



Investing for good To deliver sustainable outcomes



### **Table of Content**



- Watania International Holding (WIH)
  - o About WIH
  - o Organizational Structure
  - o Strategy & Outlook
- Watania Takaful Companies
  - o Business Overview
  - o Watania Takaful General
  - o Watania Takaful Family



## Watania International Holding





### **About Watania International Holding (WIH)**

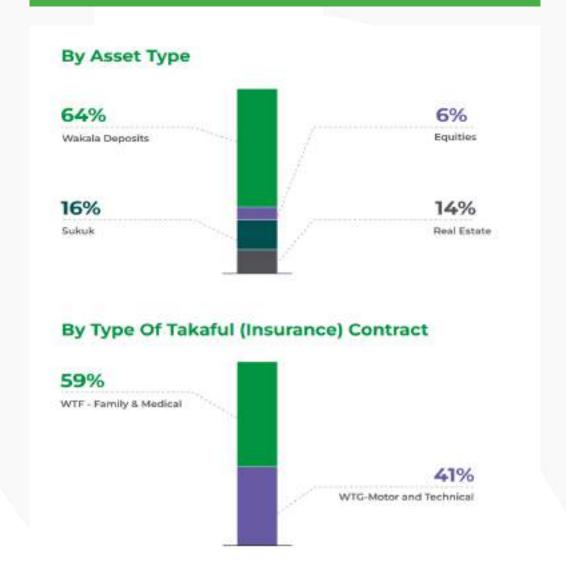
#### Who We Are

Watania International Holding PJSC, or 'WIH' or the 'Company', formerly Dar Al Takaful PJSC, is an investment holding company publicly traded on Dubai Financial Market (DFM: WATANIA).

WIH is a value-driven leading regional investment and asset management company, overseeing a portfolio of innovative investments and two established Takaful providers including Watania Takaful Family and Watania Takaful General.

The Company's core belief is to invest for good with the aim of delivering sustainable outcomes in the markets and sectors where it operates.

#### Portfolio Breakdown (as at 30 June 2024)





### **Our History**

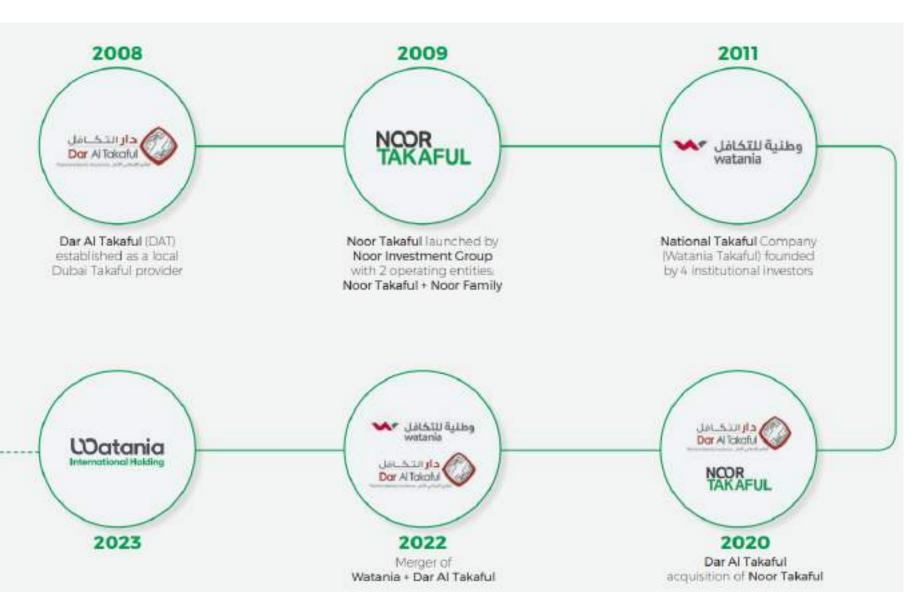


Founded in 2008, Dar Al Takaful, WIH's predecessor, secured its UAE insurance license in July of the same year and commenced operations in September. After years of successful growth and development, the Companyacquired Noor Takaful in 2020. This strategic move broadened the Company's portfolio, demonstrating a commitment to growth and market influence. Subsequently, in July 2024, National Takaful Company (Watania) merged with Dar Al Takaful, resulting in the establishment of one of the largest Takaful entities in the UAE.

