UAE Listed Insurance Companies Performance Analysis C) 2023

## About <br> BADRI

Award winning strategic partner to the insurance industry with our 130+ talented staff in KSA, UAE, Pakistan and India drive innovation and provide cutting edge solutions to our business partners across the globe. We strive to ensure that we provide the best quality solutions, turning our experience and industry knowledge into value for our clients.

## Our Awards

- Corporate Risk Manager of the Year 2023 by InsureTek
- Best Actuarial/Risk Consultancy Firm of 2023, 2018 \& 2016 by MENAIR
- Strategic Partner to the Industry 2022, 2021 \& 2020 by MIIA



## What We Can Do

 For You!
## Actuarial Consultancy

- Appointed Actuary
- End of Services
- General \& Life Actuarial
- IFRS 17
- Pricing, Reserving \& Capital
- ERM
- Product


## Strategic

Technology
Consultancy

- Financial Services
- Strategic HR Consultancy

Development

- Merger and Acquisition

Consultancy

- Digitalization
- Business Intelligence
- Data Governance
- Big Data \& Analytics
- IFRS 17 Systems
- Actuarial Systems

IFRS 17

## Ace 17



ACE-17, our flagship IFRS 17 calculation engine, provides a seamless and cost-effective solution to generate the IFRS 17 financials and disclosures, saving your time and effort in your IFRS 17 reporting processes. Users can move through an intuitive, fully transparent, and flexible calculation process that is built to generate all the reporting requirements to deliver the IFRS 17 financial statements.

- Reduce risk of error and
compliance with
standard.


## Financial Services

Our professional and dedicated team possess the expertise in financia services domain and offer wide range of services. Our core services are:

- IFRS Implementation
- Reconciliation Services
- MIS Reporting
- Backlog Accounting
- Loan Staff (Outsource)


## Reconciliation Services

Improve collections from insurance companies/ brokers and customers by reconciling the statement of account on regular basis.

- Accurate reporting of LRC and LIC balances. As currently most businesses struggled to isolate their receivables, payables, and commission from their net position.
- Availability of Qualified and competent staff immediately.
- No lengthy hiring process as no change in the headcount.
- Benefit from a consultant's knowledge of the market.
- Cost containment.


## Invest In Your Team

métier - a Badri Group Company is a renowned boutique Executive search and HR solutions consulting firm that works with teams across the globe, to develop a tailored HR plan and resolve your business challenges.

We take a personalized approach in ensuring that the solutions provided to you are in line with your company strategy to help you achieve your business goals through sustainable HR practices.

Since our inception in 2014, we have been recognized as Executive search leaders across multiple industries in the MENA region. métier's seasoned professionals focus on your HR transformation, while you focus on your business.

## Our Competitive Edge

- Improving Workplace Productivity
- Increasing Value Through People
- Inspiring Partnerships


## Our Service Offerings

- Strategic HR Consulting
- Digital HR Solutions
- Talent Acquisition Services
- Training Solutions


## About BADRI

Driven by the passion to further the use of actuarial skills in the MENA region, Badri was established in the UAE. Since then, the company has expanded exponentially and now has offices in Dubai, Riyadh, Karachi, Lahore and Delhi.

Today, our 130+ talented staff spread across KSA, UAE, Pakistan and India drive innovation and provide cutting edge solutions to our business partners across the globe. We strive to ensure that we provide the best quality solutions, turning our experience and industry knowledge into value for our clients.

We specialize in General, Life \& Health Insurance / Takaful and provide customized solutions by using the latest analytical tools. We also provide IFRS17, ERM, Capital Modelling, and Big Data Analytics services to our clients.

