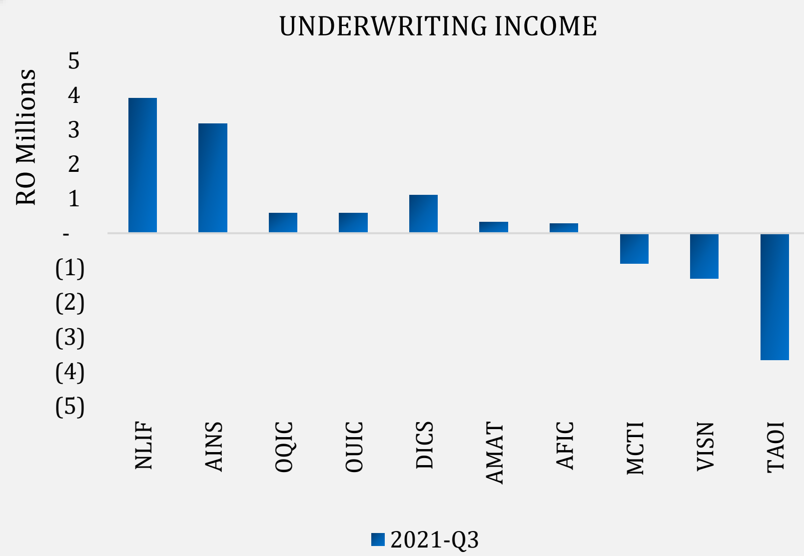
For Takaful companies, net profits before tax on policyholder and shareholder accounts are consolidated for comparative purpose.



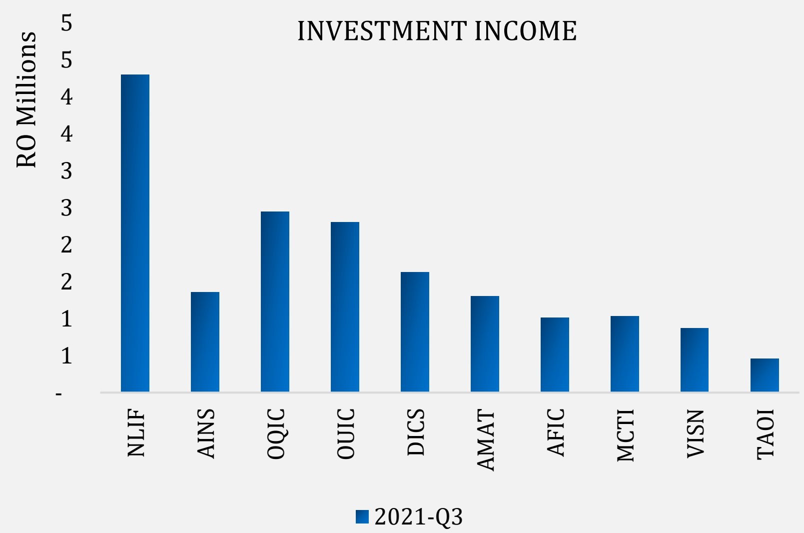


Profit Before Tax

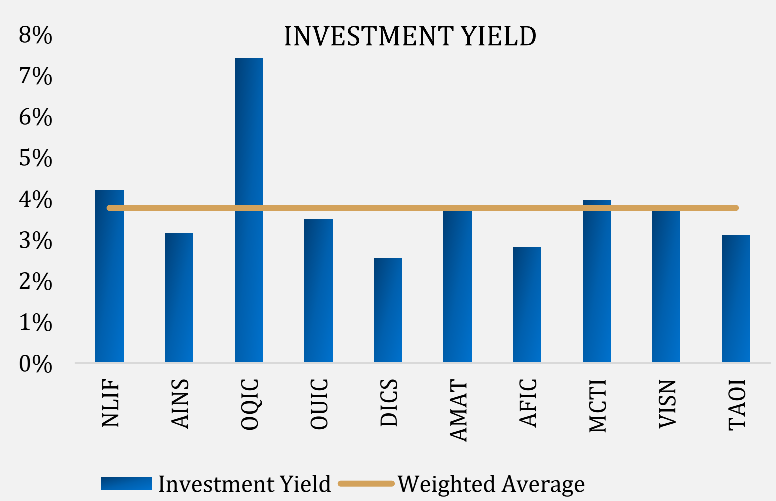
All listed companies, except MCTI, VISN and TAOI, have recorded profits from their underwriting activities. As demonstrated by the first graph, NLIF recorded the highest underwriting profits; however, nearly half (53%) of their business is overseas which generated a loss of RO 1.4 million. Moreover, underwriting income for most companies has reduced as compared to nine months ended 2020-Q3.



The second graph demonstrates the investment income earned by each of the companies over the first nine-month period of 2021. Similar to underwriting income, NLIF has recorded the highest investment income as well. It should again be noted that not all of this income is generated within Oman. For most companies, the investment income recorded during the nine months ended 2021-Q3 has increased, resulting in an overall increase of 35% when compared to the corresponding period of 2020.



Lastly, we have depicted investment yield, calculated by dividing the investment income from nine months ended 2021-Q3 by the average of opening and closing invested assets of the period. The highest investment yield is exhibited by OQIC (7%) while the investment yield for all other companies hovers close to the industry average of 4%.



The graphs are sorted in descending order of 2021-Q3 Profit.

Profit Before Tax

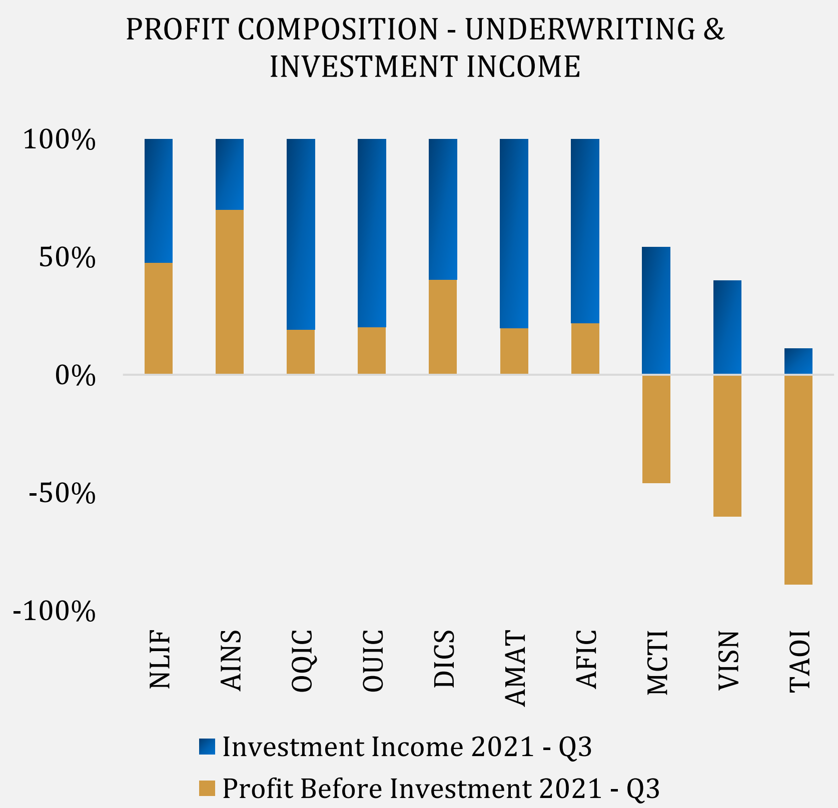
In this analysis, profit before tax comprises of underwriting income and investment income. The total underwriting and investment income earned for the listed companies in Oman amounts to RO 4 million and RO 17 million respectively.

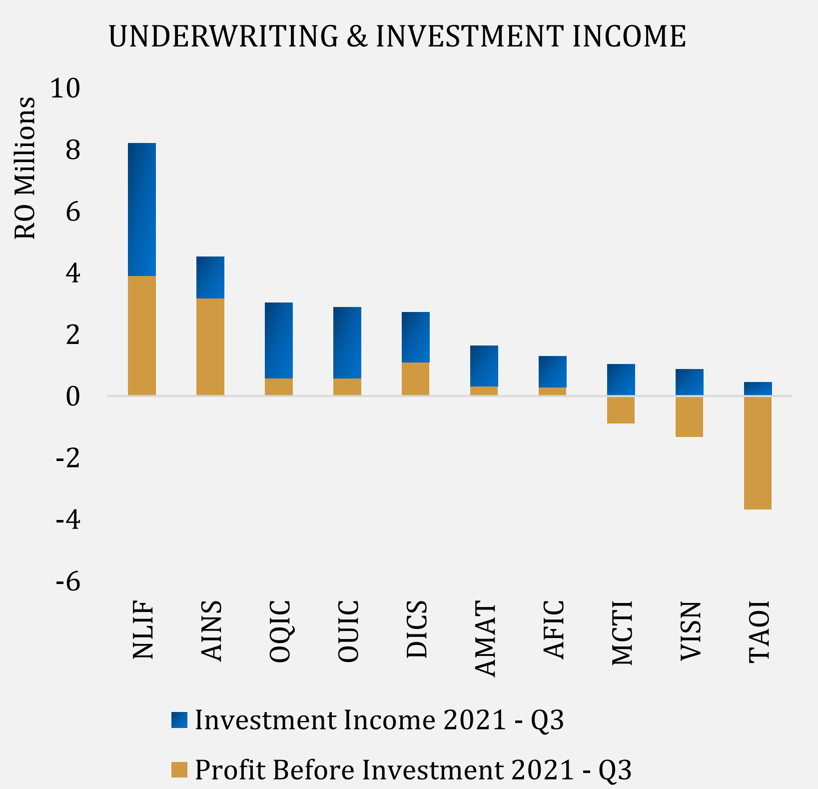
For all the listed Companies operating in Oman, Investment Income has contributed to generating profits.

VISN, TAOI and MCTI recorded a loss on underwriting activities. For VISN and TAOI, the investment income was not sufficient to offset the underwriting losses while for MCTI, investment income exceeds the loss recorded in underwriting activities which has resulted in overall profits.