In March 2024, the holding company, Dar Al Takaful, underwent a strategic rebranding, emerging as WIH P3SC. This transformation was not merely symbolic; it represented a fundamental shift in the Company's identity and strategic objectives. Concurrent with this rebranding, the decision was made to relinquish the insurance license. This transitioned the Company into an investment holding entity, aiming to expand its footprint within the UAE and regional Takaful and Islamic financial services sectors.

Watania Takaful

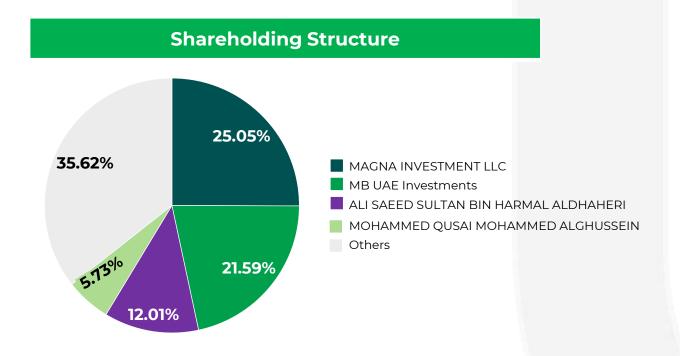
Watania Takaful General





### **Our Ownership Structure**





Share Information	
Market	DFM
Symbol	WATANIA
Currency	AED
Listing Year	03 Aug 2008
Financial year-end	DECEMBER
Issued Shares	260,156,250
Paid Capital	AED 260, 000, 000
Market capitalization	AED 187,312,500
Auditor	Grant Thornton
Registrar	Mawarid Finance