## 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.


## Table of Contents

KPI
Map

## $20231^{\text {st }}$ Quarter Industry Analysis



## Q1 2023 Highlights

Q1-2023: AED 6.7 billion
Q1-2022: AED 5.9 billion
Growth: 15\%

Insurance
Service Results
Q1-2023: AED 313 million
Q1-2022: AED 386 million
Growth: -19\%

|  | Q1-2023: AED 580 million |
| :--- | :--- |
| Profit | Q1-2022: AED 630 million |
| Before Tax | Growth: $-8 \%$ |

Revenues

## Insurance Revenue Listed Companies



Top 5



■ Insurance Revenue Q1 2022

## Others



ADNIC


- Insurance Revenue Q1 2023



## Insurance Service Results Listed Companies

Top 5




Insurance Service Results Q1 2022



Insurance Service Results Q1 2023

Others


## $211 \%$



## Insurance Service Ratio Listed Companies

Insurance Service Ratio for the companies went from I 7\% last year to 5\% Q1-2023. The top had a ratio of 6\% I (Q1-2022: 7\%) as compared to the rest of the I companies having a ratio of 2\% (Q1-2022: 5\%). Alliance had the highest ratio of $16 \%$ as compared to I SICO showing -91\% and hence excluded for being an I I outlier.
I
Insurance Service Ratio (Insurance Service Results / I Insurance Revenue) can be compared with 100\% I I minus the Combined Ratio under IFRS4. However, a I key difference is we are looking at Net Results and comparing with a value similar to Gross Earned I Premium.

I Insurance Service Results can be thought under IFRS4 I as Underwriting Profits (after expenses).
I


## Insurance Service Ratio



## Conventional Vs Takaful Listed Companies

Takaful \& Conventional Business Distribution


■ Conventional


Insurance Revenue Q1 2023

- Takaful

Business Growth For Conventional \& Takaful Insurers


[^0]The business by the Takaful companies contributed $12 \%$ of the total business by the listed insurance companies in UAE in Q1-2023.

The Revenue for Conventional insurers depicted growth of $13 \%$ when compared with the corresponding period of 2022
The shareholder profits for Takaful Insurers reflected a decline of 77\% in Q1-2023 when compared Q1-2022

The profit growth has reflected decline to 1\% in Q1-2023 for Conventional Insurers.
I
It is noteworthy that all takaful insurers show increase in their topline.

I for reporting their financial information.
4 for reporting their financial information.

Profitability

## Profit Before Tax - Listed Companies Trend

Profit (before tax) for the 24 listed companies analyzed went
from AED 630 million in Q1-2022 to AED 580 million in Q1-2023
a drop of $8 \%$. The top 5 by profits saw their profits increase by
$11 \%$ to AED 479 million (Q1-2022 - AED 433 million) while the
rest of the companies saw a fall of $49 \%$ to AED 102 million (Q1-
2022 - AED 197 million).
If we were to compare to IFRS4, these 24 companies had a
profit of AED 599 as per their Q1-2022 Financials which has now
been restated to AED 630 million under IFRS17.
For Takaful companies we have consolidated the Policyholders and
Shareholders profit/loss for comparative purposes.

- I I from AED 630 million in Q1-2022 to AED 580 million in Q1-2023 I a drop of $8 \%$. The top 5 by profits saw their profits increase by I $11 \%$ to AED 479 million (Q1-2022 - AED 433 million) while the I rest of the companies saw a fall of 49\% to AED 102 million (Q1I 2022 - AED 197 million).

I If we were to compare to IFRS4, these 24 companies had a I profit of AED 599 as per their Q1-2022 Financials which has now I been restated to AED 630 million under IFRS17. Shareholders profit/loss for comparative purposes.



## Bottom 5



## Others

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(20)
(40)

## Finance Income <br> Comparative

Net finance income, as defined by IFRS 17, includes the interest
income earned on the contractual service margin (CSM) and the
interest expense incurred due to the unwinding of the discount
rate applied to insurance liabilities. This represents the combined
financial impact of the time value of money and changes in the
present value of future cash flows.
in Q1-2022 the discount rates were rising while in Q1-2023 they
were falling hence this year the expense is higher than last year
for most companies
Salama and Alliance are excluded as they were outliers (probably
due to heavy life component). DARTAKAFUL exhibits the highest
net finance loss, whereas NGI demonstrates the highest net
finance income.
I
I
I
I