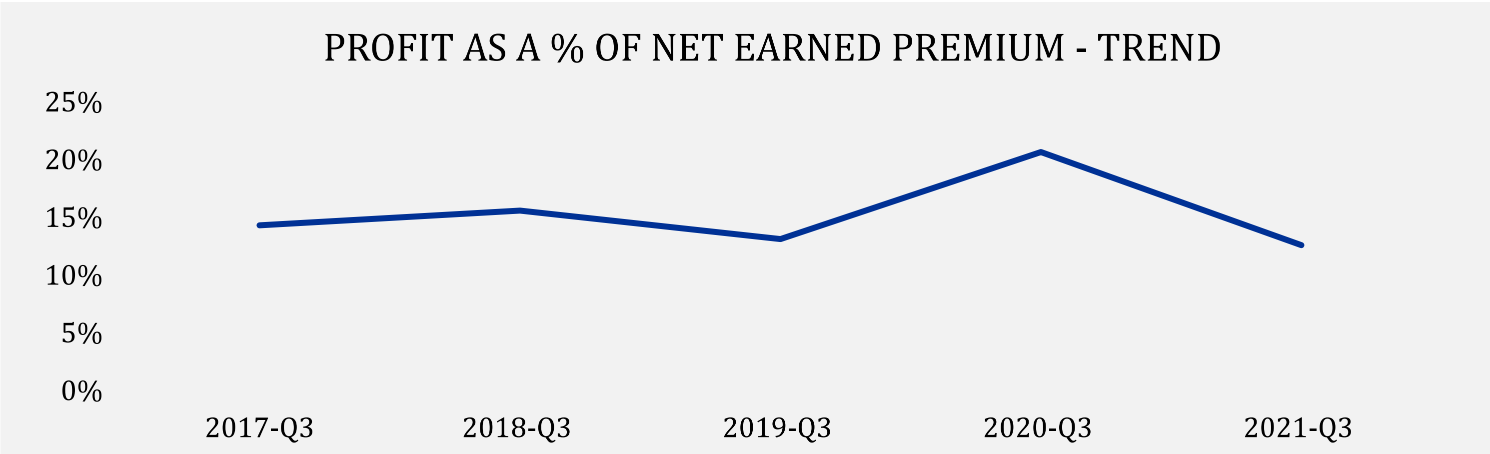
Overall, three companies have investment income which is higher than the profit before tax. This shows the importance of investment income in the industry when the primary profit source of insurance companies is expected to be from underwriting.

The analysis presented here is sorted by 2021-Q3 Profit.

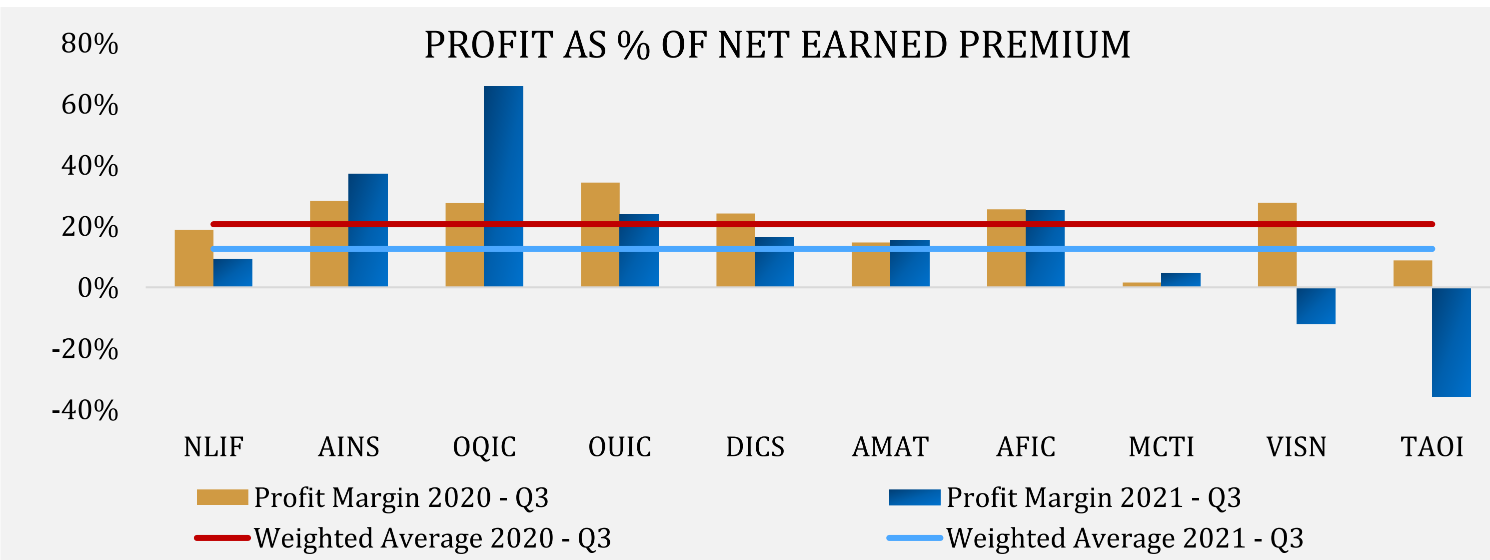




Profit as a Percentage of Net Earned Premium



The above graph shows a stable trend with the exception of 2020-Q3 where the profit margin is significantly higher. This is due to the overall profit being higher which is a reflection of lower claim activity as a result of COVID-19 pandemic.



The Profit Margin of the Oman Insurance Industry stands at around 13% for the first nine month of 2021 (2020-Q3: 21%).

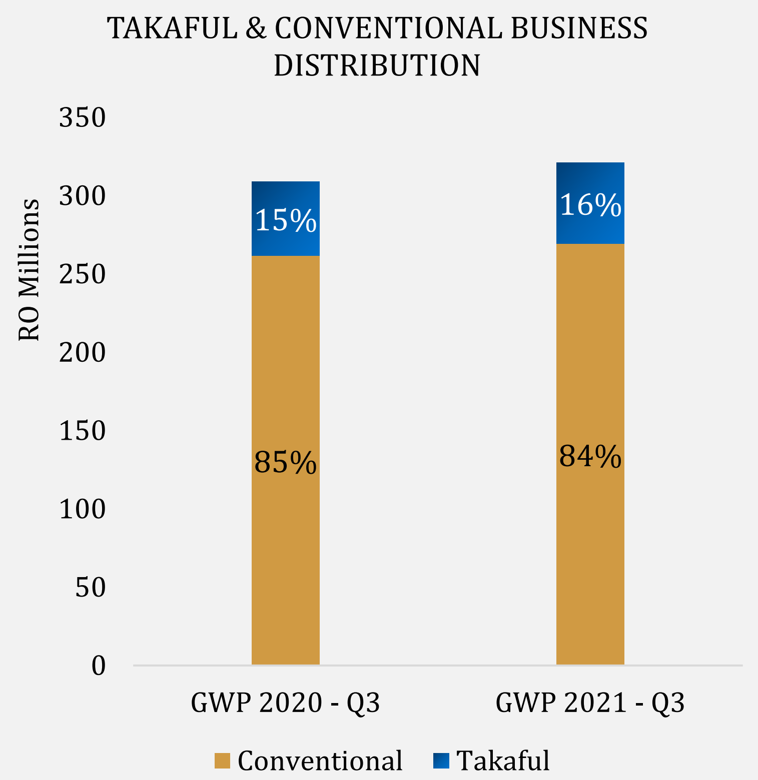
As depicted, OQIC has the highest profit margin, followed by AINS which are significantly above the industry average. TAOI followed by VISN have lowest profit margins which are driven by loss in their underwriting activities.

The Profit Margin is calculated as profit before tax as a proportion of net earned premium.

The above analysis is sorted in decreasing order of 2021-Q3 Profit.

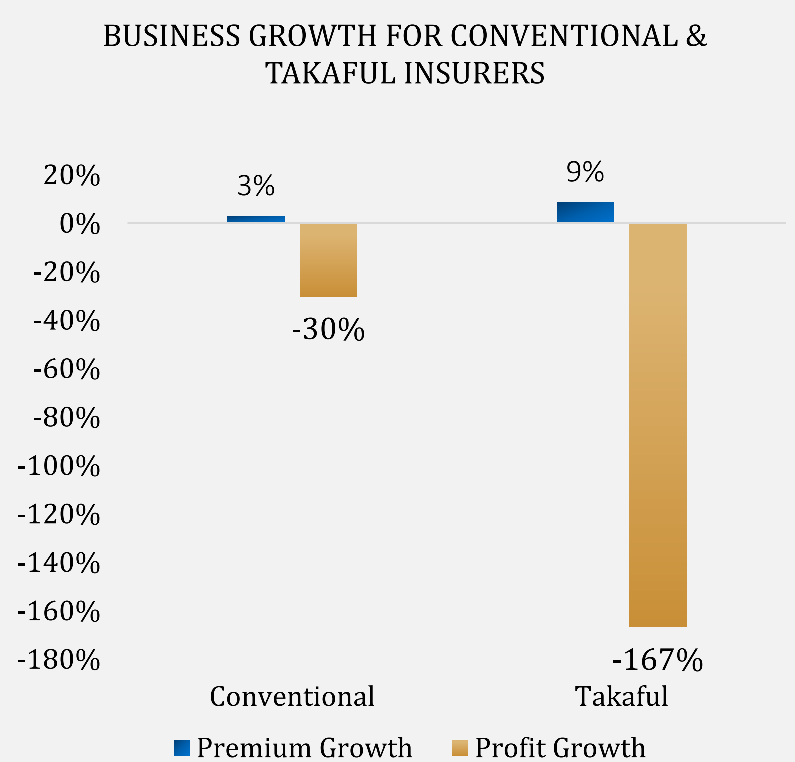
Conventional Vs Takaful

In the Sultanate of Oman, out of 10 listed insurance companies, only 2 operate as Takaful Insurers (TAOI & AMAT), contributing 16% of the total written business in the nine months ended 2021-Q3 which is a slight increase as compared to the corresponding period in 2020.



While there has been a slight increase in premium (3%), Conventional business has exhibited a 30% decline in profits. This is driven by NLIF recording a 50% decline in profits.

On the Takaful front, there has been a 9% growth in premium while profits have declined by 167%. TAOI exhibited a significant decline in profits of 502% while AMAT showed a profit growth of 4%.