Source: DFM as of 31 August 2024



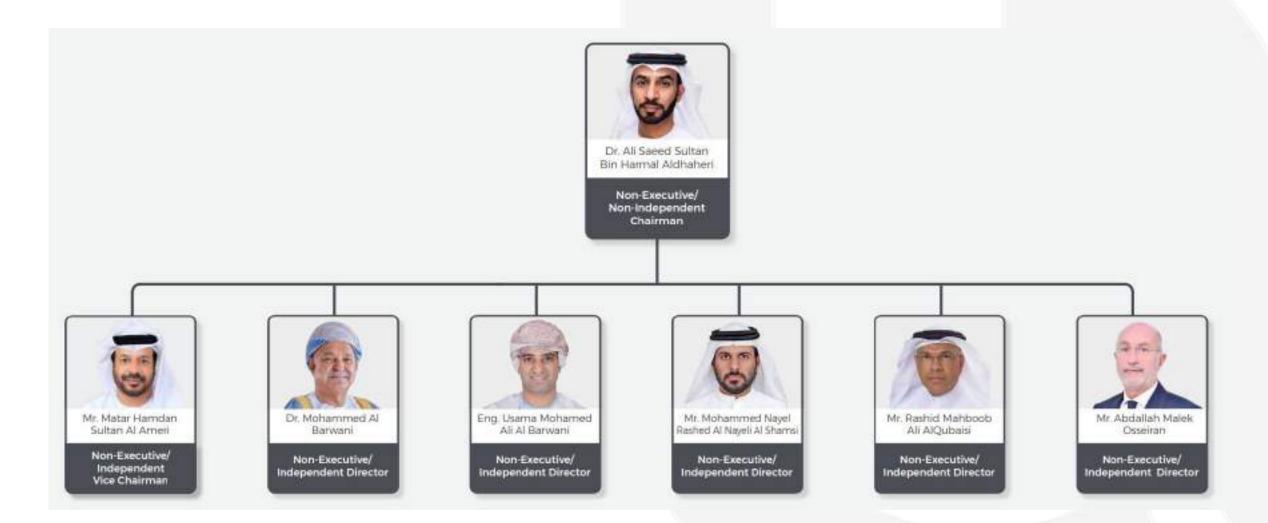
## **Organizational Structure**





### **Our Board of Directors**

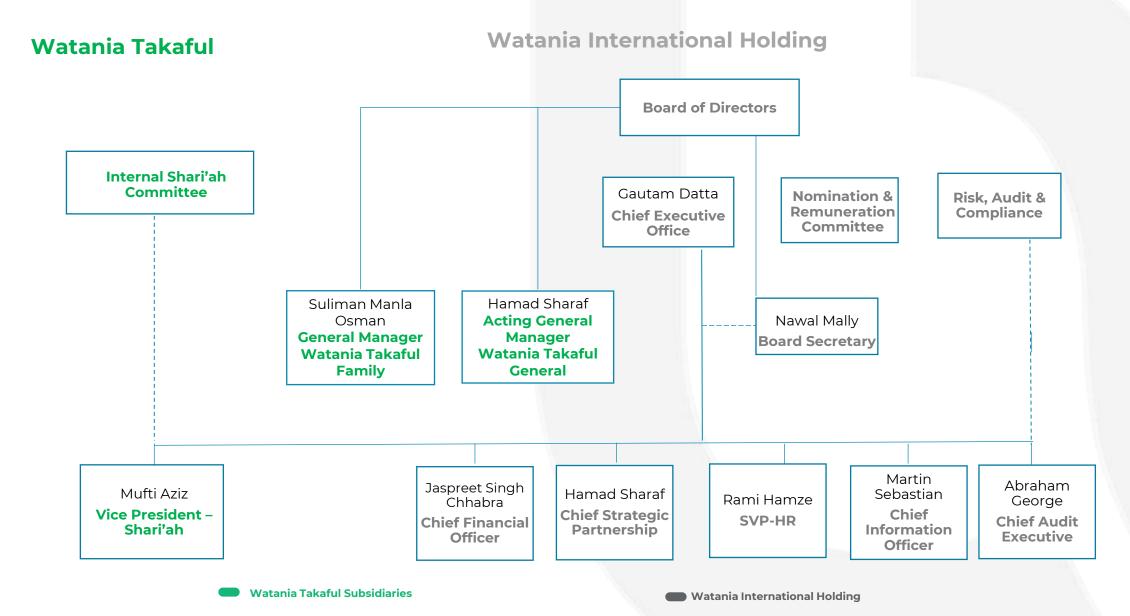






### **Our Executive Leadership**







## **Strategy and Outlook**







# OUR STRATEGIC OBJECTIVES



Deliver positive returns and long-term value for shareholders



Foster a sustainable Takaful ecosystem



Optimize the performance of the Watania Takaful General and Watania Takaful Family



Explore other Takaful Growth Opportunities in the UAE



Establish regional Takaful presence



Drive growth through technology and data-analytics





### **Our Future-Looking Strategy**



### **S**implify

- Present a clear and concise product offering that is easily adaptable to individual customer needs, ready to be deployed at scale, and can be distributed through all sales channels
- Maintain standardized yet lean processes and procedures that enhance the entire customer journey from smooth onboarding to fast claim settlement, and increase customer retention rate



### **S**ynergize

- Realize cost synergies from the merger, from the efficient integration of functions, systems, processes, policies, and procedures, and establish an optimal operating model for the combined entity
- Optimize sales and distribution channels and facilitate cross selling and revenue synergy opportunities through an integrated and techenabled platform
- Continue to explore new investments and acquisitions that strategically fit our growth strategy



### <u>S</u>cale

- Leverage our integrated business and digitally enabled platform to deliver our combined product offering to all demographics in the UAE
- Expand geographical presence in the UAE, where required by market needs with additional branches and points of sale
- Evaluate strategic opportunities to extend our lean and successful business model to international markets (such as GCC and Asia)



### **Our Operational Pillars**





its subsidiaries WIH and cutting-edge leverage technology solutions streamline operations, enhance service delivery, and elevate the overall customer experience. One of the implemented solutions the encompasses implementation of online emodules learning and training for:

- Anti-Money Laundering (AML)
- Counter-Terrorism Financing (CFT)
- Cyber Security Awareness based on the Abu Dhabi Healthcare Information & Cyber Security (ADHICS) framework.



#### Innovative Business Model

WIH underwent a transformative restructuring in March 2023, transitioning from an insurance provider to an investment holding company. Its subsidiaries, continue to thrive as leading Takaful providers in the UAE market. This transformation covered:

- Customer-centric approach across Operating Companies
- Focus on Seamless Customer Experience

Q

### Transparency and Accountability

WIH adheres to Decision no. (03/R.M) of 2020 and its amendments by the Chairman of the Securities and Commodities Authority... Recent changes in its corporate identity underscore its ongoing commitment to transparency and meeting stakeholder expectations, includina:

- Disclosures Practices
- Accountability Mechanisms



#### Compliance Management

Diligent compliance management framework to ensure adherence to regulatory requirements and industry standards, that includes:

- Training Initiatives:
- Data Security and Compliance
- Continuous Improvement and Monitoring





## Our ESG Values

### Environmental Commitment

We prioritize environmental sustainability by measuring and reducing our carbon emissions, conserving energy, minimizing consumption of water and materials, and, on an operational level, ensuring continuous digitalization to minimize paper usage and maximize efficiencies.