Net Finance Income


## Profit <br> Composition

## Profit Composition



[^1]
## Combined Ratios Listed Companies



Q1 2023 - UAE Listed Insurance Companies

## Total Comprehensive Income - Companies



Total Comprehensive Income - Companies

Total Comprehensive Income


## Assets, Capital \& Liabilifies

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Q1 2023 - UAE Listed Insurance Companies

## Solvency <br> Ratio



## Funds To Solvency Ratio



## Solvency <br> Analysis

Funds to Equity Ratio

I There are 3 solvency measures which are applicable to Companies in UAE I Solvency Capital Requirement (SCR), Minimum Capital Requirement (MCR) and I Minimum Guarantee Fund (MGF). For each company, the higher of the three I applies. The following shows the number of companies and the Applicable Solvency Measure which applies:



The chart above shows ratio of Basic Own Funds to Equity. The difference between I Own Funds and Equity is of Inadmissible Assets. The Companies which have a I higher ratio has shown effective diversification and asset structuring. As long as i the Company's solvency ratio is above $100 \%$, a lower Own Funds to Equity ratio might reflect an investment strategy which seeks to maximize returns and I deviating from the prescribed minimum limits. Another reason for a lower ratio I could be inadmissible receivables, which has become a concern in the industry.
I
HAYAH has the highest ratio at $94 \%$ while SALAMA has the lowest at $23 \%$.
Companies highlighted by the box are those which have published their solvency numbers as at Dec, 2022, while the others have published as at March, 2023.

I The Basic Own Funds to Equity Ratio can be calculated using the following formula:
I Basic Own Funds to Equity Ratio = Basic Own Funds / Equity
Difference between Basic Own Funds (and Own Funds as shown in previous page) is of Ancillary Own Funds.

80\% 60\% 40\% 20\%

0\%


## Asset <br> Mix

Asset Mix
Asset Mix compares the proportion of invested assets and non invested assets for Q1-2023.

AWNIC has the highest proportion of $87 \%$ of I their assets invested, while AAAIC has only invested $28 \%$ of their assets.

I The prescribed range for Invested assets to I total assets as per CBUAE is greater than $70 \%$. $40 \%-70 \%$ is the zone of caution and companies , falling in critical range of below $40 \%$ are under I I red zone..



## IFRS 17 Comparison

## Impact On Equity



## Transition in Profit

## Profit (Q1-2022) Transition Ratio



[^2]BADRI
Q1 2023 - UAE Listed Insurance Companies

## Risk Adjustment <br> Confidence Level



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## Percentage Non- <br> Attributable Expenses

# Non-Attributable Expense Ratio (Q1-2022) 



[^3]
## Insurance Revenue to GEP Transition

I Under IFRS17, Insurance Revenue would be akin to Gross Earned Premium. A key difference is that in IFRS17 (or due to IFRS9) the Expected Credit Losses (ECL) are I deducted from the Insurance Revenue. To show the impact of the change in standards, I we have compared the Gross Earned Premium shown in Q1-2022 financials to Insurance I Revenue shown for Q1-2022 this time.

I The graphs here depicts the transition impact of the same. Due to impact of ECL, the ratio I should be below $100 \%$. Companies having ratio above $100 \%$ shows that the revenue has increased for Q1-2022 as a result of transition. This is possible due to changes in revenue , recognition, updated measurement methods, enhanced contract boundaries, and I improved data quality.

SICO is excluded from the graph below as it was distorting the presentation, having the transition ratio of $172 \%$.