Premium Benchmarked on the Basis of Profitability

Company	Ranking		Indic.
	Gross Premium	Profit	
NLIF	1	1	
DICS	2	5	
AMAT	3	6	
OQIC	4	3	
OUIC	5	4	
TAOI	6	10	
AFIC	7	7	
AINS	8	2	
VISN	9	9	
MCTI	10	8	

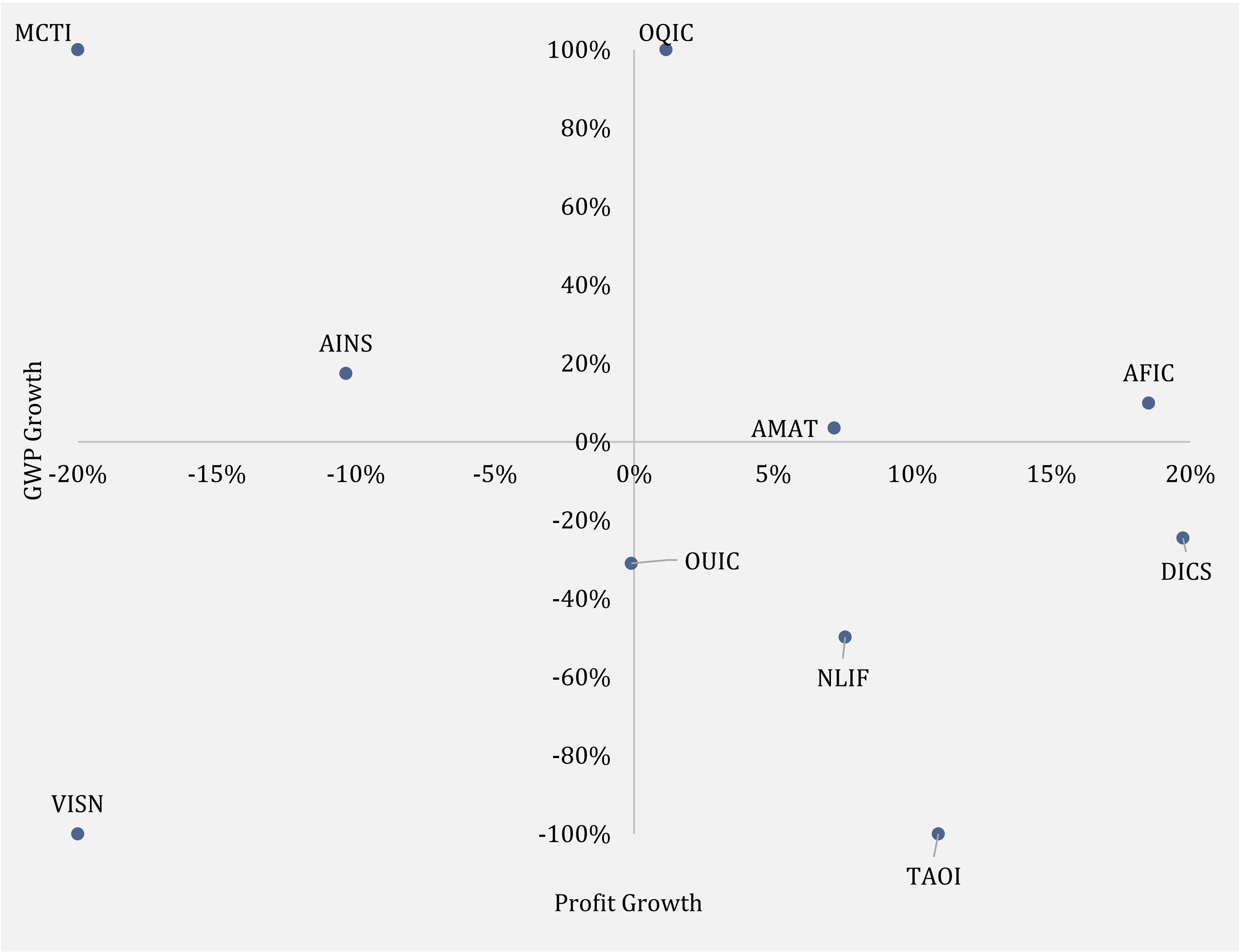
This table ranks the conventional business based on gross written premium and profit before tax. The Indic column indicates whether the profit ranks above or below the premium rank.

NLIF being the market leader has retained its position on both in gross written premium and profit.

An important observation can be made for AINS, which despite its low premium volume, managed to generate profit that is ranked second. On the contrary, TAOI has ranked last in terms of profit even though it ranked 6th in terms of premium.

The chart above is sorted by Gross Premium and represents the company's movement based on their profitability.

Premiums and Profit Analysis



A summary of premium and profitability growth during nine months ended 2021-Q3 from the corresponding period of the previous year is presented. Companies exhibiting premium and profitability growth rate outside of the +-20% and +-100% range are capped, respectively.

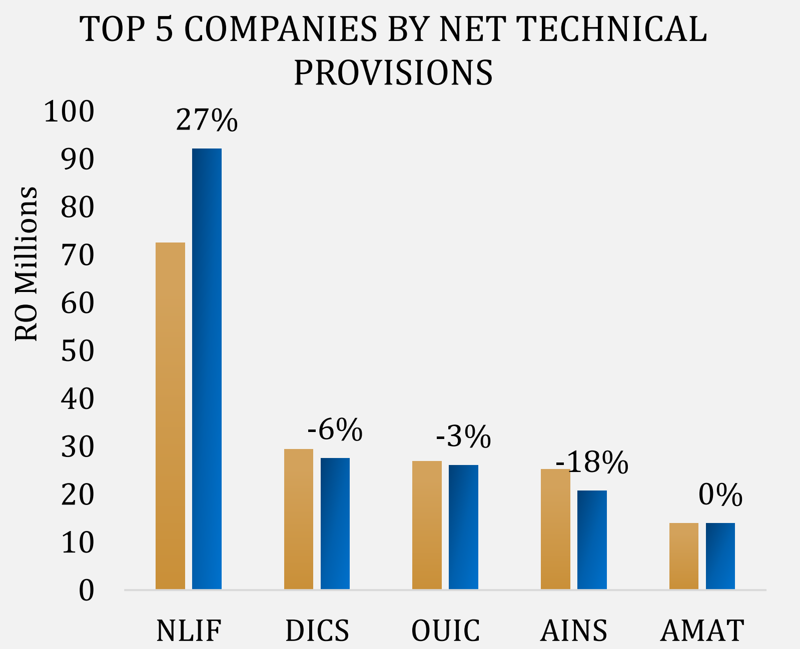
A company being in the top right quadrant indicates growth in both business volume and profits. On the other hand, being in the bottom right quadrant indicates growth in business volume but a decline in profits: this might be due to the company onboarding loss making business.

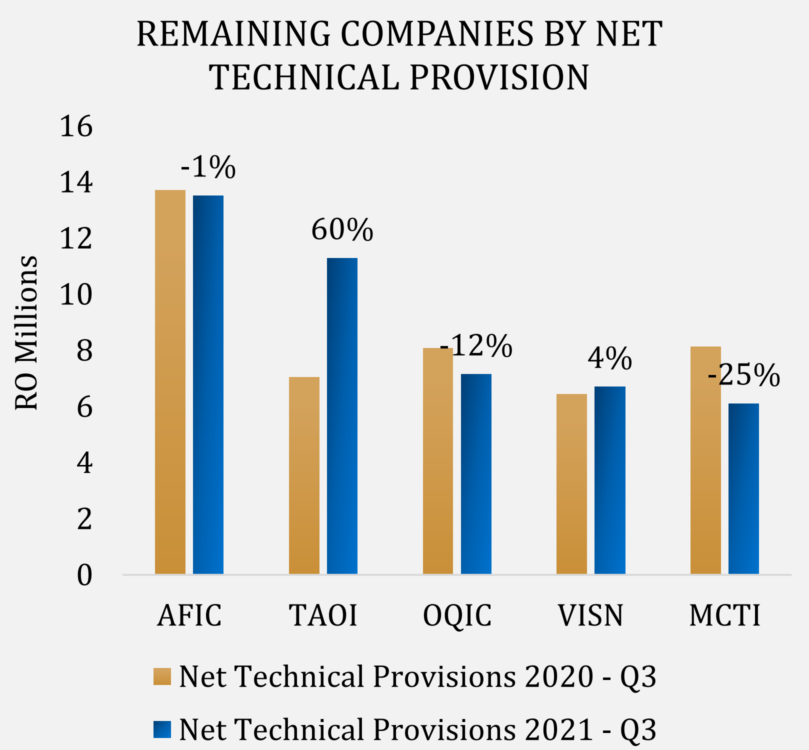
Net Technical Provisions

Total net reserves as at end of September 2021 amount to RO 225 million which is a 6% increase compared to the reserves as at end of September 2020 (RO 211 million).

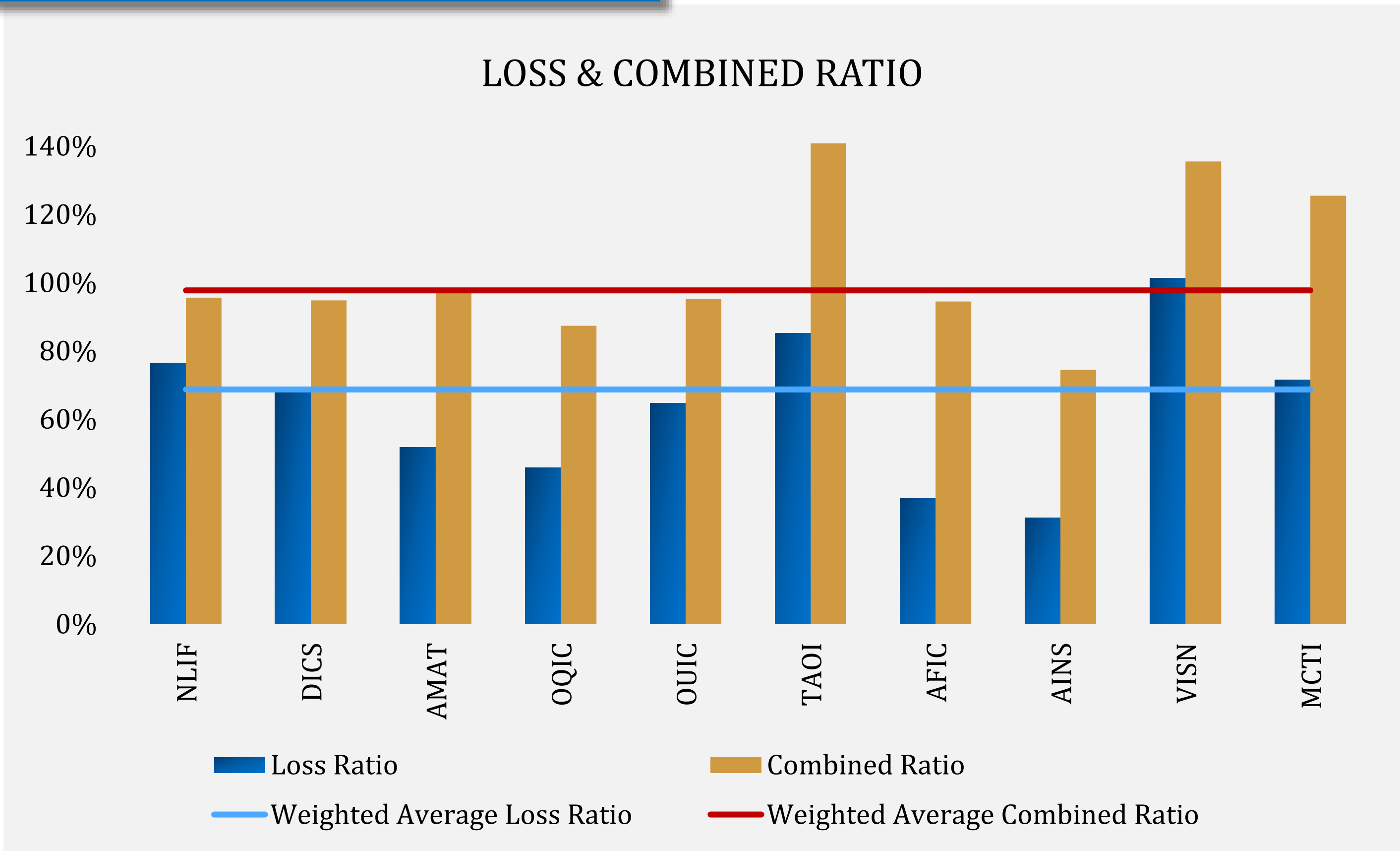
Out of all the listed companies, NLIF has the highest technical provisions, which is commensurate to the size and nature of its operations.