#### **Social Initiatives**

Our social commitments encompass attracting and developing Emirati talent, fostering community solidarity, and promoting diversity and inclusion within our workforce.

### **Transparent Governance**



We uphold maximum transparency and accountability in our governance structure. All Board members are nonexecutive and independent, ensuring sound oversight and ethical decision-making.

## **Business Optimization**



At our operating companies' level, we optimize our practices for efficiency, high-quality customer service, product diversification, and regulatory compliance, ensuring sustainability and sound capital management.

#### **Data Governance**



Robust data governance practices ensure the responsible use of data, protection of privacy, meeting regulatory standards, addressing customer confidentiality concerns, and supporting sustainable revenue and profitability.





### **Our ESG Milestones in 2023**

At WIH, sustainability is embedded in our corporate culture, guided by our deep roots in the tenets of Takaful and a dedication to ESG excellence. Our approach to sustainability is comprehensive, encompassing environmental, social, and governance aspects across all facets of our portfolio and our assets' operations.

18%

Increase in total female employees from 2022

Number of
different
nationalities in WIH

25

4,864

Hours spent on employee training and development

Community

Investments

98,000

2.87

Metric tones of waste recycled



**'Share an Iftar' Campaign:** Partnering with Emirates Red Crescent and Sharjah Charity International, we distributed iftar meals to labor camps in the UAE and supported earthquake-hit areas in Turkey and Syria.



**DHA Patient Support Program:** In collaboration with Dubai Health Authority, we joined hands to spread awareness and support the Patient Support Programs, focusing on cancer patient support and hepatitis C eradication.



**Recognition and Appreciation:** We celebrate the achievements of our employees through our Reward and Recognition program, acknowledging their dedication and hard work.



**Subsidiaries Engagement in ESG Initiatives:** Watania Takaful was honored with the Golden Certificate for Recycling 5,454 kilograms of waste in June 2023, showcasing the company's commitment to sustainable practices.



### The GCC Takaful Market Growth Drivers

Growing demand for digitally integrated insurance services from throughout entire customer experience (from quote enquiry to claim settlement)

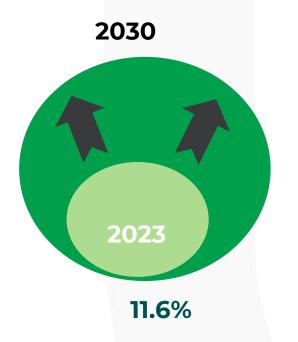


A growing awareness of the life insurance segment is evident. In the GCC, life insurance accounts for 11.5% of the region's total gross written premiums (GWP), with the UAE leading in both GWP and penetration rates.



Increasing customer preference for consolidating their Takaful requirements with one provider





Compounded Annual Growth Rate (CAGR)

Expected in GCC Takaful Market



Evolving regulatory landscape to enhance product transparency, standardized reporting, and robust financial solvency with growing collaboration and advocacy from industry bodies



Stronger talent flow into the Takaful sector with higher interest among emerging graduates to join the sector and well-funded/sponsored support from government programs and corporate citizens



Acceleration of digital transformation with unprecedented enterprise-wide investments in technology, driving efficiencies and enhancing the experience throughout entire customer journey



### **Watania Takaful Companies**

The right Takaful insurance empowering you to create a better future





Watania Takaful Companies are fully owned Subsidiaries of Watania International Holding

### Business Overview

#### **Watania Takaful General**

**Motor:** Provide customers with affordable, flexible and value-packed policies that help customers drive with peace of mind

**Technical or General** Takaful Plans including Home, Personal Accidents, Travel, Marine, Engineering, Casualty & Liability, Warranty, Property, Office, General Accident, SME

#### **Watania Takaful Family**

**Life**: flexible savings, investment, and income protection plans to hedge against different life uncertainties

**Medical**: Customised and flexible medical takaful plans that keep everyone healthy

**Under the Internal Sharia Supervision Committee** 

### **Top 10**

Leading Insurance Providers in the UAE

> Largest UAE Takaful Provider

2nd

25%

of UAE Takaful Market Share

~3%

UAE Insurance Market Share



### **Values-based Approach**





#### Vision

Become the leading UAE Takaful Operator



#### Mission

Provide best quality Shari'ah-compliant Takaful while creating value for all our stakeholders



#### Purpose

Empower our members to take charge of tomorrow



#### Empathy

Share the feelings of others

We are a Takaful business that is based on Solidarity. We consider our Policyholders perspective first in eveything we do.