Insruance Revenue to GEP Transition (Q1-2022) Top 3


## Insruance Revenue to GEP Transition (Q1-2022) Others



## Finance Income as \% of LIC

finance income (or expenses) directly impact the
valuation of the liability for incurred claims through
the discounting process in IFRS-17.
Since most of the companies are using PAA we have
computed this KPI as being divided by LIC. The graph
presents the proportion of financial
expenses/(income) relative to the amount of claim
liabilities.
SALAMA is excluded from the analysis as it was
distorting the graph, having a percentage of
negative $13 \%$.
I - - - - - - - - - - - - - - - - - - - - - - - - - - -


## Lost Component as \% of Insurance Revenue

## BADRI


The relationship between the loss component and I insurance revenue is crucial for determining the
I overall profitability and financial performance of an insurance company. By analyzing the ratio of the loss I component to insurance revenue, stakeholders can I
I assess the efficiency of the company's underwriting activities and the adequacy of premium pricing in covering expected losses.

I Hence, a lower percentage depicts the adequacy of reserves and ability to accurately estimate and cover expected losses in insurance contracts.

ORIENT and SUKOON portrays the lowest loss I component proportions of insurance revenue.
I
$\qquad$
$35 \%$
Loss Component as \% of Insurance Revenue


## Risk <br> Adjustment/LIC



## Risk Adjustment as \% of LIC



## Conclusion

## IFRS17 - Vanity gives way to Sanity

I BADRI is pleased to present the first UAE Insurance Industry's analysis based on IFRS17 Financial Statements. The analysis was undertaken using published Financial
Statements of 24 listed companies. A few of the companies had either presented IFRS4 or still not published until the extended deadline of June 15,2023 and they are not included in this analysis.

We have been saying previously that "Top line is vanity, Bottom line is sanity". IFRS17 has removed the vanity element and moved away from disclosing GWP to just I I showing Insurance Revenue. Insurance Revenue has increased by $15 \%$ to AED 6.7 billion for the first quarter of 2023 as compared to AED 5.9 billion for the same period I last year. Insurance Revenue is similar to Gross Earned Premium, however, this has an element of Expected Credit Losses (ECL). Credit Risk is growing in the industry and we expect more pressures on the Industry due to increases in ECL.

Insurance Service Results have fallen by 19\% to AED 313 million as compared to AED 386 million last year. Insurance Service Results can be thought under IFRS4 as I Underwriting Profits (after expenses).

Profit (before tax) went from AED 630 million in Q1-2022 to AED 580 million in Q1-2023 a drop of $8 \%$. The top 5 by profits saw their profits increase by $11 \%$ to AED 479 I million (Q1-2022 - AED 433 million) while the rest of the companies saw a fall of 49\% to AED 102 million (Q1-2022 - AED 197 million).

The transition to IFRS17 had an impact of AED - 297 million or - $2 \%$ on the opening equity as at January 1, 2022. Sukoon had to highest positive equity impact of AED 43 I million while TKFL had the highest negative impact of AED 124 million.

The solvency positions of companies are becoming increasingly strained and out of 23 that have published the solvency, 4 companies are insolvent as per the I requirements. Based on our previous reports, the remaining companies which are not part of these 23 are also either insolvent or in run-off.

Although most companies have managed to publish their financials under IFRS17, the transition has not been without challenges. While most of the companies have gone I across the finish line to at least publish the journey has not been smooth sailing. We expect improvements in the published financials as companies improve both the data and processes. A key element which is of Account Receivables / Payables reconciliations and corresponding Credit Risk impact, has already impacted some companies and I we expect more companies to write off provisions due to this.

## Disclaimer

「
We have undertaken an analysis of the Key Performance Indicators (KPIs) of the listed insurance companies in UAE for the first three months of 2023. The data has been extracted from the preliminary reports of those companies which were publicly listed and available till the compilation of this report.
I
 I professionals to bring transparency and availability of information to the industry and in the process spread brand awareness. No part of our compensation received for other services directly or indirectly influences the contents of this report. The Analysts preparing the report are subject to internal rules on sound ethical conduct.
I


 a qualified professional adviser. Should you come across an error or have a query, do write to us.

I

 challenges and impede accurate interpretation of the data.