The highest growth in net technical provisions is seen for TAOI. The increase is primarily driven by a substantial increase in the outstanding claims for General Takaful.





Combined Ratio Analysis



The weighted average loss of the insurance companies in the Sultanate of Oman is computed to be 69% (2020-Q3: 60%). The loss ratios in the previous year were lower due to reduced claims as result of Covid-19 and the lockdowns. VISN bears the highest loss ratio of 101% and AINS bearing the lowest loss ratio of 31%.

A company is deemed to be profitable from an underwriting perspective if the combined ratio is below 100%. The weighted average combined ratio of listed companies in the Sultanate works out to be 98% (2020-Q3: 87%) with TAOI bearing the highest combined ratio of 141%, whereas the lowest combined ratio of about 74% is depicted by AINS.

Loss Ratio is computed as Net Incurred Claims over Net Earned Premium.

Combined Ratio is calculated as ratio of Net Incurred Claims along with G&A Expenses, Net Commissions and Other Expenses over Net Earned Premiums.

For Takaful companies we have consolidated the policyholders and shareholders P&L for comparative purposes.

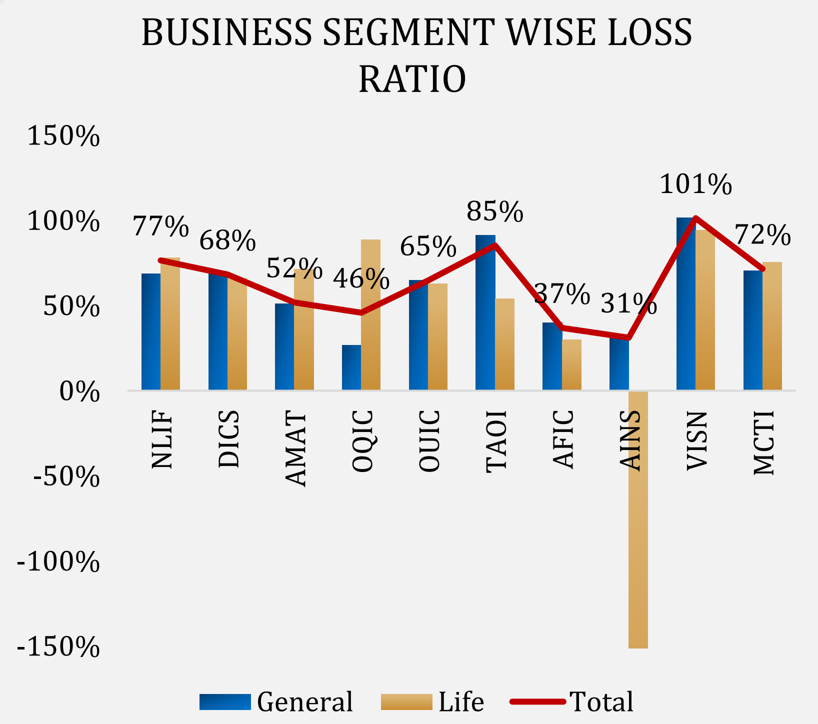
The analysis is sorted on the basis of gross written premium for 2021-Q3.

Segment-wise Loss Ratio

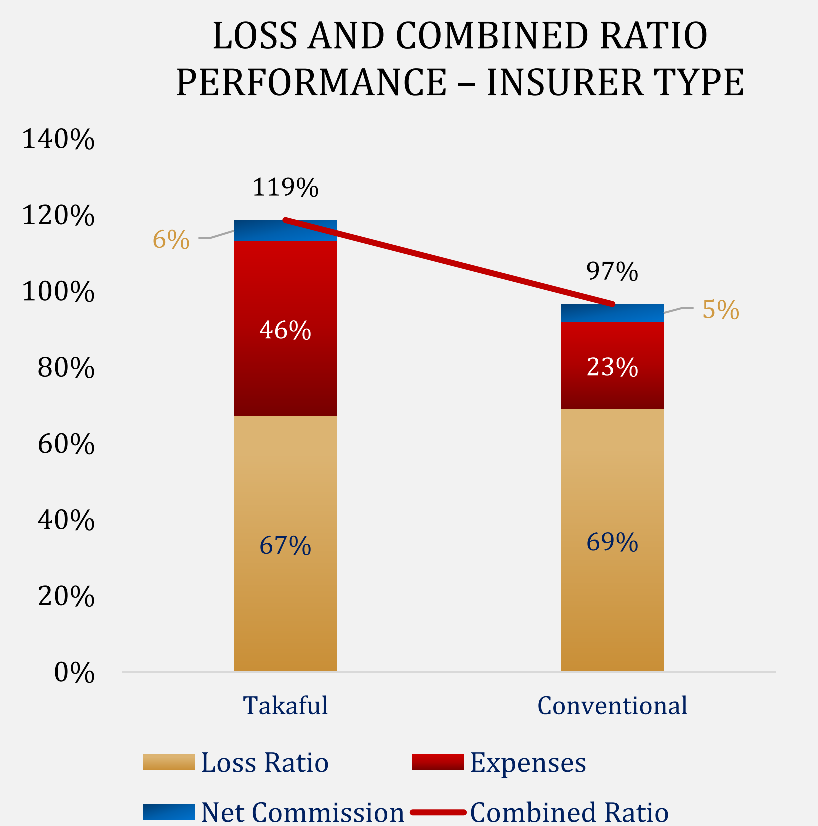
Since the Life and Non-Life business segment wise information was available, Loss Ratio analysis on the breakup is also presented.

Due to limited availability of information, the graph shows reported net loss ratios for Life and Non-life segments.

The weighted average loss ratio for Life business for the nine months ended 2021-Q3 works out to be 76% (2020-Q3: 67%) whereas Non-Life business has a weighted average of 61% (2020-Q3: 53%). There seems to be an upward trend in loss ratios for both Life and Non-Life business however, this could be because loss ratios in 2020 were exceptionally low owing to the effects of the pandemic.



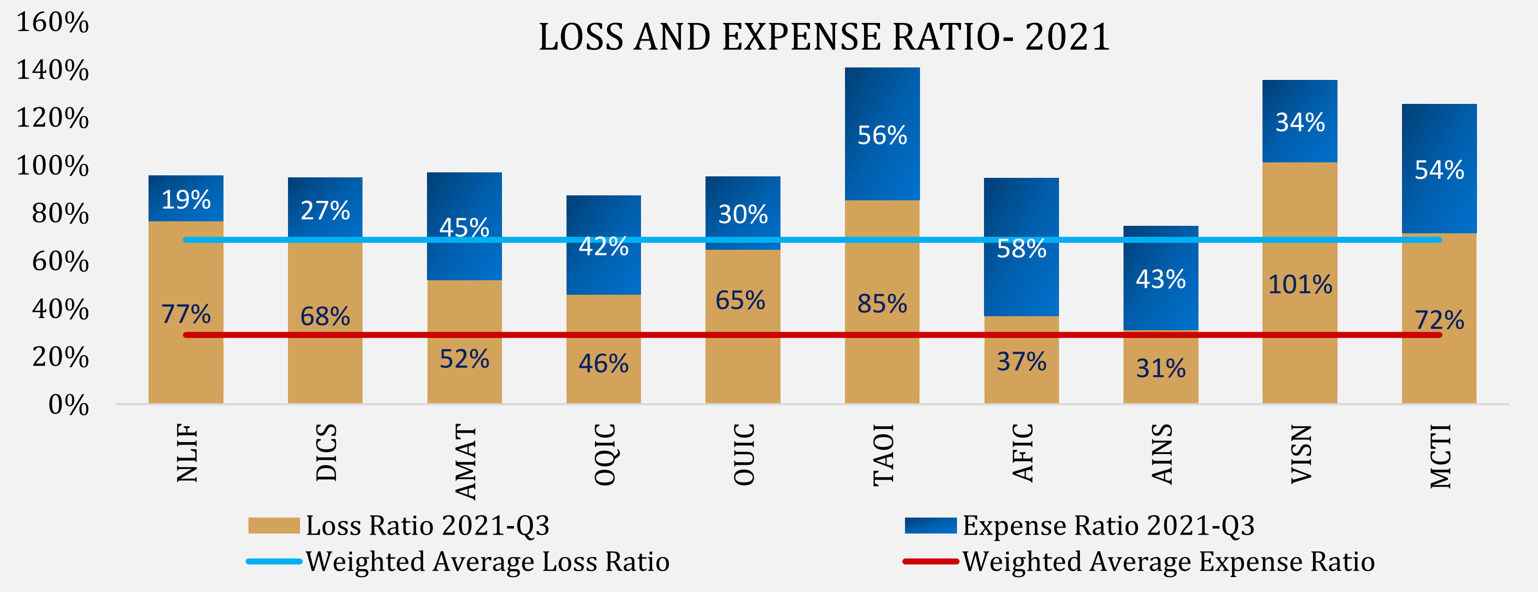
The weighted average loss ratios and commission ratios for takaful insurers are marginally lower than those of their conventional insurance counterparts. But due to significantly higher expense ratios exhibited by the takaful operators, the overall combined ratio for takaful companies works out to be higher than that of conventional insurance companies.