### Integrity

Do what is right, always

We always do what is right. We respect the trust placed on us, and our commitment to honesty and transparency always comes first.



#### Responsiveness Always respond, not react

Our clients deserve listening, understanding, and responsible action We are solutions driven.



#### Simplicity Stay in the moment

We strive for simplicity in all things products, process, and relationships. It makes our work efficient, and relationships meaningful.

### Watania Takaful- Internal Shari'ah Supervision Committee



Dr M. Abdul Rahim Sultan Al Olama

Chairman

Dr. Ashraf Bin Md Hashem

Vice Chairman

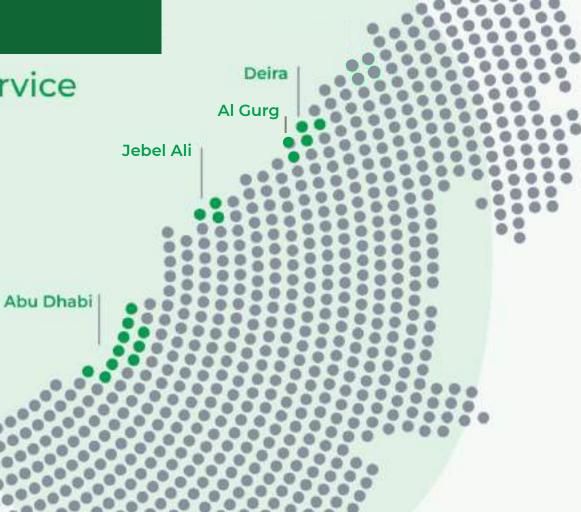
Dr. Salim Ali Al Ali

Member

### **National Full-Service Network**

4 Full-service offices10 Points of sales

Truly national footprint with full-service offices to assist you.





### **Strong Industry & Market Partnerships**

CU

We strongly believe we are all responsible for the future of our nation and we collaborate closely with UAE government entities, the regulators and private sector to support awareness, safety, wellness and wellbeing campaigns and initiatives.





































### **Diversified Portfolio of Corporate Clients**

























مصرف عجمان Ajman Bank

















JLULOMASSAR

















### **Award-Winning Takaful Services Track Record**



ISO 10004:2018

Watania Takaful Family PJSC

Watania Takaful

Watania Takaful General PSC

Insurance Baseline and a Baseline Bas





'Best General

Takaful Provider UAE 2020' at the

Global Banking

& Finance Awards

**Finance** 



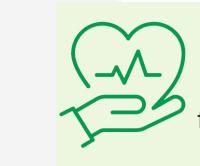




Watania Takaful Family is a subsidiary of Watania International Holding offering Family (Life) and Medical Takaful coverage plans to individuals and groups.

#### Family (life) Takaful

Flexible savings, investment, income protection and pure protection covers to hedge against different life uncertainties



#### **Medical Takaful**

Customized and flexible medical Takaful plans that keep everyone healthy



Family (Life) Takaful Product Lines





### **Life Takaful Products**





- Life Care
- Pure Protection Plan





#### WEALTH ACCUMULATION/ ENHANCEMENT

Super Saver

#### **REGULAR SAVINGS**

Smart Save Plus





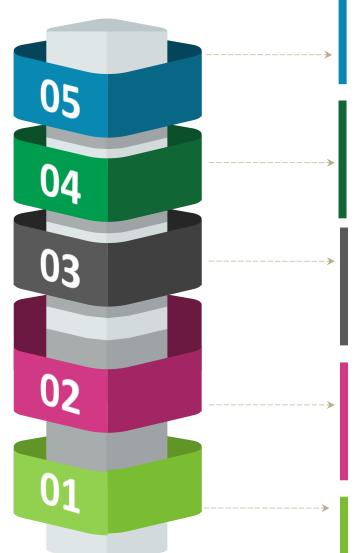
#### **PROTECTION CASH BACK**

Pure Protection Cash Back



### **Individual Life Takaful Coverage Plans**





#### **Pure Protection CashBack Plan**

- Level Term protection providing coverage for a specific term
- Can be assigned to a bank against mortgage, credit facility etc
- Free built-in terminal Illness & repatriation Benefit
- Cash back on maturity