 I any thereof or due to any contents or associated services.
 this can be done.
I
 16th as June 15th was the extended deadline. IH and AMAN are excluded due to their utilization of IFRS 4 for reporting their financial information.

| Listed Insurance Companies |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Logos | Sr. No. | Symbol | Name | Market |
|  | 1 | AAAIC | Al Ain AI Ahlia Insurance Co. | ADX |
|  | 2 | ABNIC | Al Buhaira National Insurance Company | ADX |
| $\theta \mathrm{ADNIC}$ | 3 | ADNIC | Abu Dhabi National Insurance Co. | ADX |
| $26 A F N I C$ | 4 | AFNIC | Al Fujairah National Insurance Co. | ADX |
| Alliance | 5 | ALLIANCE | Alliance Insurance | DFM |
|  | 6 | ASCANA | Arabian Scandinavian Insurance Co. | DFM |
| Slll | 7 | ASNIC | Al Sagr National Insurance Company | DFM |
|  | 8 | AWNIC | Al Wathba National Insurance Co | ADX |
|  | 9 | DARTAKAFUL | Dar al Takaful (Takaful House) | DFM |
|  | 10 | DHAFRA | Al Dhafra Insurance Co. | ADX |
|  | 11 | DIN | Dubai Insurance Co , PSC | DFM |

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## Companies Included in the Analysis

| Listed Insurance Companies |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Logos | Sr. No. | Symbol | Name | Market |
| DNNE | 12 | DNIR | Dubai National Insurance \& Reinsurance co. | dfm |
|  | 13 | EIC | Emirates Insurance co. | ADX |
| $r_{i}$ | 14 | науан | HAYAH Insurance Company (formerly known as | ADX |
| NGI | 15 | NGI | National General Insurance Company | dFM |
| \%SUKKoon | 16 | sukoon | Oman Insurance Company (P.S.C.) | dFM |
| A. brimit | 17 | ORIENT | Orient Insurance PJSC | DFM |
| SOOrientUNBTakaful | 18 | outel | Orient UNB Takafu P JJC | dfm |
| * rak insurance | 19 | raknic | Ras Al Khaimah National Insurance Co. | ADX |
| (5) SAOLLMM | 20 | SALAMA | Islamic Arab Insurance Company | DFM |
|  | 21 | sico | Shariah Insurance Company | adx |
| Tiles | 22 | TKFL | Abu Dhabi National Takafu Co. PJSC | ADX |
| $\nabla^{\text {F }}$ | ${ }^{23}$ | FIDELITY UNITED | United Fideility Insurance (PSC) | ADX |
| \%iximusuaitu | 24 | UNION | Union Insurance Company | ADX |

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## Companies Included in the Analysis

| About <br> Our Team |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | mom | ${ }^{32 \mathrm{mem}}$ | $\pm$ | 6 m |
|  | mome | ${ }^{31 \mathrm{~mm}}$ | \% | ${ }^{16 \mathrm{~mm}}$ |
|  | = | 9 | \% | 2 m |
|  |  | ${ }^{\text {cmm }}$ | $\pm$ | 2 m |
|  | Come | ${ }^{24}$ | mamm | 1 man |
| Total Strength 134 |  |  |  |  |



## Our Team



Hamza Bokhari report.


Subhan Naeem


Hassan Athar

## Our Feedback

Badri Management Consultancy is proud to present UAE's Insurance Industry Performance analysis Q1 2023. 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


[^0]:    Out of 24 listed insurance companies, 5 operate as Takaful Insurers in the UAE market.

[^1]:    It can be observed that insurance companies which recorded losses in their net insurance financial results were able to minimize the impact from investment income.

    As can be seen, the highest net insurance financial results and Investment income was generated by ORIENT, AED 100 million \& AED 128 million respectively.
     their investment income.

    There is potential for enhancing insurance financial strategies in the market as companies should prioritize net insurance financial income as their main profit-generating source.
    
     I excluded from this review to ensure an accurate comparative analysis.

[^2]:    
    
     which depicts the delaying of profit emergence under IFRS17.

    I In absolute terms TKFL had the highest increase of AED 25 million while largest reduction was shown by DIN of AED 14 million.

[^3]:    
    
     we have done.
     seems that they are considering Wakala as attributable for loss component calculations.