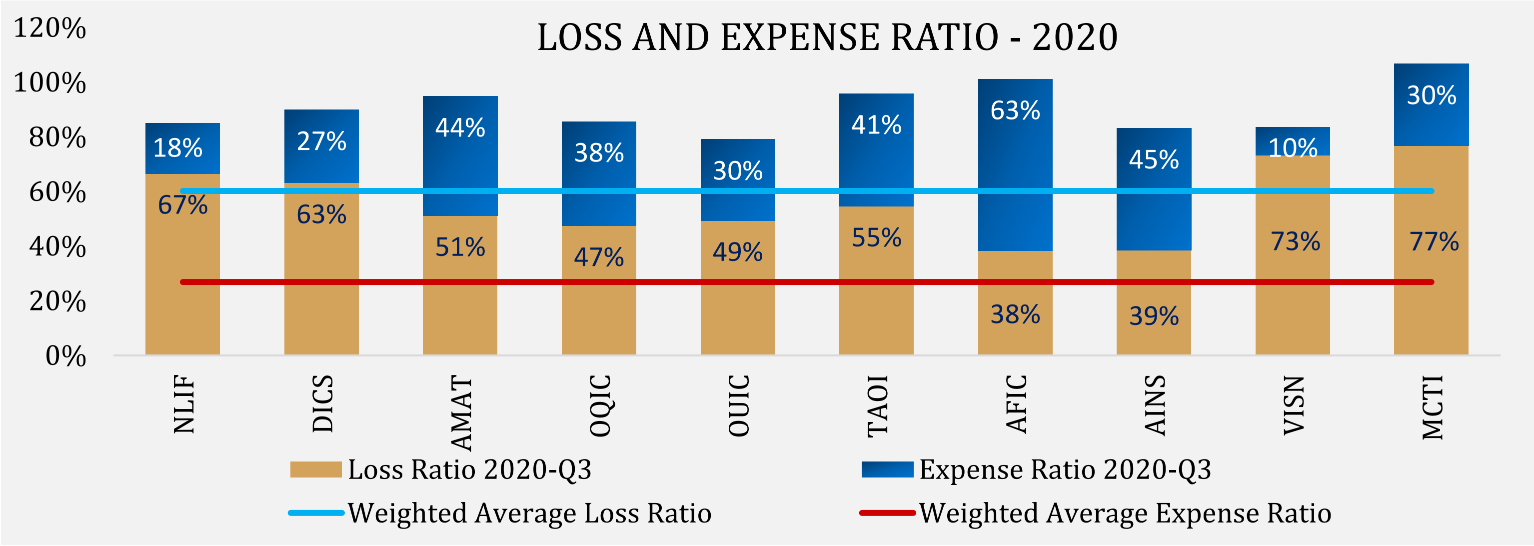
The above graph is sorted with respect to gross written premium in descending order.

Disclaimer: The graph has been capped, as life business AINS has a loss ratio exceeding -150%. It should also be noted that the volume of AINS life portfolio is insignificant.

Loss and Expense Ratio



The weighted average loss and expense ratio of the listed companies in Sultanate of Oman is computed to be 69% and 29% respectively. TAOI, VISN and MCTI have experienced the most notable increase in expense ratios while TAOI and VISN have also seen a significant increase in loss ratios. This has resulted in these companies having combined ratios exceeding 100% which are above the industry average of 98%, indicating an underwriting deficit.

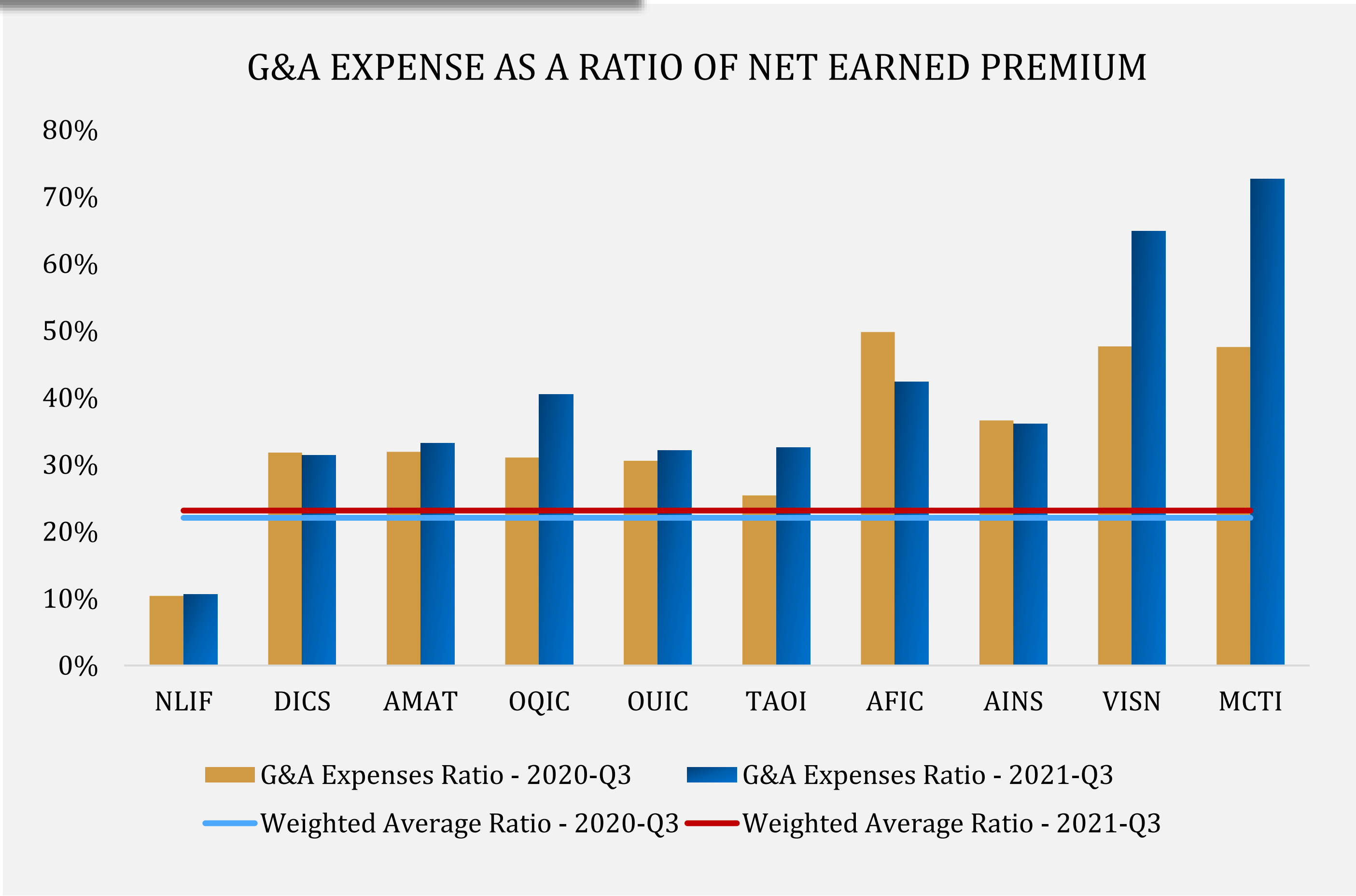


For nine months ended 2020-Q3, the weighted average loss and expense ratio stands at 60% and 27% respectively. The expense ratios for AFIC and AINS are higher than their respective loss ratios. The highest expense ratio is exhibited by AFIC, so while its loss ratio is one of the lowest, the high expense ratio has pushed the combined ratio to 101%. VISN recorded the lowest expense ratio in the industry at 10%.

The above graphs show loss and expense ratios (inclusive of commissions). Expense ratios are calculated as a ratio of G&A Expenses, Net Commissions and Other Expenses to Net Earned Premiums.

The above graphs are sorted with respect to gross written for 2021-Q3 premium in descending order.

Expense Ratio



Considering G&A Expense as a proportion of Net Earned Premiums, MCTI bears the highest expense ratio of 73% followed by VISN having expense ratio of 65%. The remaining Companies all have G&A Expense ratios below 45%.

NLIF recorded the lowest expense ratio in the industry at 11% owing to its large premium volume. Larger companies generally tend to have lower expense ratio, as they have sufficient business to absorb the fixed cost base as is evidenced by the above.