#### **Smart Save Plus**

- Regular Savings plan providing option to invest into Sharia compliant global mutual funds to meet the need of retirement planning, children's future etc
- Available to Resident as well as Non-resident clients

#### **Super Saver**

• Low-cost regular contribution wealth accumulation plan

#### **Life Care**

- Whole of Life protection plan providing coverage till age 99 along with the cash value.
- Available to Resident as well as Non-resident clients

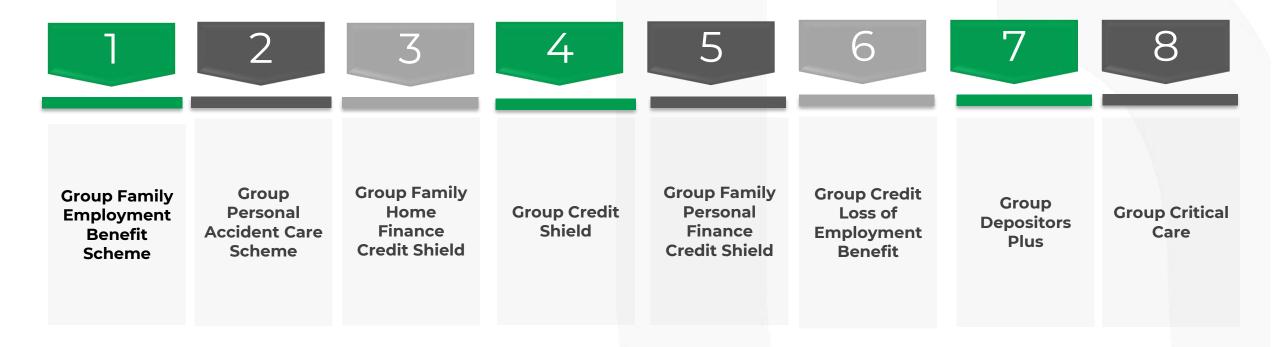
#### **Pure Protection**

- Level Term protection providing coverage for a specific term
- Can be assigned to a bank against mortgage, credit facility etc



### **Group Life Takaful Plans**





#### **Basis Of Sum Covered:**

- As per census
- Based on salaries
- Flat sum assured
- Based on category

**Takaful Period:** 1 Year / Long term Plans

**Age Limit:** Members: 18 - 70 years

**Dependent:** 0 - 65 years

**Location:** UAE, GCC & other countries upon request



### **Group Life Takaful Benefits**



### Group Family Employment Benefit Scheme

Life insurance protection for employees. Financial safety net for those covered. Part of employee total reward package

### Group Personal Accident Care Scheme

Accidental death coverage for bank customers

### Group Family Home Finance Credit Shield

Protects a mortgage lender or titleholder if the customer defaults on payments or passes away

#### 4 Group Credit Shield

Covers credit card outstanding balance in case of unfortunate events like death, disability or unexpected loss of employment.

### Group Family Personal Finance Credit Shield

Protects bank personal finance customers to cover their financial obligations in case of any covered unforeseen event

#### Group Credit Loss of Employment Benefit

In case of job loss, the benefit offers financial security to bank customers as per the master certificate terms & conditions, annuity period 6 to 12 months.

#### **7** Group Depositors Plus

Used by banks to cover their depositors, and attract new customers with a Takaful benefit that is linked to the deposit amount

#### **8** Group Critical Care

Critical Illness coverage for employees and bank customers.

#### Death Due To Any Cause

100% of sum covered

### Death Due To Accident

100% of sum covered

#### Permanent Total Disability (Accident)

100% of sum covered

## Permanent Partial Disability (Accident)

As per continental scale of benefits

#### Repatriation Expenses

Customizable in tranches of AED 5,000 to 50,000

## Medical Expenses (Accident)

Customizable in tranches of AED 5,000 to AED 50,000

#### Passive War Risk

Optional



**Medical Takaful Product Lines** 









Corporate

Medical Takaful Product Lines



**Individual** 

#### **SME Medical Plan**

 (Digital fulfillment, Defined Table of Benefit with Defined rate) – Quote through digital portal

#### <u>Customized Plans for Large</u> <u>Corporates</u>

 (DHA/DOH Abu Dhabi Compliant Solutions) – Quote on referral

**Self and Dependents Plans** 

**Domestic Workers Plans** 

Parents and Visitors Medical Plans



### **Medical Takaful Individual Product Lines**





Customized medical Takaful products covering individuals, their dependents, domestic workers to keep all those covered safe and well



Homeland Treatments



Second Opinion



Pre-natal & Childbirth



DHA Accredited



Accidental Death



Personal Accident



1600+ Care Centers



### **Medical Takaful Group Product Lines**





- ✓ Comprehensive and DHA/DOH- compliant Group medical solutions
- ✓ Packages catering to organizations of all sizes (large corporates, SME's, etc.)
- ✓ Broad coverage at the best hospitals, clinics and medical centers with friendly plans.



