

discussion report and analysis of the board of directors for Al Wathba National Insurance Company (PJSC)

Date	11 th Nov 2021
Name of the Listed Company	Al Wathba National Insurance Company (PJSC)
The period of the financial statements covered by the report	Third Quarter 2021
Overview of the main results during the financial period	GWP: AED 268.85 M Net Underwriting Income: AED 21.78M Net Investment Income: AED 152.17 M Net Profit: 173.95 M
Securities issued during the financial period	NA
Summary of the most important non-financial events and developments during the financial period	With the reopening of the economy the company has resumed business as usual. Further we are taking adequate measures to ensure health and safety of employees and customers
Summary of operational performance during the financial period	During this period, we have achieved total premiums of 268.85 million and insurance profit of 21.78 million dirhams. The company has also registered net Investment profit of 152.17 million.
Summary of profit and loss during the financial period	Net profit for the period is AED 173.95 million dirhams compared to net loss of AED (5.54) million dirhams for the previous period.
Summary of financial position as at the end of the financial period	Total Deposits & Cash: AED 233.70M Total Technical Reserve: AED 407.24M Total Share Holders Equity: AED 944.97M
Summary of cash flows during the financial period	Net Cash generated from operating Activities: AED 19.03 M Net Cash Generated in Investing Activities: AED 3.49 M Net Cash Generated in Financing Activities: AED (33.83) M
Main performance indicators	GWP Growth: 4%

	Net Loss Ratio: 49.54% Net Expense Ratio: 36.81% Combined Ratio: 86.35%
Expectations for the sector and the company's role in these expectations	There has been a steady decline in the average premiums over the last year in the motor segment and general insurance premiums are also under pressure on account of stiff competition. AWNIC is constantly improving its products and services to differentiate itself from the market
Expectations regarding the economy and its impact on the company and the sector	We are seeing encouraging signs on GDP growth and also in real estate & tourism sector further to the reopening of the economy. Expo 2020 and the measures from the govt accelerating the recovery from covid 19. Insurance sector also expected to benefit from same.
Future plans for growth and changes in operations in future periods	AWNIC will focus on the digitization to drive business growth and operational effectiveness
The size and impact of current and projected capital expenditures on the company	Net Capital expenses for the period was AED 953K
The developments of the implementation of projects, plans and transactions and deals that were discussed by the company's board of directors in the report for the previous fiscal year	The Company's board actively monitors and reviews the performance of the company against the set plans and approved projects. Appropriate course corrections are advised by the Board to the management at the Board meetings to steer the company in the right track.



Bassam Chilmeran
Chief Executive Officer

2021/11/11