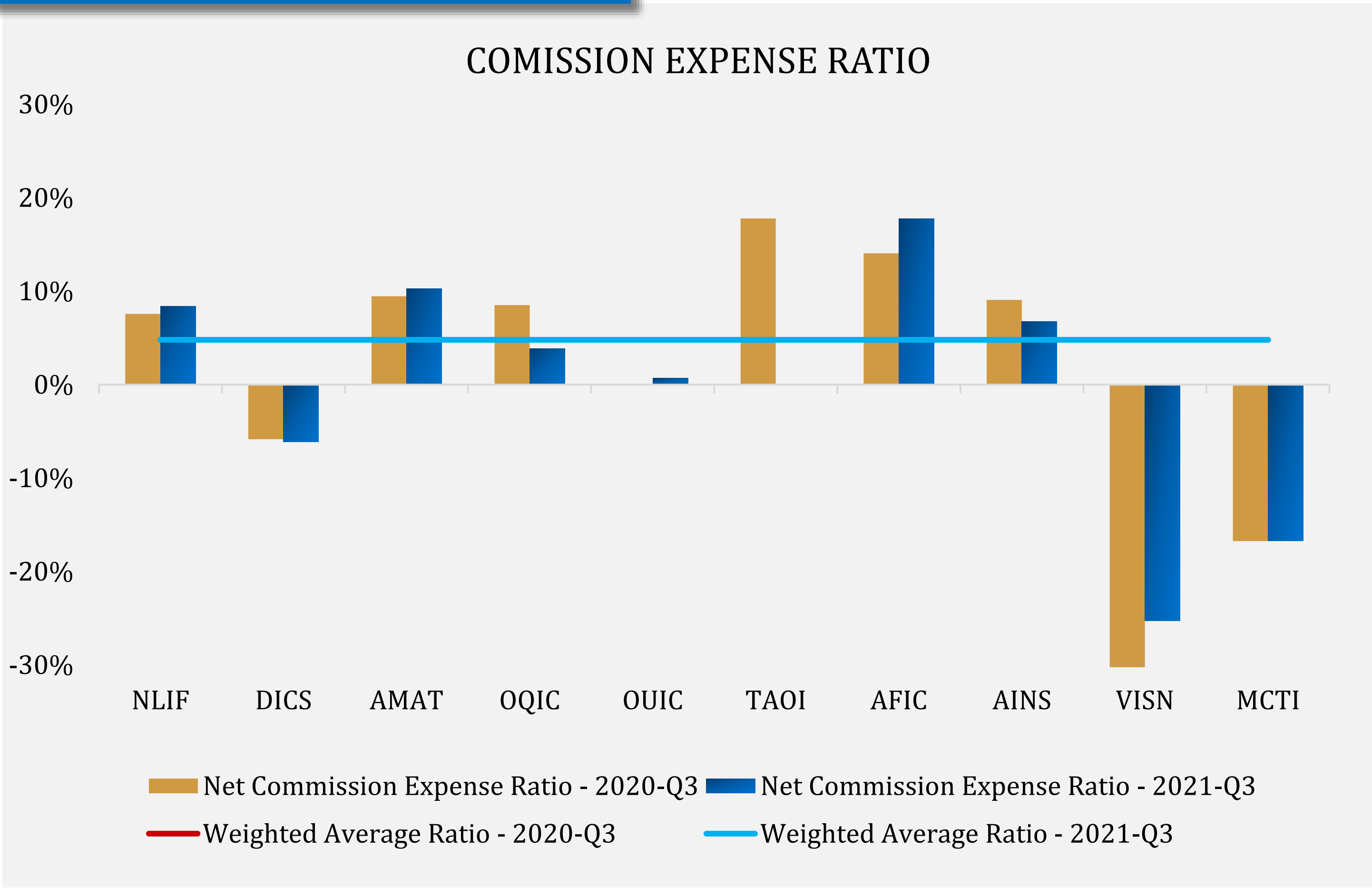
The weighted average G&A expense ratio as a proportion of net earned premium for the listed Insurance companies stands at 23% (2020-Q3: 22%). All companies except NLIF have expense ratio higher than the market average, hence if NLIF is excluded from the analysis, the G&A expense ratio goes up to 37%.

The expense ratio is worked out as:

Expense Ratio = General and Administrative Expense as a percentage of Net Earned Premium.

The above graph is sorted with respect to gross written premium for 2021-Q3 in descending order.

Expense Ratio



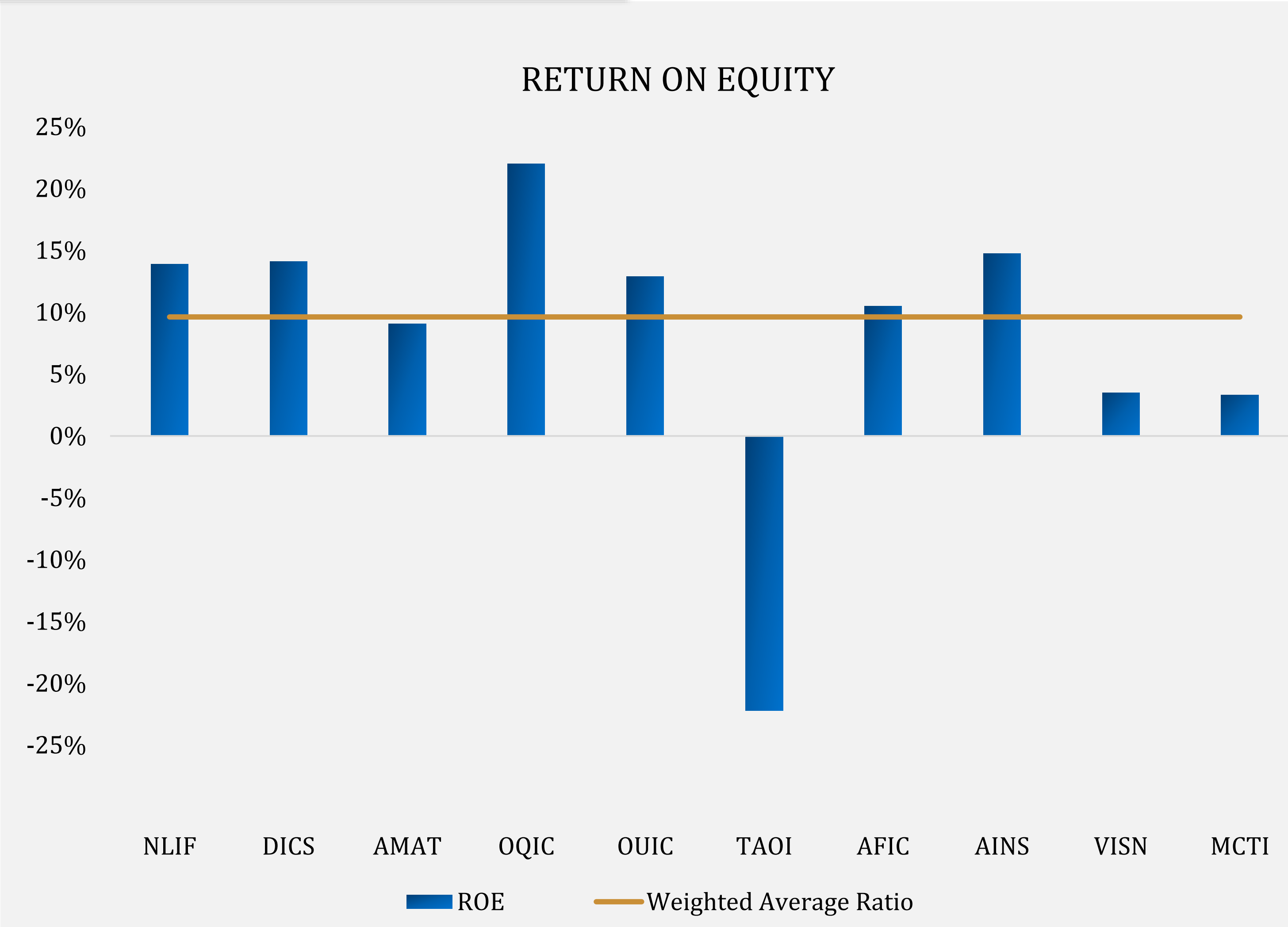
The highest commission expense ratio recorded for the nine-month period ended 2021-Q3 is for AFIC at 18% while VISN experienced the lowest ratio of -25%. The average net commission ratio for the Omani Insurance Industry stood at 5% which is consistent from the previous year. The commission expense considered is the net commission (commissions paid less commissions earned); a negative ratio signifies that the commissions earned outweigh the commissions paid. It is common practice for companies to cede out a large proportion of commercial lines business and benefit from the reinsurance commissions, which is also evidenced by the low net commission ratio.

It is felt that there is an inherent need to optimize reinsurance arrangements so that companies can benefit from underwriting profitable business without passing the risk and reward to re-insurers and just acting as fronting partners; while at the same time not affecting their solvency position.

Commission Ratios = Net Commissions as a percentage Net Earned Premium.

The above graph is sorted with respect to gross written premium in descending order.

Return on Equity



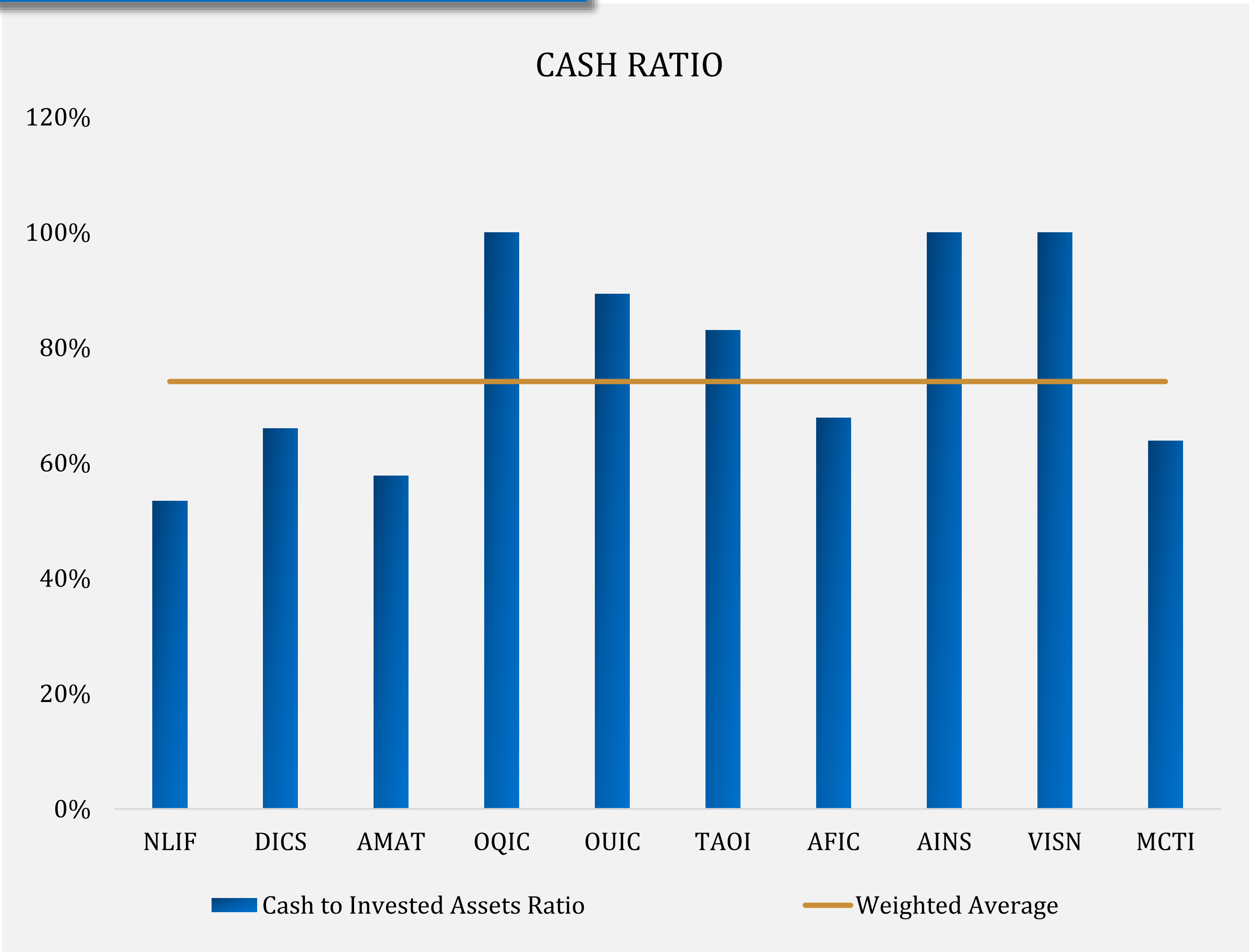
The weighted average Return on Equity (ROE) for the Insurance companies in Oman recorded to be 10% (2020-Q3: 16%). This decline can be attributed to the substantial decline in profits.