Homeland Treatments



Second Opinion



Pre-natal & Childbirth



DHA Accredited



Accidental Death



Personal Accident



1600+ Care Centers







Watania Takaful General is a subsidiary of Watania International Holding offering Motor and Technical Takaful coverage plans to individuals, groups, and corporates.

#### **Motor Takaful**

Affordable, flexible and value-packed Takaful plans that help individual and corporate customers drive with peace of mind



#### **Technical Takaful**

General or Technical Takaful solutions including:

### General Takaful Plans for Individuals

- Personal Accidents
- Travel
- Marine

### General Takaful Plans for Corporates

- Engineering
- Casualty & Liability
- Warranty
- Property
- Office
- General Accident
- SME



**Motor Takaful Product Lines** 





### **Motor Takaful Products**







This plan covers all corporate vehicles for organizations in a single Takaful certificate with reduced individual contributions due to group discounts and facilities for the automatic addition of vehicles.



With our solutions for car Takaful, customers are not only well covered for loss or damage but can also benefit from prompt and efficient claims service for minimum inconvenience.



### Individual Motor Takaful Benefits W



Comprehensive Motor Takaful solutions covering a wide range of loss and damage risks, ensuring customers drive with peace of mind



24/7 Roadside Assistance



Agency Repairs



Driver and passengers covers



No-claims Discount



**Telematics** covers



Windscreen Damage



### **Corporate (Fleet) Motor Takaful Benefits**





- A single comprehensive Takaful certificate offering contribution level protection for all motor assets
- A dynamic plan with reduced Group-discount contributions and facilities for automatic addition of vehicles
- Tailor-made solutions depending on vehicle types
- Excellent claims service emphasizing speedy settlement



24/7 Roadside Assistance



Agency Repairs



Driver and passengers covers



No-claims Discount





**Technical Takaful Product Lines** 



# Technical or General Takaful Products

#### **General Takaful Plans for Individuals:**

- Personal Accident
- Travel
- Marine

#### **General Takaful Plans for Corporates:**

- Engineering
- Casualty & Liability
- Warranty
- Property
- Office
- General Accident
- SME





### **General Takaful Benefits for Individuals**



#### **Personal Accident**



Essential protection against unpredictable accidents, and the huge financial and emotional impact they bring to members and their families

#### Travel



Worldwide coverage protecting against emergency medical expenses, travel delays, lost luggage and other unexpected incidents, allowing members to travel hassle free

#### Marine



'Pleasure Craft' Takaful providing comprehensive protection against loss or damage of private boats, machinery, crew and passengers



### **General Takaful Benefits for Corporates**





#### **Engineering**

Protection against engineering and construction risks, covering machinery and equipment across different industries.



#### **Property**

Protection against fire, allied and other potentially damaging risks



#### **General Accident**

Essential cover for businesses against a multitude of potential damages varying in complexity and magnitude of financial impact



#### **Casualty and Liability**

Protection against legal liabilities arising out of risks to company people, or the public under various plans from general third-party, product, workmen compensation and professional services.



#### Office

Custom-designed cover to protect offices and contents within, and keep your business running



#### Marine

Wide coverage to hull and machinery of all vessel categories, coverage of export/import cargo by sea/air and further inland road transit



#### **SME**

Takaful solutions tailored for small businesses across all industries through a dedicated digital platform to help protect the business and business owner and support their business continuity.



#### Warranty

Offers coverage in line with the terms of the original Manufacturer's warranty, starting from the expiry of manufacturer's warranty for an extended period of 12 to 36 months.



#### **General Takaful Benefits for SMEs**









Water damage cover



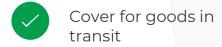
Consequential loss of profits



Loss of paid rent for premises



Protection of assets at business locations



Money loss during carry



Coverage across all sectors





# Thank you