OQIC has the highest return on equity of about 22% whereas TAOI has recorded the lowest return of -22%.

The Return on Equity is calculated as a ratio of rolling 12 months net profit (before tax) to total of shareholder's equity at the beginning of the period 2021.

The above graph is sorted with respect to gross written premium in descending order.

Cash To Invested Assets



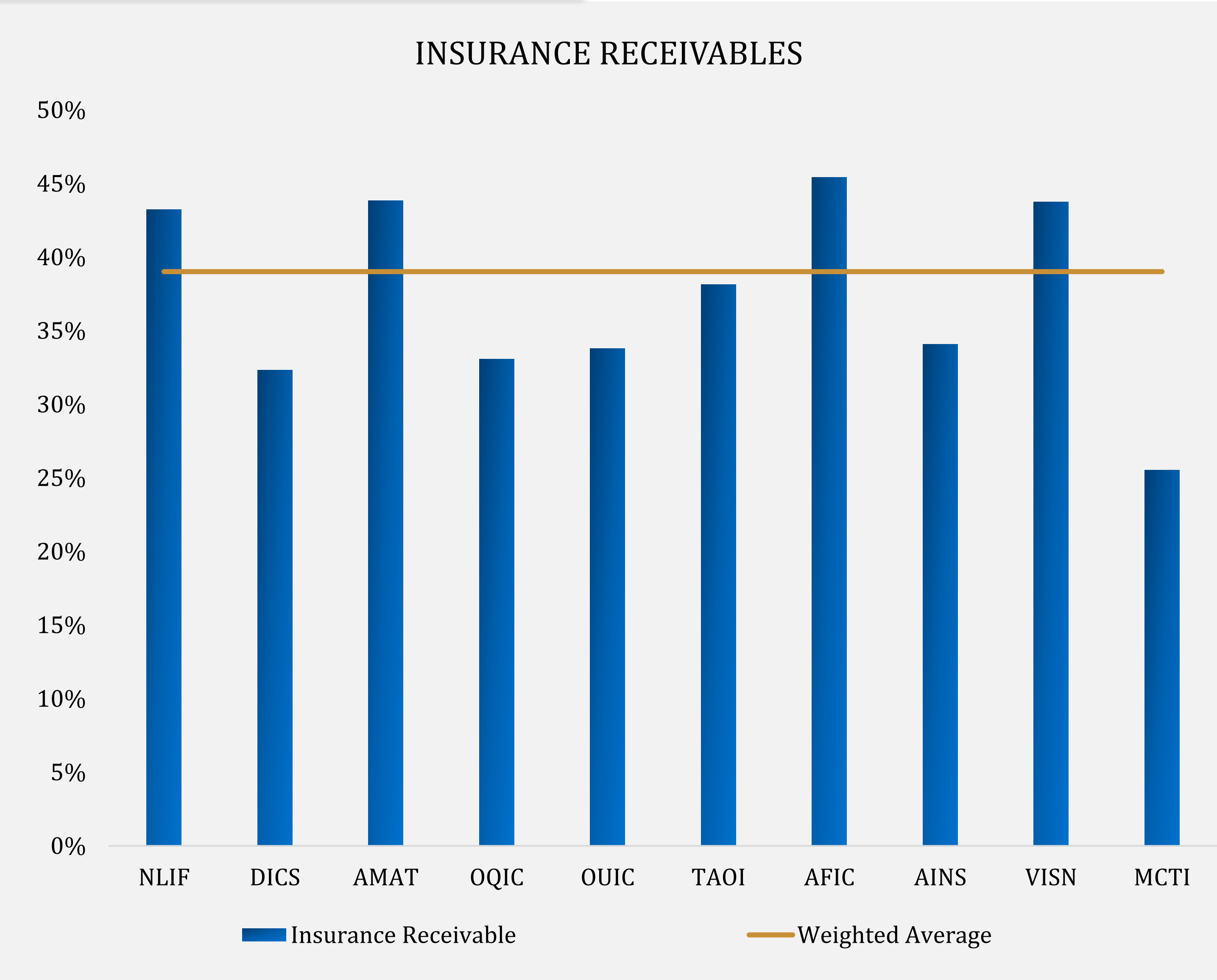
The Cash ratio of the industry works out to 74% (2020-Q3: 66%). OQIC, AINS and VISN has the highest level of 100% maintained as Cash, while NLIF has the lowest ratio of 53%.

The Cash Ratio indicates very high liquidity for the market overall. Since majority of the business for all companies except NLIF is concentrated in short-tailed Non-life segment, the high liquidity is to be expected. Cash generally earns a lower return compared to other asset classes.

The Cash Ratio has been taken as the ratio of Cash and Bank Deposits to Total Invested Assets.

The above graph is sorted with respect to gross written premium in descending order.

Insurance Receivables



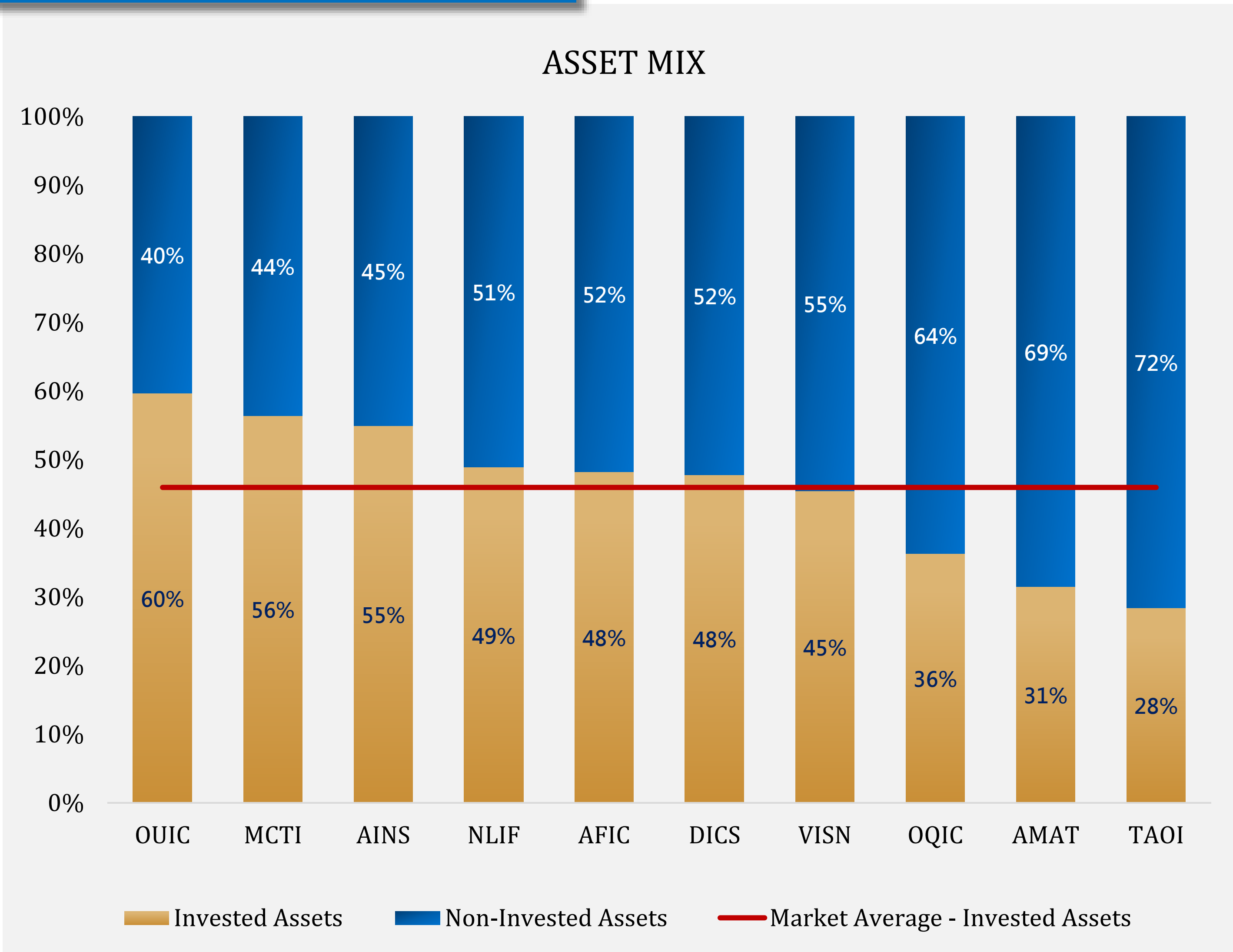
The insurance receivables are computed as a ratio of Insurance receivables of the company to gross written premium recorded over the last 12 months.

The ratio depicts the collection performance of each company. This is particularly important for Non-Life segment which has a short tail. Quicker collection can also improve the liquidity position and favorably impact the investment income.

AFIC has the highest receivable ratio of about 45%, while MCTI recorded the lowest ratio of 26%. The weighted average insurance receivables ratio for the Omani industry stands at 39% as at September 30, 2021 which is an increase from 35% as at the same time last year.

The analysis presented above is sorted by decreasing gross written premium.

Asset Mix



The Asset Mix compares the proportion of invested assets and non invested assets (such as insurance & reinsurance receivables) of the companies in Oman insurance industry as at September 30, 2021. OUIC has the highest proportion (60%) of invested assets, followed by MCTI having 56% of assets invested. Whereas TAOI has the lowest proportion (28%) of assets invested. The market proportion of invested assets to total assets has been computed to be 46% (2020-Q3: 47%). The industry average is driven by NLIF, followed by DICS which have the highest amount of overall assets.

The above chart is sorted in descending order of the proportion of invested assets of the companies.

Total Comprehensive Income

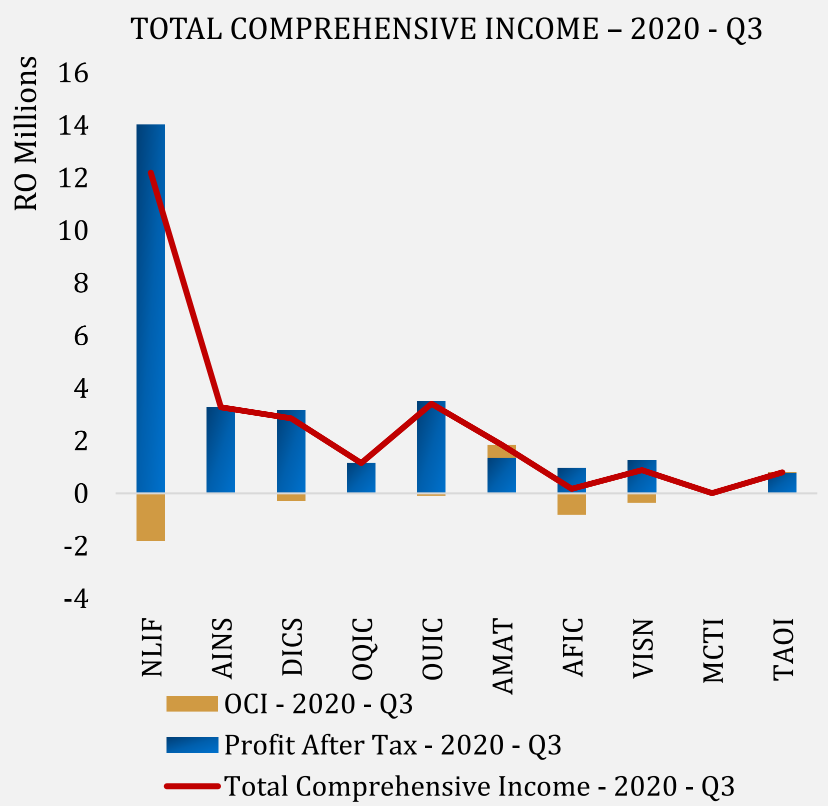
The profit & loss accounts or Other Comprehensive Income statements of the Companies for nine months ended 2020-Q3 were reflective of the declining Stock Exchange trend that was observed during the outbreak of COVID-19; the situation has started to recover post pandemic.

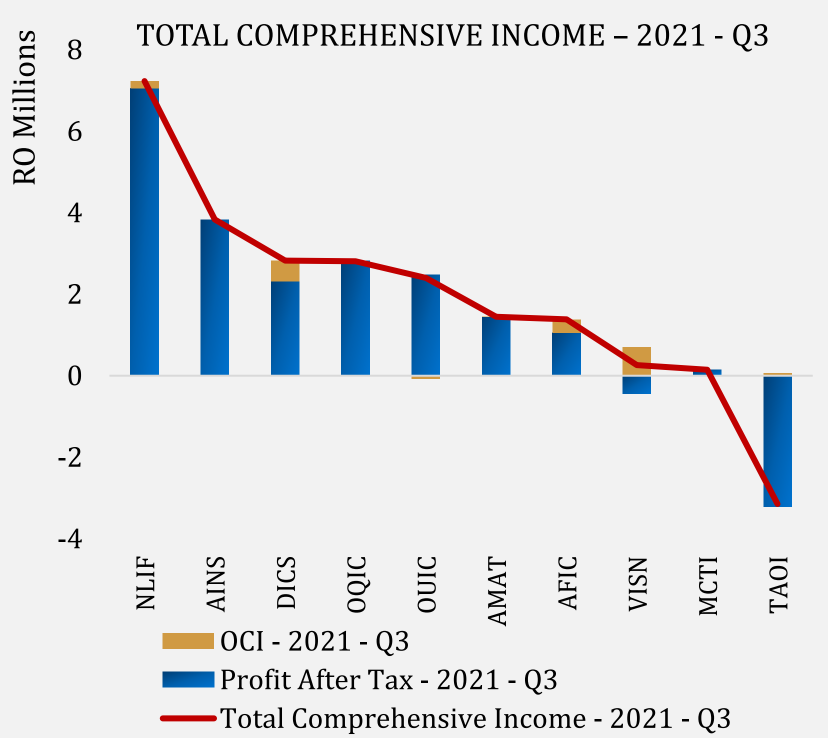
The Total Comprehensive Income (Profit after Tax plus Other Comprehensive Income) for the nine-month period ended 2021-Q3 exhibited a decline of 28%. This is primarily because in 2020, NLIF exhibited exceptional growth in profits after tax which has not been sustained. It should be noted that most companies have shown improvement in their Other comprehensive income in 2021 when compared to the corresponding nine-month period of 2020. The growth percentage of Total Comprehensive Income rises to -17% (from -28%) if NLIF is excluded from the calculation.

For the nine months ended 2021-Q3, TAOI is the only company having negative Total Comprehensive Income which is driven down by their Profit after Tax. While VISN also has a negative Profit after Tax, their Other Comprehensive Income is high enough to offset that deficit and bring the Total Comprehensive to be positive.

Segregated information for OCI is only available for 8 (out of 10) companies. 2 out of those 8 recorded losses in OCI for the nine months ended 2021-Q3. It is observed that OCI for companies on an aggregate level was negative in the previous year due to investment hit borne however it has since increased by 160% as the companies demonstrated recovery on investment performance.

The charts are sorted in descending order of 2021-Q3 Total Comprehensive Income.





Conclusion

Although the economy is still suffering the impacts of COVID-19 pandemic, there has been a growth of 4% in the total gross written premium for the listed insurance companies in Oman with the GWP increasing from RO 309 million in nine months ended 2020-Q3 to RO 321 million in the corresponding period of 2021. This is as anticipated given all economic activities, including those related to insurance sector, were dampened in 2020. Considering increased risks pertaining to the communicable disease, the growth in overall premium can also be attributed to implementation of mandatory health insurance in mid 2020. Additionally, there has been a shift globally towards risks related to business interruptions, cyber, climate etc. This, along with substantial infrastructure development, is anticipated to drive further growth in the foreseeable future.

The average loss ratio for the listed companies analyzed in the report stands at 69% (previously, 60%) and average combined ratio was at 98% (previously, 87%). The average combined ratio for Takaful and Conventional insurers was evaluated to be 119% and 97% respectively, despite Takaful companies on average having lower loss ratios; their higher expense ratio pushed the combined ratio over 100%. Going forward, the market is predicted to enhance efficiency and reduce expense ratios given increased IT infrastructure development in the wake of the pandemic and subsequent events. There has been an emphasis on e-insurance and automation of processes which is set to improve the customer experience; thus, promoting growth.

The profits recorded for the nine-month period ended 2021-Q3 observed a decline of 40% when compared with the corresponding period of 2020; this is primarily due to the profits in the previous year being exceptionally high which was a result of the lockdown leading to lessened claim activity. Total Profit by the listed insurance companies for nine months amounted to almost RO 21 million compared to RO 35 million recorded in the previous year. Furthermore, the profits of NLIF are nearly half of what they were the previous year and TAOI has recorded a sizeable deficit. The overall decline in profits goes to -9% (from -40%) if the two outliers (NLIF & TAOI) are excluded from the analysis. As the world is still facing challenges due to COVID-19, it is unclear what path the profits will take in the short-term; however, profits are likely to stabilize in the long-run as the industry recovers from the aftereffects and smaller companies continue to grow and achieve economies of scale.

Material Events

The Year 2021 has already been very difficult due to COVID 19 pandemic and the complete shutdown that followed. Economies were gradually making progress to get back up from the event.

The Sultanate of Oman was hit by Cyclone Shaheen in early October causing most of the damage in the Batinah Region. While the effect is still under assessment, based off prior cyclone incidents, Insurance and Re-insurance companies are likely to be impacted on account of damage to the properties, businesses, and vehicles. Insurance companies are expecting to receive high reporting of the claims related to property, motor, and engineering sector. Claims on a wide spectrum are expected, ranging low severity to high severity which will affect the profitability of the insurance companies in the near future.

It was observed that most of the vehicles were parked near the homes and would have suffered some or complete flood damage. While comprehensive coverage provides compensation for such losses, third-party coverage usually does not. Ergo, a change in policy features that came into effect is STF (Storm Tempest Flood) cover that is expected to be added to TP motor policies.

The damage caused by this natural disaster has not discriminated between insured and uninsured parties. In addition to the anticipated claims, insurance companies have also opted to contribute towards Shaheen relief efforts and programs organized by the government and other channels.

Over the last two years, the Omani Insurance Industry has remained resilient despite the challenges. It is expected to push through and continue its progress.

Disclaimer

We have undertaken an analysis of the Key Performance Indicators (KPIs) of the listed insurance companies in Oman for the first nine months of 2021. The data has been extracted from the financial statements of those companies which were publicly listed and available till the compilation of this report.

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Due to availability of limited information, we were unable to segregate further into class of business. Once all companies start publishing financial statements with uniform level of segregation, this can be done.

The Group & Individual Credit Life, Family Takaful and Term & Whole Life Plans are considered as Life Insurance while Other General Insurance are taken as Non-Life Insurance due to the available segmentation in the published financials. For NLIF and MCTI, Medical is not segregated from Life in the published financial statement therefore, due to limitation it is presented under Life Business segment. For OUIC, segmental information was extremely limited in the published financials; hence assumptions have been used to estimate the amounts used in the analysis.

Companies Included in the Analysis

Company Name	Ticker Name
Al Madina Takaful	AMAT
Al-Ahlia Insurance Company	AINS
Arab Falcon Insurance Company	AFIC
Dhofar Insurance	DICS
Muscat Insurance	MCTI
National Life & General Insurance	NLIF
Oman Insurance Company	OUIC
Oman Qatar Insurance Company	OQIC
Takaful Oman Insurance	TAOI
Vision Insurance Company	VISN

About Our Team

UAE/Oman Actuarial 30 staff	KSA Actuarial 21 staff	Medical 6 staff	IFRS-17 5 staff
Business Intelligence 11 staff	End of Service 6 staff	HR Consulting 3 staff	Support Functions 14 staff

Total Strength

96

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Ali Bhuriwala

Omar Khan

Maira Qadar

Eesha Ansari

Hassan Athar

Shahrukh Abdul Rauf

OUR FEEDBACK

Badri Management Consultancy is proud to present Oman's Insurance Industry Performance analysis 2021 Q3. We have a dedicated team that is working to bring you research reports. Our doors are open for feedback, and we welcome them. Feel free to inquire about the report.

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